



# The Premier League of Trade Fairs for Materials Handling/Intralogistics and Logistics



Hannover, Germany  
**2–6 May 2011**  
**May 2014**



São Paulo, Brazil  
**4–7 April 2011**  
April 2013



Moscow, Russia  
**27–30 Sep. 2011**  
Sep. 2012



Bangalore, India  
**6–9 Dec. 2011**  
Mumbai, Dec. 2012



Shanghai, China  
**25–28 Oct. 2011**  
29 Oct.–1 Nov. 2012



Istanbul, Turkey  
**2–5 Feb. 2012**  
Feb. 2013

# MAKE YOUR MOVE ON KEY MARKETS TO GET THINGS MOVING.

Take advantage of six intralogistics trade shows – all around the globe.  
With a strong partner at your side.

## CeMAT on course worldwide



Managing the global flow of goods requires efficient solutions and fully elaborated systems, such as those presented around the world at CeMAT. As the organizer of CeMAT, Deutsche Messe is the worldwide expert in intralogistics business contacts. In addition to CeMAT in Hannover, which we present every three years, we also offer our exhibitors CeMAT events in the world's growth regions. This means in particular the BRIC countries. Come along with us to these markets, and profit from our expertise. At our international trade shows, we offer you a professional environment and numerous new partners for cooperation and business.

We look forward to seeing you in Hannover, Shanghai, Bangalore, Mumbai, Moscow, Sao Paulo or Istanbul.

Yours sincerely



Dr. Andreas Gruchow, member of the Deutsche Messe Executive Board

## Technology is international and offers much that is new – make the most of it!



### **NEW MARKETS – all around the globe**

At the largest global trade shows for materials handling/intralogistics and logistics, you encounter an international professional public from the world's fastest-growing regions. You come into direct contact with key decision-makers and acquire new and promising markets for your company.



### **NEW CONTACTS – best opportunities for international business relations**

These flagship trade shows in the world's major cities primarily attract decision-makers with plans to invest. These are the best circumstances for forming new business relationships around the world.



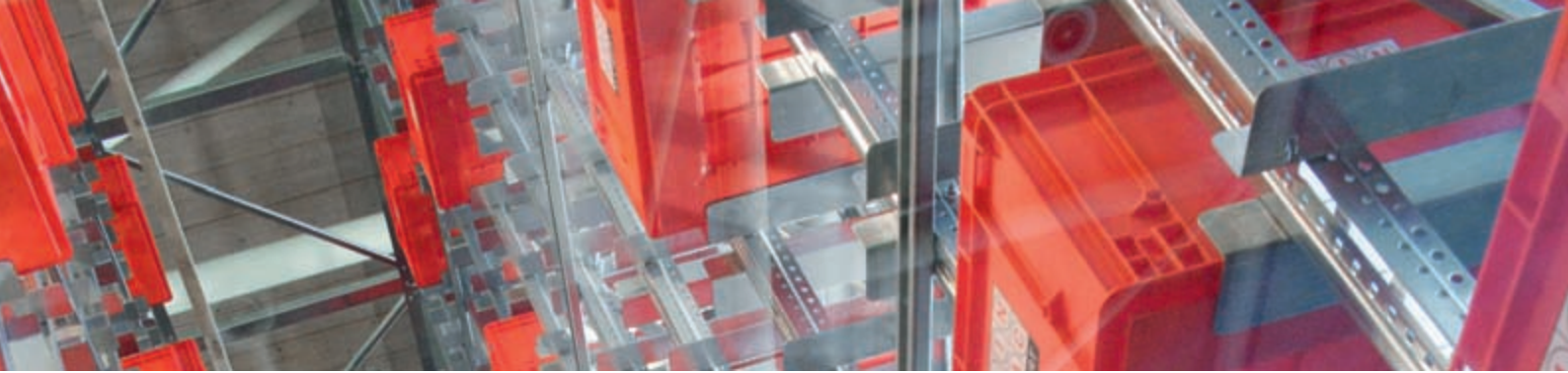
### **NEW CLIENTS – worldwide and across industries**

You have a unique opportunity to present your products, innovations and services fully integrated across the entire spectrum of the industry. Take advantage of unique synergies with other leading technology fairs and generate clients across industries.



### **NEW NETWORKS – get to know the country, its people and what they need**

The extensive events program offers valuable platforms, always designed to take country-specific interests into account. Special shows and sector events enrich the program. Top-ranking representatives from business and politics take part in the forums and podium discussions. This way you can get to know the country, its people and what they need.



### **Present your intralogistics solutions worldwide. On the best platforms.**

Germany, Russia, China, India, South America: This is where the intralogistics world will be meeting in the coming months. When it comes to intralogistics, CeMAT is the major international exhibition for moving business forward and showcasing innovation. As the leading meeting place for the branch it sets new standards and incentives. Take advantage of this unique opportunity to present your products and services to an international audience of business decision-makers, and to establish yourself on the global markets.

### **Put your trust in a partner with unique expertise: Deutsche Messe**

Learn about international market trends and present yourself internationally: With Deutsche Messe you not only have a partner with global standing in excellent trade show organization, but one that offers you a valuable platform for knowledge transfer and technology sharing. We know the most important centers for the sector, maintain international contacts and foster connections with national and international industry associations.



### **You receive the best service, because we stop at nothing to deliver satisfaction.**

Deutsche Messe offers you numerous opportunities to make promising contacts before, during and after the trade show. Targeted marketing accompanies these activities and boosts awareness. Wide-ranging public relations and communication initiatives ensure intensive publicity both internationally and in each of the respective countries. Besides our international trade show expertise and unrivalled exhibition capacities, Deutsche Messe offers its exhibitors outstanding quality of service.

