

# LogiMAT 2018

Added-value  
show

16th international Trade Fair for  
**Intralogistics Solutions** and  
**Process Management**

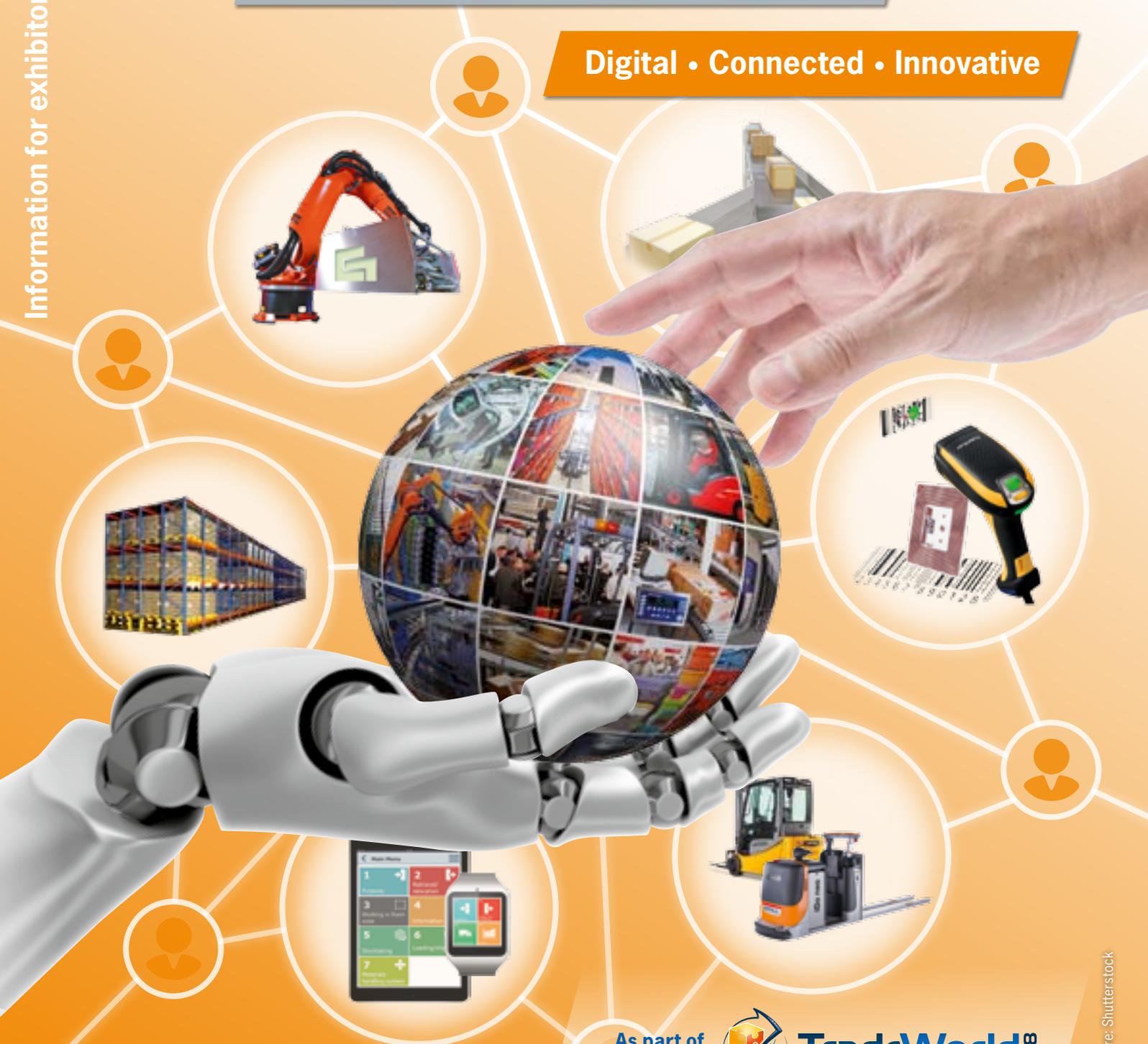
**13 – 15 March 2018**

Messe Stuttgart, Germany

**FIRST-HAND INTRALOGISTICS**

**Digital • Connected • Innovative**

Information for exhibitors



+49 89 32391-259 / [www.logimat-messe.de](http://www.logimat-messe.de)

As part of  
**LogiMAT**



**TradeWorld** 2018  
COMPETENCE PLATFORM FOR TRADING PROCESSES

On-going changes in the market are presenting new challenges to you and your customers. Your innovative products and solutions are in demand.

