

Industrial Supply

Leading Trade Fair for
Innovative Subcontracting Solutions
and Lightweight Construction

23 – 27 April 2018
Hannover • Germany

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Parallel to
HANNOVER MESSE 2018

CeMAT



Deutsche Messe

**Industrial
Supply**



Innovations for tomorrow's supply chain.

Global trends in industrial subcontracting



A handwritten signature in black ink, appearing to read 'O. Daebler'.

Olaf Daebler
Global Director Industrial Supply

Smart supply – that's what it's all about. Focusing on the industry's top trends year after year, Industrial Supply serves as a platform for innovations and a business platform for exhibitors. Lightweight construction, digitization, new partnerships and the optimization of the supply chain – these are the themes that will dominate Industrial Supply 2018.

More than 80,000 visitors are expected. 95 per cent are trade visitors, and a good 40 per cent will be coming from outside Germany. To ensure your success, we have devised a series of new formats: the Integrated Lightweight Plaza, the O2O Supplier Park, and a high-calibre lightweight construction conference. Also new in 2018: CeMAT, World Leading Trade Fair for Intralogistics & Supply Chain Management, is being staged in parallel with HANNOVER MESSE.

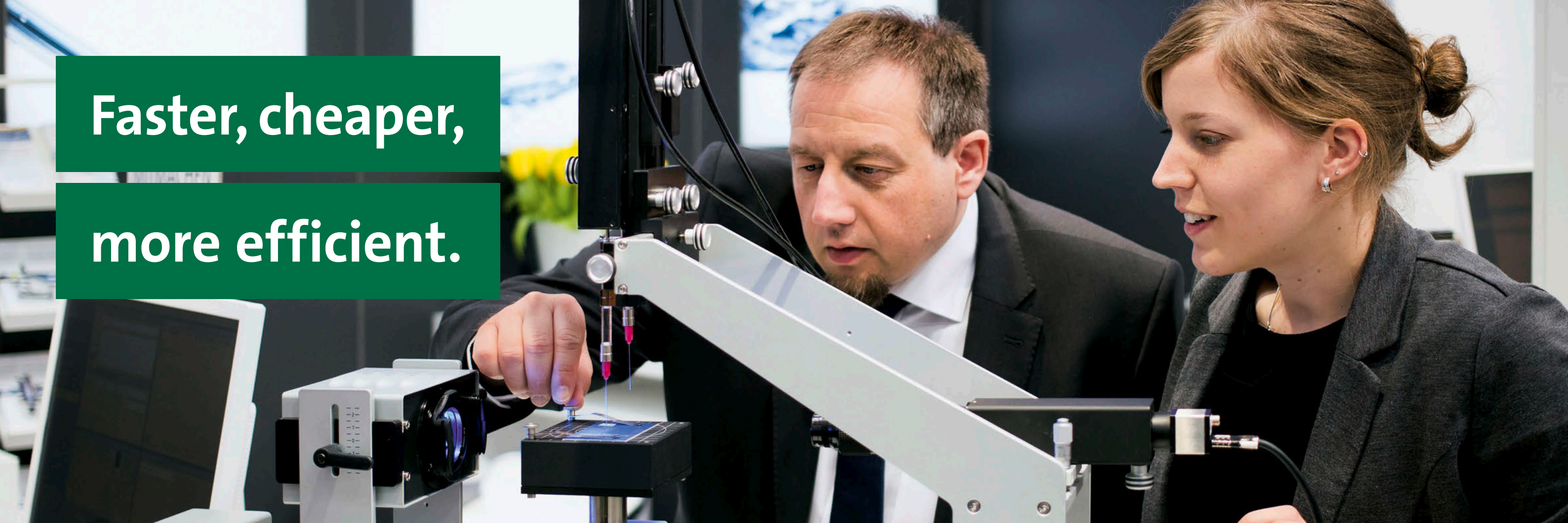
Make the most of the unique synergies and global business opportunities that Industrial Supply 2018 offers. This is your chance to show industry your solutions for a better future. We look forward to seeing you at the show.