### **Reach the key decision-makers: Synergies through simultaneous flagship trade shows**

Related technologies in one place at the same time: For years, this concept has been successfully promoted internationally by HANNOVER MESSE WORLDWIDE. At each trade show location, up to five flagship trade shows take place simultaneously. Take advantage of this development network to drive new business and cross-industry contacts.



# WELCOME TO THE CENTER OF THE MOVING WORLD – DISCOVER INTRALOGISTICS

International Trade Fair for Intralogistics, 2 - 6 May 2011, Hannover, Germany



## CeMAT: Be a part of the „barometer for trends and technologies“ in logistics

Steeply climbing demand for intralogistics products in recent years has brought about enormous growth rates for the industry worldwide. This trend will continue despite a more challenging economic environment, accompanied by further cross-linkage of international logistics flows driven by globalization. The sector has invested significantly in research and development. The leading global trade show for logistics technology presents the latest technological logistics systems and applications. No comparable marketplace anywhere in the world offers a more comprehensive overview of the current offers and range of services in intralogistics.



### Demonstrate your forward-looking attitude: Come to the leading industry meeting place

Be there every three years – when CeMAT sets new standards and drives business forward. Top decision-makers, market experts and exhibitors from around the world meet in Hannover. All industries and a wide range of topics come together at CeMAT. Many global innovations in technical logistics are presented here – make sure yours are too!



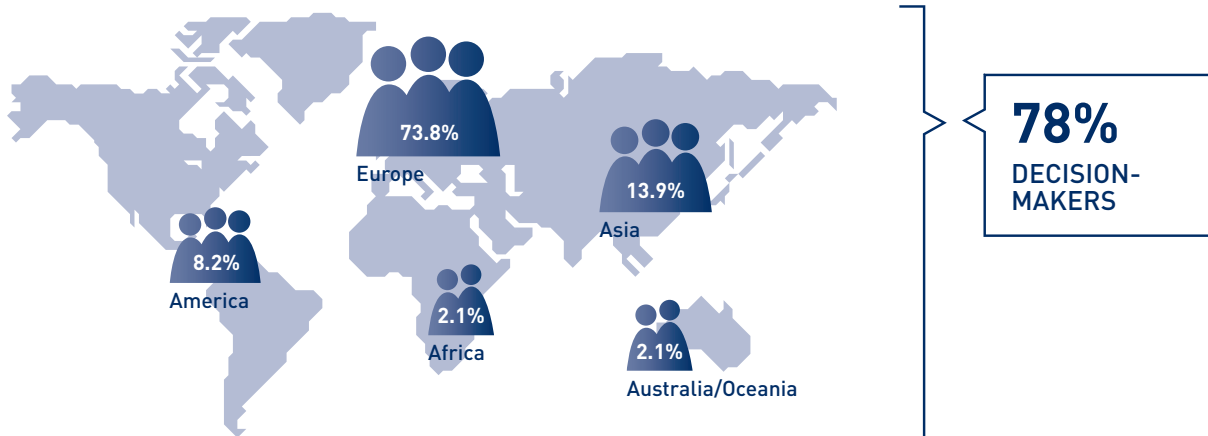
### Meet the various industry branches: Over 54,000 visitors

Intralogistics concerns all sectors of business: The majority of professional visitors to the last fair came from the manufacturing and processing industries, service industries and the industrial trade sector. Port operations are becoming ever more important.

Manufacturing and processing industry	25,400
Services/liberal professions	13,600
Industrial trade	8,300
Port operations, port handling engineering	1,700
Construction industry	1,600
Public authorities and public facilities	1,500
Energy industry	1,100
Skilled trades	1,000



**Visitors from around the world meet every three years at CeMAT**



**Keep step with developments: Enjoy sustainable CeMAT benefits**

The 2011 CeMAT slogan is „Sustainability in Intralogistics.“ Sustainability issues are increasingly important due to rising energy and raw materials prices. An extremely interesting accompanying program with high quality partners, forums and workshops, the intralogistics campus „TectoYou,“ highlights CeMAT’s central role as a business driver in the world of intralogistics.

**2 - 6 May 2011**

**May 2014**

**Event organizer:**

Deutsche Messe  
Exhibition Center  
30521 Hannover  
Germany  
www.messe.de

**Contact:**

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Tel. +49 511 89-31130  
manfred.kutzinski@messe.de

**Venue:**

Deutsche Messe  
Exhibition Center  
30521 Hannover  
Germany  
www.messe.de

**Stand prices for 2011:**

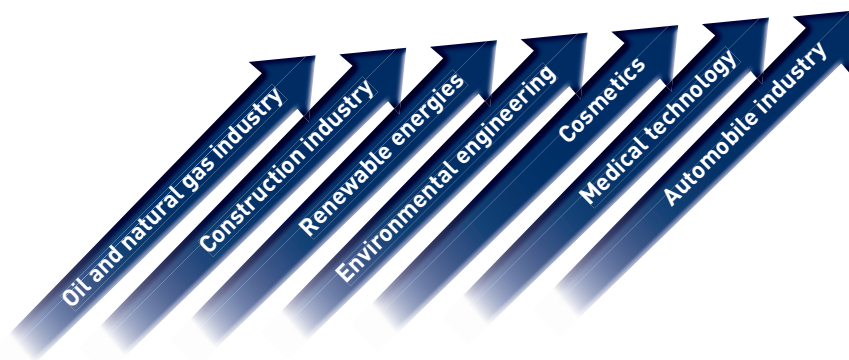
upon request



## **Brazil: The largest Latin American national economy by far, and the most stable of the BRIC countries (Brazil, Russia, India, China).**