Digitalisation, interconnectivity, artificial intelligence and big data are key issues in the age of Industry 4.0 and the Internet of Things. Advances in IT and technology and smart, autonomous systems are opening up brand new levels of productivity and value-creation along the entire supply chain.

Tools such as virtual reality, 3D printing and sensors are offering new perspectives. Data exchange in real time is providing an opportunity to react flexibly to changes and make adjustments in good time – both in production and in the warehouse.

Systems are growing together into new, smart systems. That interconnectivity opens the way to faster, more energy-efficient and secure processes. In the ideal situation man and machine collaborate seamlessly and intuitively. Every company that wants to benefit from this digital transformation is faced with immense challenges in terms of the complexity of these systems. At the same time, scope is opening up for innovations.

**How** can companies best manage the raw material of the future – “data” – efficiently and securely?

**How** can interfaces between operatives, production resources and intelligent robot assistants be defined, in order to optimise the workplace?

**How** can virtual reality help in making key decisions on future investment?

The technologies needed for intralogistics solutions and process management are in focus at LogiMAT. This is the leading international trade fair that provides a comprehensive market overview and competent knowledge-transfer. Showcase your products and solutions here, and enter into dialog with trade visitors from all over the world. Give them the benefit of your first-hand experience and expertise.



# INTRALOGISTICS



## Digital • Connected • Innovative

Information forum, working fair, barometer of trends and sectors – all of this describes LogiMAT. It is future-oriented and close to business needs. It is a showcase for pioneering new technology and innovative solutions.

LogiMAT is now recognised as the world's leading international trade fair for intralogistics solutions and process management. For many years no other intralogistics fair has attracted more international exhibitors and their products and solutions than LogiMAT in Stuttgart. The excellent accessibility of the venue – right by the A8 autobahn and Stuttgart Airport – is an added bonus.

International trade visitors from over 60 countries flock to LogiMAT for the comprehensive market overview available here. And for the information and inspiration they need to make investment decisions. Full-service suppliers, niche operators, start-ups and established global players – the exhibitors at this show come here to meet customers at eye level. The display in the halls is clearly structured and well laid out, a benefit that is greatly valued by business people with busy schedules and a need for efficiency.

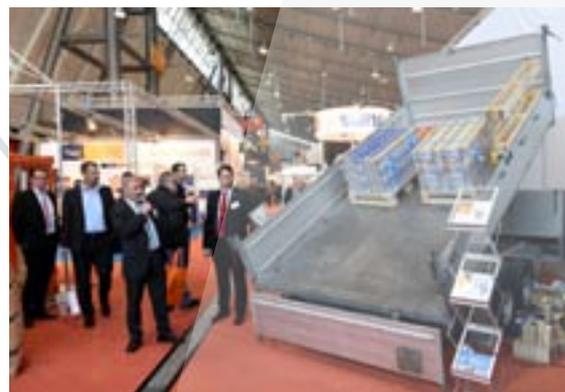
Right in the middle of the exhibition halls, a first-class accompanying programme is being put on. In congress-level quality, this event features experts from business and research speaking on topical themes in the sector. This accompanying program at LogiMAT is a magnet for visitors unmatched elsewhere.

“LogiMAT covers intralogistics in a direct, immediate way. No distractions. All you need to know for future-oriented solutions right here and first-hand, from the suppliers.”

Come along and exhibit your products and solutions at this important showcase – and make sure the industry knows about your valuable contribution to optimising processes today and tomorrow.