80,900 
trade visitors

incl. **72%**
senior
decision-makers



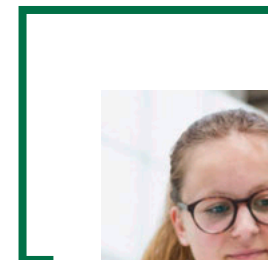
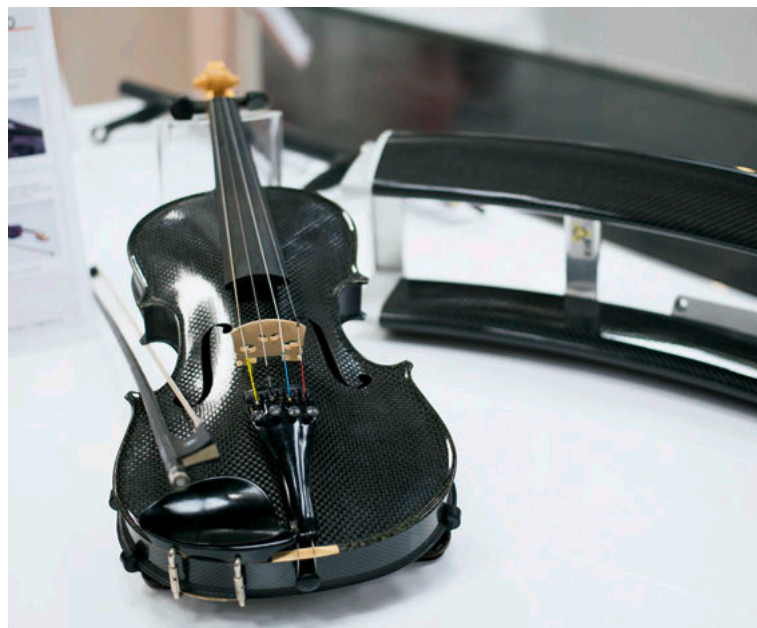
Faster, cheaper, more efficient.



Subcontractors who don't keep up with the times will be left behind. Industrial Supply puts you at the heart of the discussion about the efficient use of materials and resources, new developments in materials and construction, Industrie 4.0, and supply chain management.

Intelligent lightweight construction

Manufacturers today are increasingly investing heavily in intelligent lightweight construction solutions. In fact, they are already an established part of the automobile and aerospace industries. But now other sectors are also discovering the benefits of innovative lightweight assemblies and materials. This mega-trend connects all the leading trade fairs that make up HANNOVER MESSE, as well as CeMAT, World Leading Trade Fair for Intralogistics & Supply Chain Management, which is now taking place in parallel. Industrial Supply is hosting a large special display in Hall 5 dedicated to lightweight construction systems.



Smart supply chain

A factory can only be as intelligent as its individual components. Without innovative subcontractors, Industrie 4.0 is a non-starter. Driven by digitization and the customization of products, the subcontracting sector is itself undergoing rapid change. Customers want solutions for ever more complex operations – top-quality, low-cost solutions designed for perfect integration in industrial value-adding chains, permanent online availability, constantly optimized supply chain management and co-development with other partners. In short: smart supply.