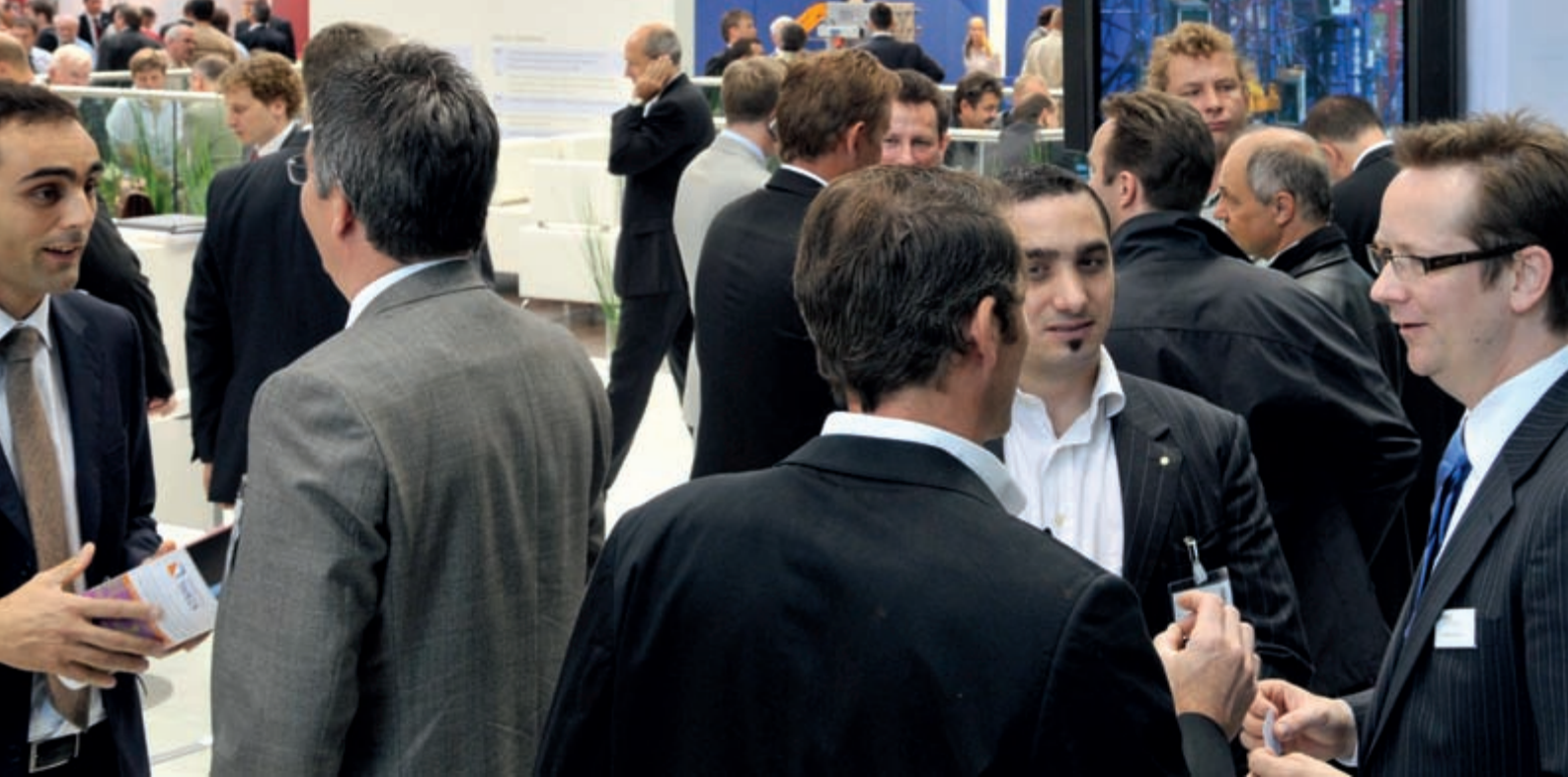
Brazil is viewed as having enormous economic potential – and is particularly attractive to investors. This is due in part to its advanced industrialization, political stability and huge reserves of raw materials. In addition, the South American Mercosur trade agreement – which includes Argentina, Brazil, Paraguay, Uruguay and Venezuela – strengthens the South American market and opens up additional wide-ranging potential for Brazilian business.

Brazil's growth industries register record results



## **CeMAT – make your presence felt at South America's most vital marketplace**

- With CeMAT SOUTH AMERICA you gain a decisive entry into the South American business world.
- At CeMAT SOUTH AMERICA, top decision-makers look for efficient future-oriented technologies and effective solutions for in-house material flows and logistics.
- The potential savings and streamlining offered by intralogistics is a magnet – CeMAT offers a platform for four days to the most important suppliers and clients from all sectors of logistics.



**CeMAT SOUTH AMERICA promotes your expertise and your prestige:**

In addition to the exhibition, CeMAT SOUTH AMERICA offers many opportunities to expand knowledge, present ideas, make connections and win business. The attractive events program is a valuable addition to the exhibition and attracts major suppliers and decision-makers as well as opinion leaders and the media. This is your assurance that you will successfully expand your network of business contacts in South America.



**Take advantage of excellent networking with important partners**

CeMAT SOUTH AMERICA is ideally connected to important partners, institutions and associations. It is held in close collaboration with the Brazilian logistics association ABIMAQ, (Chamber of Materials Handling). Additional support is provided by the VDMA (German Engineering Federation).