We look forward to welcoming you in Stuttgart between 13 and 15 March 2018 as an exhibitor at LogiMAT 2018.

Peter Kazander  
Exhibition Director, LogiMAT 2018



# Exhibition sections



## Materials handling and storage technology

- Storage and handling systems
- Automation and control systems
- Cranes, lifting gear
- Continuous handling equipment
- Lifts
- Handling equipment
- Conveyors
- Luggage handling
- Wheels and castors
- Parts and accessories

## Warehousing and operational equipment

- Racks, rack systems
- Rack operation equipment
- Shelf inspection and repair
- Protection for columns and shelving
- Order-picking equipment
- Kanban and organisational solutions
- Hall and marquee construction
- Partition walls, works offices and office cabins
- Hall floors and floor refurbishment
- Hall and outdoor lighting
- Cleaning equipment for warehouses and storage facilities
- Heating and air-conditioning systems
- Ladder systems
- Industrial doors, door seals
- Work mats
- Workplace systems
- Storage and floor-marking systems
- Floor protectors and dirt-trapping mats
- Handling and storage of hazardous goods



## Warehouse and production controls / Robotics

- Control systems and equipment
- Production robots
- Manufacturing Execution Systems (MES)
- Fine planning
- Workforce planning
- ERP and PPS systems
- Planning and development
- Research and technology

## Packaging, weighing, measuring and franking

- Returnable and non-returnable packaging
- Export and industrial packaging
- Container management
- Padding materials and edge protection
- Packaging materials
- Pallets
- Packaging machinery
- Unpacking machines
- Palletising robots
- Shrink and stretch systems
- Hooping techniques
- Weighing and metering equipment
- Measuring systems and equipment
- Franking systems
- Packing development and consultancy

## Loading technology and systems

- Loading ramps, loading bridges
- Hydraulic platforms, lifting tables, adjustable ramps
- Transshipment equipment
- Loading and unloading equipment
- Security technology for loading zones
- Load securing
- Tensioning straps and chains
- Antislip mats
- Antislip pallets
- Ram-protection products



## Retrofitting

- Warehouse systems
- Crane systems
- Conveyor systems

## Ground conveyors and accessories

- Forklift trucks
- Stacker guidance systems
- Pallet stackers
- Driverless transport systems
- Electric vehicles
- Tugger trains and trailers
- Ancillary equipment for stackers
- Castors and wheels
- Parts and accessories



## Information and communication technology

- Supplier Relationship Management (SRM)
- Customer Relationship Management (CRM)
- Integration
- Consignment tracking and identification systems
- Sensor solutions and systems
- Telecommunications
- Supply chain software
- Fleet management systems
- Vehicle communication
- Video tracking and monitoring



## Order-picking systems

- Automatic order-picking
- Pick-by-voice
- Pick-by-light
- Pick-by-colour
- Pick-by-scan
- Pick-by-weight
- Pick-by-vision, smart glasses
- Gesture-controlled order picking
- Electronic pick lists

## Labelling and identification

- Identification systems
- Printed labels and labelling machinery
- Auto-ID/RFID/NFC/Barcodes
- Labels, ink, supplies
- Transponder technology
- Mobility
- UMTS-GPRS-WLAN
- Hardware/Readers



## (Software for) Simulation

- Supply-chain simulation
- Simulation of manufacturing scenarios
- Simulation-supported fine-planning of production
- Robot simulation
- 3D-simulation solutions
- Strategic consultation

## Software for storage systems

- Storage management software
- Storage control systems
- Data transmission
- Hardware

## Software for despatches and transport

- Customs software
- Route-planning systems
- Freight-costs management
- Forwarding software
- Material-planning software
- Dispatch software







## Exhibitor numbers



## More international than ever

Nearly every fourth exhibitor came from a foreign country (+20.5% more than the year before)