**4 - 7 April 2011**

**Spring 2013**

**Event organizer:**

Hannover Fairs Sulamérica Ltda.  
Av. Angélica, 688 - 8 andar - Conj. 802  
01228-000 - São Paulo - SP  
Brazil  
www.hannover.com.br

Deutsche Messe\*  
Exhibition Center  
30521 Hannover  
Germany  
www.messe.de

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**Venue:**

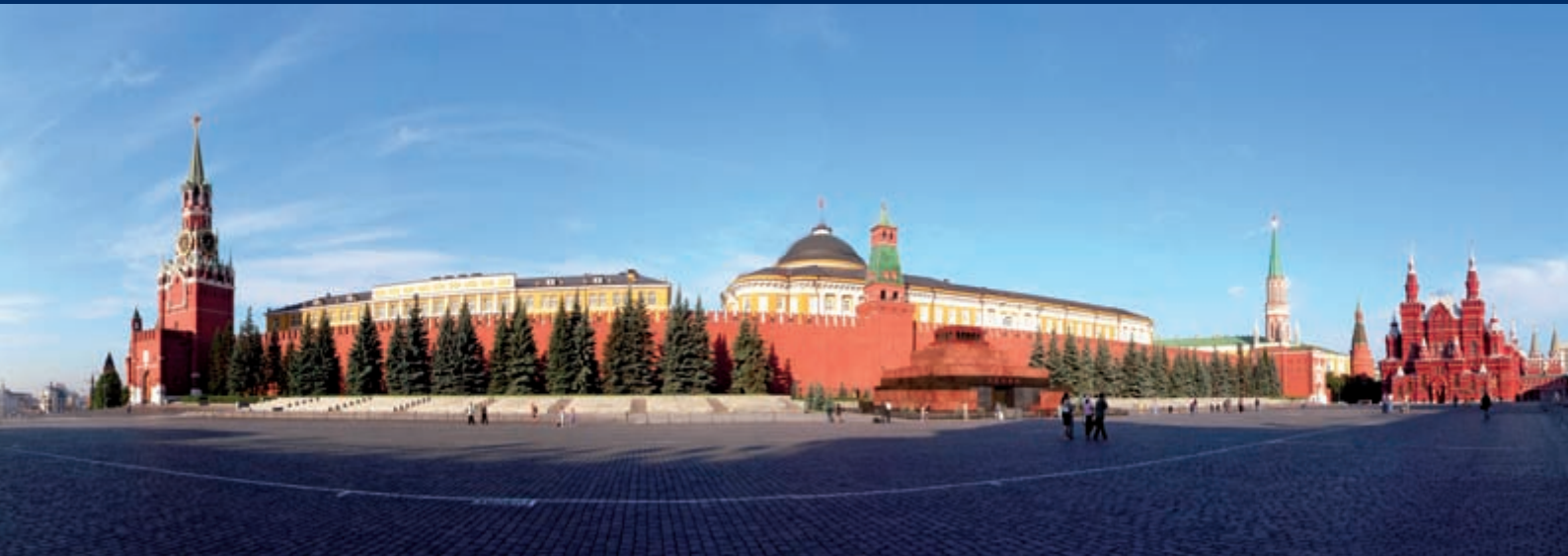
Centro de Expositoes  
Imigrantes, São Paulo  
www.centroimigrantes.com.br

**Stand prices for 2011:**

**Raw space:**  
EUR 180.00/sq.m  
**Shell scheme Basic 1:**  
EUR 197.00/sq.m  
**Shell scheme Basic Plus:**  
EUR 219.00/sq.m  
**Shell scheme Basic 2:**  
EUR 205.00/sq.m  
**International Pavilion:**  
EUR 228.00/sq.m  
**Open Air Site:**  
EUR 90.00/sq.m

→ Stand Options on page 16

\* on behalf of Hannover Fairs Sulamérica Ltda



## Russia – A market with high potential for growth and profit

The course of modernization is continuing in Russia. This applies to industry, the public sector and infrastructure. The country remains extremely important for the global export industry. The Russian regions outside of Moscow and St. Petersburg are increasingly being seen as the driving forces of the Russian economy.

The three most important advantages of the Russian market

HIGH POTENTIAL FOR GROWTH AND PROFIT

STRONG CONSUMER DEMAND

INEXPENSIVE COST STRUCTURES

## ▶ Benefit as an exhibitor from the vibrant interest at this trade fair - Innovative products are more in demand than ever

- huge need of modernization
- interest in new technologies and methods for optimizing potential
- machines and capital equipment are among the top products being imported

## ▶ ‘Industrial Trade Fair Moscow’ – Delivering synergies and a wide industry audience

Deutsche Messe of Hannover launched successfully in Russia in autumn 2010. CeMAT and three other industry shows take place under the overarching brand name of „Industrial Trade Fair Moscow.“

Together, these four sector-specific events cover the key areas contributing to modernizing Russian industry. Grouping the shows together at one time produces synergies and ensures a broad industry audience.





## Welcome to Russia's business center

The event location is Moscow, Russia's most important industrial center. As one of the largest urban economic centers, this region alone accounts for 20 percent of the gross domestic product.

## SUPPORTER



## 27 - 30 September 2011

## September 2012

### Event organizer:

Deutsche Messe\*  
Exhibition Center  
30521 Hannover  
Germany  
[www.messe.de](http://www.messe.de)

ITE LLC Moscow  
42, bldg. 2a, Schepkina St.,  
Moscow 129110  
Russia  
[www.ite-expo.ru](http://www.ite-expo.ru)

### Contact:

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Ms. Julia Bress  
Tel. +49 511 89-31118  
[julia.bress@messe.de](mailto:julia.bress@messe.de)

Moscow, Russia:  
Ms. Natalia Voskresenskaya  
Tel. +7 (495) 935 7350 ext. 4252  
[itfm@ite-expo.ru](mailto:itfm@ite-expo.ru)

### Venue:

Crocus Expo International  
Exhibition Center  
[www.crocus-expo.ru](http://www.crocus-expo.ru)

### Stand prices for 2011:

upon request

\*on behalf of ITE LLC Moscow



## India – make the most of its pressing growth requirements

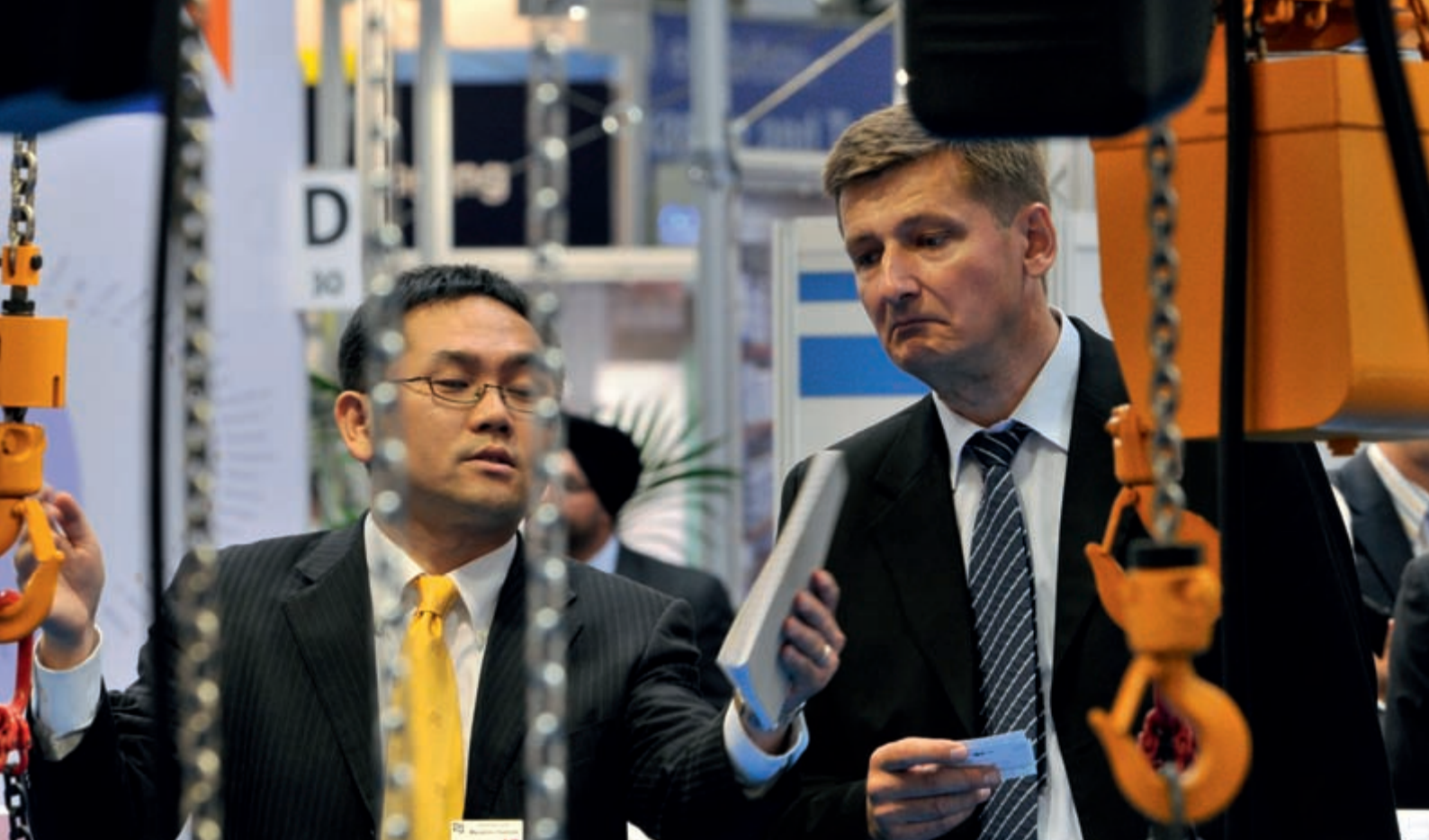
The dynamic development of the Indian subcontinent continues: Among the BRIC countries (Brazil, Russia, India, China), India has the largest growth potential and remains an attractive sales market. The government is targeting gross domestic product growth of 8 percent in 2011. In addition to urgently needed investment in infrastructure, modern production facilities and other important areas, there is a great need for technological improvements in every sector of Indian industry.



## Join CeMAT INDIA and meet decision-makers from diverse user industries

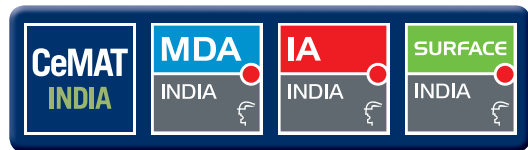
CeMAT INDIA is the window for the latest trends and technologies in materials handling and logistics from around the globe, and is sure to attract decision-makers from diverse user industries. Growth in the manufacturing sectors is generating a huge demand for materials handling and logistics services across the country.