71.2% of the foreign visitors came from countries in the EU

19.2% were from the rest of Europe and

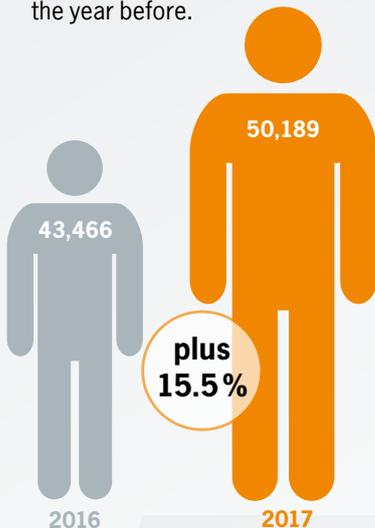
9.6% were from overseas, Asia and the Middle East

Source: Wissler & Partner, market researchers, Basle



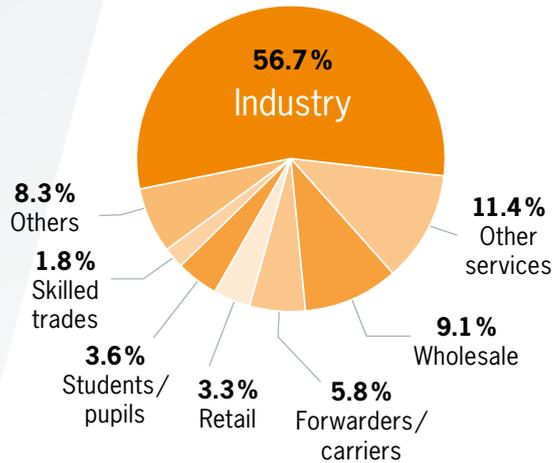
## Rise in visitor numbers

In 2017 LogiMAT attracted 50,189 trade visitors. That's 15.5% more than the year before.



Source: Wissler & Partner, market researchers, Basle

## Breakdown of visitors



## Decision-makers

81.8% of the visitors have sole or joint decision-making authority.



## Visitor interest, acc. exhibition sections

- 50.3% Materials handling and storage technology
- 46.4% Software for storage systems, stock management, despatches and transport
- 36.8% Order-picking systems and simulation
- 35.1% Warehousing and operational equipment
- 31.3% Ground conveyors
- 22.7% Warehouse and production controls/Robotics
- 20.9% Labelling and identification
- 16.5% Packaging, weighing and measuring
- 14.7% Outsourcing/Logistics Facilities
- 11.1% Loading technology, distribution



# Terms and conditions (overview)

## Stand area and price /sqm

Row stand (1 side open):	€ 173
Corner stand (2 sides open):	€ 183
End stand (3 sides open):	€ 193
Island stand (4 sides open):	€ 203
Rental stand system (optional) from:	€ 110

Plus, per sqm: AUMA contribution € 0.60 and advertising contribution € 5  
Incl. per sqm: € 1.50 eco surcharge

## Stand discounts\*

30 sqm and over	5 %
70 sqm and over	10 %
150 sqm and over	15 %

\*Stand systems, AUMA fees and advertising costs are not eligible for discounts. All prices are subject to VAT at the current rate of 19 %. Our standard terms and conditions of business apply. Subject to change and alteration.

## Rental stand systems

We would be happy to provide exhibitors with a rental stand system fitted with all the basic requirements. You can choose between 8 different rental stand packages.

If you want to find out more about stand design or wish to place an order for additional trade-fair services, take a look at our website, which always contains the very latest information:  
[www.logimat-messe.de](http://www.logimat-messe.de)

## The official trade-fair magazine



## The accompanying programme

### Direct access to trade expertise: The trade forums in the exhibition halls

Knowledge-transfer pure and simple. Congress-level quality and closely related to real business needs – that's what is provided in over 30 trade forums located within the exhibition halls and featuring over 200 experts.

### Hands-on intralogistics: Live demonstrations

Showcases that offer trade visitors real "hands-on intralogistics" give insights in to the use of Auto ID / RFID technologies as part of the "Tracking & Tracing Theater" and the use of new technologies in the "Supply Chain World".