**Four simultaneous trade fairs promise unique synergy effects**

Together with CeMAT INDIA, three additional major industry trade fairs will take place in the same location at the same time.



**Bangalore – a sought-after trade show location with excellent levels of comfort**

The Bangalore International Exhibition Centre (BIEC), with three halls and 40,000 square meters of exhibition space, as well as a 5,000-square-meter conference center, offers all the comforts you could wish for and makes Bangalore a sought-after trade show location. Every hall connects to the VIP lounge and the Business Center.

**SUPPORTER**



**6 - 9 December 2011**

**December 2012, Mumbai**

**Event organizer:**

Hannover Milano Fairs India Pvt. Ltd.  
3303-Dynasty Business Park  
Andheri Kurla Road, Chakala  
Andheri East, Mumbai - 400093, India  
www.hmf-india.com

Deutsche Messe\*  
Exhibition Center  
30521 Hannover  
Germany  
www.messe.de

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carsten.fricke@messe.de  
Ms. Julia Bress  
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julia.bress@messe.de

**Venue:**

Bangalore International  
Exhibition Centre (BIEC)  
www.biec.in

**Stand prices for 2011:**

**Raw space:**  
EUR 190.00/sq.m  
**Shell scheme:**  
EUR 210.00/sq.m  
**International Pavilion:**  
EUR 240.00/sq.m

→ Stand Options on page 16

\* on behalf of Hannover Milano Fairs India Pvt. Ltd.



## CeMAT ASIA: ASIA'S MOST IMPORTANT TRADE FAIR CONTINUES TO GROW

International Trade Fair for Materials Handling, Automation Technology, Transport Systems and Logistics, 25 - 28 October 2011, Shanghai, China



### **China: Capitalize on this opportunity – foreign technologies are in great demand**

China is spending 390 billion euros on a forward-looking economic program whose rapid implementation is currently bringing strong results. The government's goal is to modernize domestic industry. Foreign core components and leading-edge technologies, which are not produced locally, are in great demand among Chinese companies.



### **Deutsche Messe is one of the most experienced trade show organizers on the Chinese market**

For over two decades it has organized exhibits of international quality for various sectors in China. Each of these trade shows is designed to offer easy access to the Chinese market for international suppliers.



### **CeMAT ASIA: The most important marketing platform for leading players**

Now in its tenth year of successful market operation, CeMAT ASIA is recognized in the Asia Pacific region as a leading exhibition for intralogistics. Here, all major names take part, and new names are added to the list of exhibitors every year.

## **PLUS POINTS**



### **Conference programme highlights potential, prospects & trends**

Running parallel to the trade fairs is a high-quality conference program focused on key target groups. Top international speakers will discuss areas of potential, prospects and trends for intelligent industry solutions.



### **Pavilions focus on hot topics and innovative services**

The Pavilions cover the latest topics and solutions, and offer additional lucrative opportunities to present yourself. The pull of pavilions such as the Logistics Solutions & Services Pavilion, AUTO-ID Pavilion, and Automated Guided Vehicles Pavilion is huge – they offer valuable highlights for visitors and exhibitors alike.



## Exhibitors and visitors profit from two trade fair events

Another Deutsche Messe event, PTC ASIA, takes place in tandem with CeMAT ASIA on the same exhibition site. Because the respective exhibitors are themselves potential clients, and visitors often have both trade shows on their agenda, positive synergies arise for all involved.



### PARTNER



**China Federation of Logistics & Purchasing**



**Chinese Mechanical Engineering Society**

### SUPPORTER

- Shanghai Municipal People's Government
- PRC Ministry of Science and Technology
- PRC Ministry of Railways
- The State Bureau of Supplies Reserve
- China Packaging Federation
- China National Food Industry Association
- China National Construction Machinery Quality Supervision Testing Center
- China Railway Materials Circulation Association
- China Communications and Transportation Association
- China Materials Storage and Transportation Association (CMSTA)
- Construction Industry Association of China
- Shanghai Logistics Association
- Shanghai Waigaoqiao (Group) Co., Ltd.
- Asian-Pacific Logistics Federation (APLF)
- Materials Handling and Logistics Technology Association within the VDMA (German Engineering Federation)
- Material Handling Industry of America
- China National Water Resources & Electric Power Materials & Equipment Association

## 25 - 28 October 2011

### Event organizer:

Hannover Milano Fairs Shanghai Ltd.  
Rm. 301, B&Q Pudong, Office Tower 393  
Yinxiao Rd. Pudong  
Shanghai 201204, P. R. China  
[www.hmf-china.com](http://www.hmf-china.com)

Deutsche Messe  
Exhibition Center  
30521 Hannover  
Germany  
[www.messe.de](http://www.messe.de)

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Ms. Julia Bress  
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[julia.bress@messe.de](mailto:julia.bress@messe.de)

### Venue:

Shanghai New International  
Expo Centre  
[www.sniec.net](http://www.sniec.net)

### Stand prices for 2011:

**Raw space:**  
EUR 200.00/sq.m

**Shell scheme:**  
EUR 250.00/sq.m

**International Pavilion:**  
EUR 265.00/sq.m

→ Stand Options on page 16

\* on behalf of Hannover Milano Fairs Shanghai Ltd.

## 29 Oct - 1 Nov 2012



# WIN – WORLD OF INDUSTRY: EXTEND YOUR SUCCESS TO EURASIA!

International Trade Fair for Metal Working, Welding, Surface Treatment,  
Materials Handling  
2 - 5 February 2012, Istanbul, Turkey



## Turkey's growth market

Turkey is an attractive business partner due to its large market as well as its prospective EU entry. Experts describe the country's growth prospects as very good in the medium and long term, due to its economy's need to catch up, the size of the country, its strategic geographic position between Europe, Asia and Africa, and above all its extremely promising demographic structure. They predict real GDP growth of around 4 percent annually for the years 2011 through 2015.

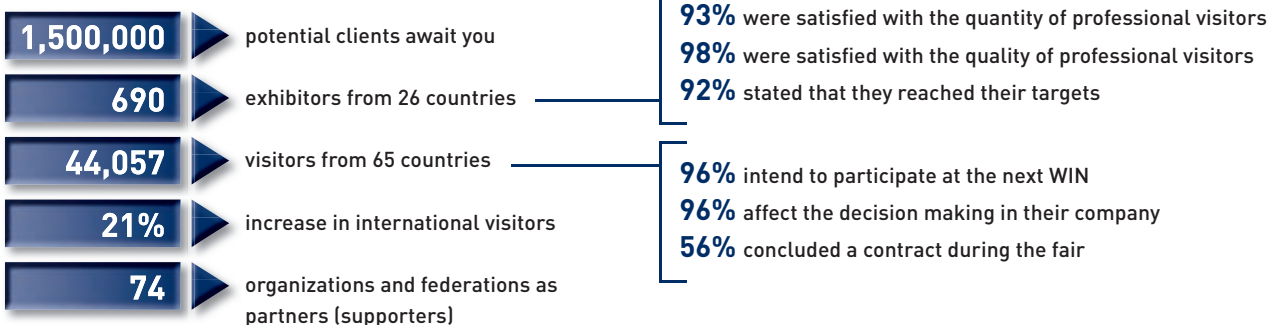


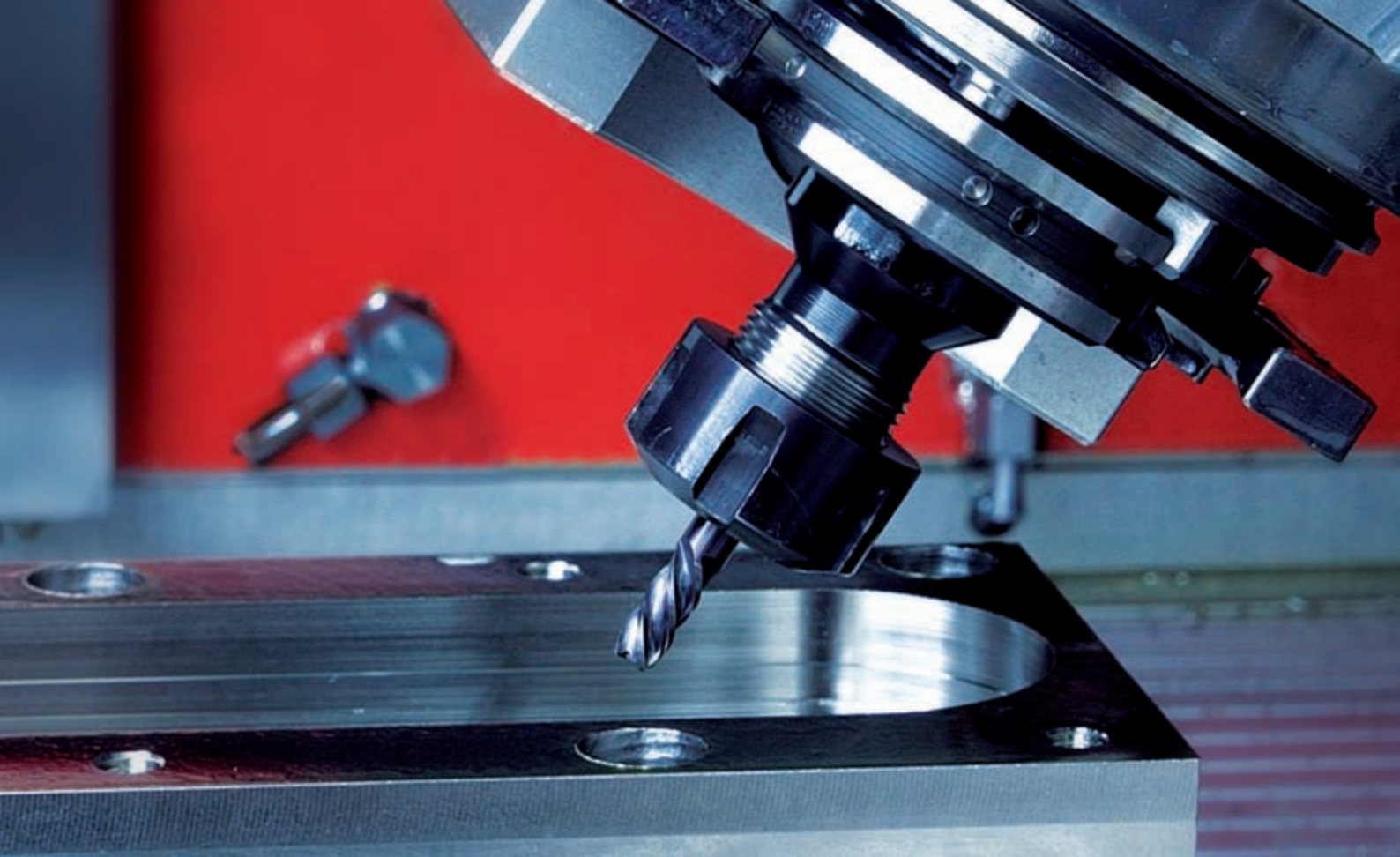
### World of Industry: Your platform for many fruitful business contacts

- Present yourself at the leading investment goods trade show, established for many years
- Be seen at the most important trading platform linking the markets of Turkey, Europe, Africa, Asia, and the Middle East



### Convincing figures:





► **Make yourself stand out: Innovative solutions for cost-effective processes are in high demand**

WIN is visited by decision-makers and others interested in efficient and optimized processes, to help them manufacture cost-effectively and prepare for the future. Entire solutions and applications demonstrate how flexible and effective today's automation products are.