### "Forum Innovations" for your live presentation

A chance to present your products and solutions in a 30-minute live lecture on this forum space. The lecture spaces meet the highest technical standards. Book your space in good time and choose the time you want.

## Services

Our know-how and a range of marketing tools are available for your use. We work with you to ensure your success:

- Address entry in catalogue and on the LogiMAT website (free)
- Advertising media e.g. visitor brochures, stickers (free)
- Individual sponsoring
- Company profile in exhibition catalogue and on the LogiMAT website
- Ticket vouchers
- Banner advertising on the LogiMAT website
- Logo & more in the official trade-fair app

A detailed description of the services we offer exhibitors will be sent to you after your registration. If you have any questions, just call us. We would be happy to advise.

Tel. +49 89 32391-259



Example:  
Premium package



### The renowned "BEST PRODUCT" award, presented in three categories

Exhibitors are recommended to apply in good time, because as a winner you can then take advantage of the immense promotion effect of this renowned award – from day one of the show.

The categories are as follows:

- Software, communication, IT
- Order-picking, materials-handling, lifting and storage technology
- Identification, packaging and loading technology, load securing

Attendance at the events in the accompanying programme is included in the price of a ticket to LogiMAT. Subject to change.



# Testimonials



“We have always seen LogiMAT as the number-one trade show for the logistics industry. This year, our already very high expectations were even exceeded – especially when it comes to the quality of the professionals who attended. We basically never had any idle time at our stand.”

**Oliver Schuck**, Head of Digital Supply Chain & IoT, SAP Germany, Walldorf



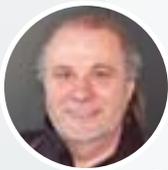
“We’re finding that more and more attendees are approaching us with attractive projects. For us, LogiMAT is a valuable tool to generate interest in our brand and come into contact with customers and retailers. The atmosphere at this year’s event is exceptionally good.”

**Timo Antony**, Area Business Director Central Europe, Yale, Neu-Isenburg



“For me, LogiMAT is a must-attend annual event. Nowhere else can you find such a dense concentration of exhibitors. The idea behind LogiMAT is simply brilliant. The event offers an excellent opportunity to make contacts, chat with customers, and compare product portfolios.”

**Thomas Resinger**, Sales Engineer for Machine Construction, Wieland Electric GmbH, Bamberg



“Leaving behind well-traveled paths and turning to new technologies for future investments – that’s why LogiMAT is so important to my company.”

**Meinhardt Maurer**, Fleet Manager, Coca Cola European Partners Deutschland GmbH, Fürstenfeldbruck

Source: LogiMAT Daily

## 6 good reasons to be here

### 1 Important contacts

At LogiMAT you will have direct contact with strategists from the top management levels, and with hands-on managers in purchasing, production, IT, storage and despatches.

### 2 First-class location

LogiMAT takes place in the heart of Europe and is the largest intralogistics marketplace of international significance. Its location adjacent to Stuttgart International Airport is unique, delivering decision-makers from Germany and around the world directly to your stand.

### 3 Signature accompanying programme

Experts offer presentations on cutting-edge issues right in the exhibition halls. This generates synergies and sensitizes visitors to what you have to offer. The Best Product prize is among the most prestigious awards in the industry.

### 4 Efficient marketplace with a clear profile

LogiMAT offers a comprehensive overview of the market, all in one place and in the space of just three days. The clear layout of the exhibition centre and short walking distances help you make the very most of your visit. For attendees, this means more time for business and networking.

### 5 Top value for your bottom line

Flexible stand solutions mean that exhibitors with any budget can make a big splash and interact with industry professionals alongside their competitors. That’s a price-performance ratio that pays.

### 6 Quality without compromise

Continuous investments in quality are one reason for LogiMAT’s excellent reputation internationally. This kind of continuity pays off for you.



**Date:** 13 to 15 March 2018

**Venue:** Messe Stuttgart, Germany

**Deadline for registrations:** 20 September 2017

**Organiser**

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