► **Benefit from four international flagship trade shows:**



- Machine Components and Metal Working Fair
- Joining, Welding and Shearing Technologies Fair
- Surface Treatment Technologies Fair
- Handling, Storage, Stowage and Logistics Fair

## 2 - 5 February 2012

**Event organizer:**

Hannover-Messe Bilesim A.S.  
 Büyükdere Cad. Sarli Is Merkezi No:103  
 B Blok Kat 5-6,  
 34394 Mecidiyeköy-Sisli / Istanbul  
 Turkey  
[www.hfturkey.com](http://www.hfturkey.com)

**Contact:**

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**Venue:**

Tüyap Fair Convention  
 and Congress Centre  
[www.tuyap.com.tr](http://www.tuyap.com.tr)

## February 2013

**Stand prices for 2011:**

**Registration fee: EUR 200.00**

**Raw space:**  
 EUR 198.00/sq.m

**Shell scheme:**  
 EUR 223.00/sq.m

**International Pavilion:**  
 EUR 248.00/sq.m

→ Stand Options on page 16

## Deutsche Messe – Excellent service from the outset

Give us a call and let us know what you want to achieve at our fairs. We'll give you advice on the venue and suggestions about product category and stand location. From the very start, we'll assist you in your international trade fair presentations with comprehensive support.

### STAND OPTIONS\*

#### Raw space



- Stand area

#### Shell scheme



- Stand area
- Back walls and side walls (white)
- Carpeting
- 1 Reception desk
- 1 Table
- 2 Chairs
- 1 Electric power point
- 1 Company sign
- 2 Spotlights

#### International Pavilion



- Stand area
- Wall panels
- Carpeting
- 1 Table
- 4 Chairs
- 1 Info counter
- 3 Spotlights (100 W)
- 1 Electric socket (220 V)
- 1 Company sign
- 1 lockable cabin with shelves and a coat hanger
- 1 waste paper basket
- Booth cleaning

#### Additional Services\*

A service centre will provide the following services to all exhibitors within the group stand:

- Information counter
- Contact person on site during the whole exhibition (English speaking)
- Snacks & drinks
- Kitchen area
- Lounge area (tables + chairs)

General services are free of charge for all exhibitors\*

- Standard catalogue entry
- Individual support services provided by the organizers on site
- Internet lounge on-site during the show
- Visitor admission tickets

→ Country-specific joint stands on request

\*Facilities and services may vary depending on the country concerned



## PRODUCT CATEGORIES

### MECHANICAL HANDLING

- Cranes, accessories for cranes, lifting equipment
- Series lifting equipment, lifting platforms
- Continuous mechanical handling equipment, monorail conveyors, accessories
- Industrial trucks, fork lift-trucks, accessories
- Driverless transport systems, storage and retrieval equipment for shelves and racks, manual trolleys
- Lifts, elevators, escalators, moving pavements, cable cars, accessories
- Accessories for all mechanical handling

### WAREHOUSE TECHNOLOGY AND WORKSHOP EQUIPMENT

- Warehouse systems, shelving systems and shelving technology
- Factory equipment, workshop equipment
- Pallets, bins and containers
- Industrial doors and gates
- Cleaning systems for warehouses and storage facilities

### PACKAGING AND ORDER PICKING EQUIPMENT

- Packaging equipment for warehouses and shop floors
- Weighers and metering devices
- Packaging and order picking systems

### ENTIRE SYSTEMS FOR MATERIALS HANDLING TECHNOLOGY, WAREHOUSE TECHNOLOGY, LOGISTICS

- Entire conveying systems
- Turnkey systems for logistics
- Entire supply chain management
- Entire robot and handling systems

### LOADING TECHNOLOGY

- Dock levellers
- Loading ramps, platforms and bridges
- Loading equipment, bulk material, containers, mixed cargo

### TRAFFIC ENGINEERING

- Road vehicles, commercial vehicles and accessories
- Rail vehicles
- Railway equipment
- Shipbuilding
- Road maintenance equipment
- Multi-story parking lot and parking equipment
- Traffic control technology and systems
- Integrated traffic systems

### INTRALOGISTICS – SYSTEMS AND SOFTWARE

- Computer systems and control systems for material flow and intralogistics
- Identification technology, AUTO ID systems, sensor for intralogistics
- Applications software and solutions for intralogistics and transportation logistics
- Sector-specific solutions for intralogistics and transport

### LOGISTIC SERVICES AND OUTSOURCING

- Logistics management
- Transport logistics
- Logistics & intralogistics services
- Joint/system services for logistics
- eLogistics services
- Consulting, planning, financing & project management services
- Maintenance services
- Publishers
- Associations



Deutsche Messe  
Worldwide

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**Exhibition Center**  
**30521 Hannover**  
**Germany**

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Fax + 49 511 89-39681

cemat-network@messe.de

Wherever you are, there is someone nearby who speaks your language.  
Simply contact the Deutsche Messe agency in your country. You will find the addresses at  
[www.messe.de](http://www.messe.de)