Synergies at world's leading

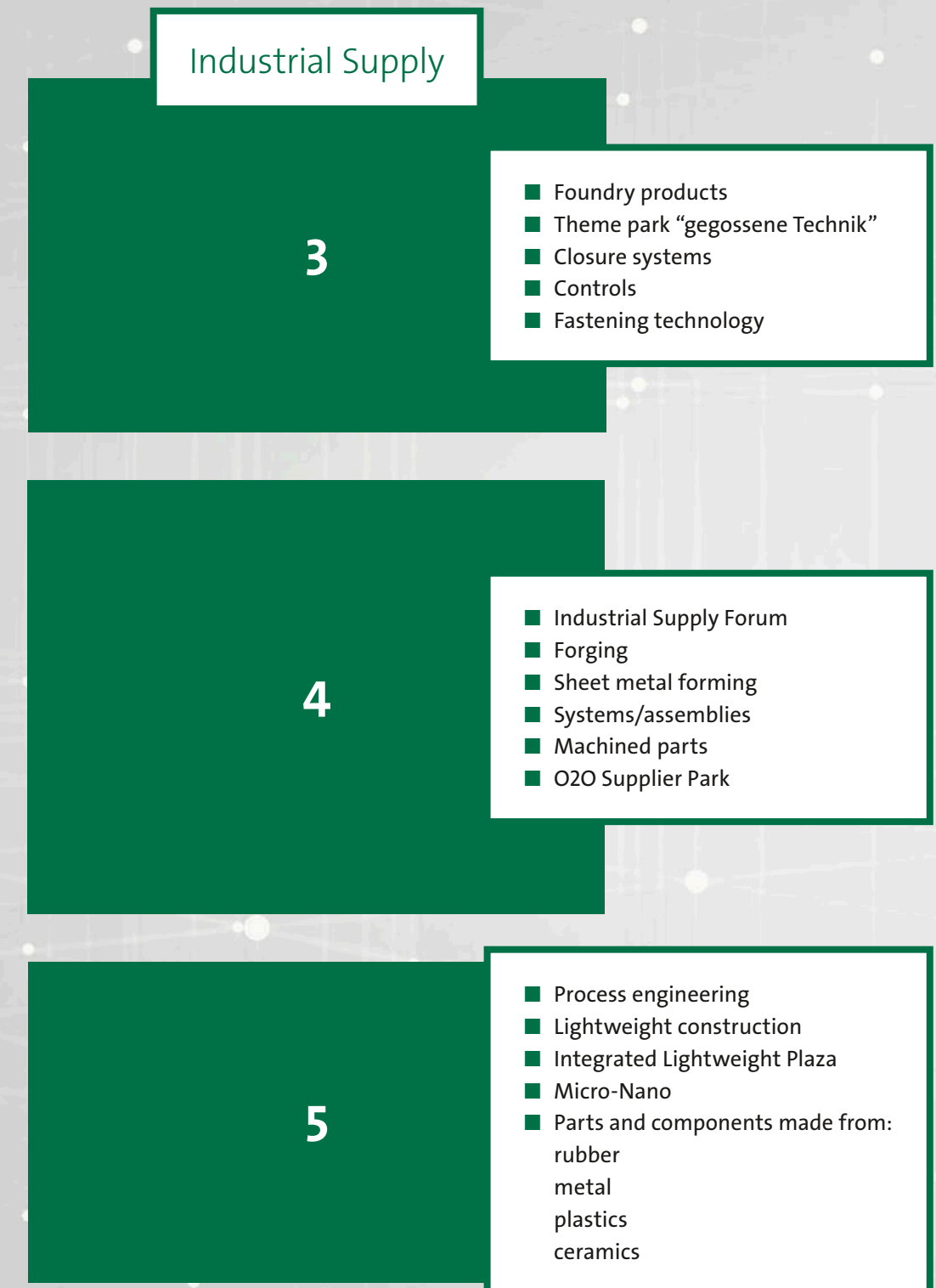
technology show.

Every year, more than 200,000 visitors attend HANNOVER MESSE, the top meeting-place for key sectors of industry. In 2018 the event is taking place in parallel with CeMAT, World Leading Trade Fair for Intralogistics & Supply Chain Management – and Industrial Supply forms the perfect link between the two.



Industrial Supply – the global industry's showcase for new solutions and technical innovations – highlights all the major processes, including casting, forging and sheet metal forming, machining, non-metal processes, jointing and surface finishing. It also features all the relevant industrial materials, including iron and steel, non-ferrous metals, ceramics, elastomers, plastics and composites.

As part of the HANNOVER MESSE line-up alongside the parallel event CeMAT, Industrial Supply connects suppliers and buyers from across the industry spectrum. It attracts trade visitors to your stand – and not just from manufacturing industry. It gives you access to the world's growth markets – nearly one in two visitors comes from outside Germany. And it creates areas of crossover interest such as lightweight construction, innovations in materials, solutions for surface finishing and process engineering – Industrial Supply covers key themes for the whole of HANNOVER MESSE.



You can find the complete site plan online at:
www.hannovermesse.de/en/maps

Lightweight construction

looks to the future.

The first port of call for any visitors to HANNOVER MESSE with a special interest in lightweight construction is the theme park “Lightweight Construction”, where companies and specialist institutions present new materials and technologies, as well as sector-specific solutions. Three dedicated platforms serve to promote dialogue in Hall 5.

Integrated Lightweight Plaza

Why not benefit from the experiences of other sectors? That is the purpose of this new platform for the whole of HANNOVER MESSE. After all, successful lightweight engineering solutions depend on interdisciplinary collaboration in materials, design and construction, and manufacturing technologies. The Integrated Lightweight Plaza is the ideal place for your highlight exhibits, project studies and live demonstrations. A Speakers’ Corner hosts talks on lightweight construction technologies for a wide range of sectors. Guided tours show visitors the potential in various applications, while a Lightweight Construction Café facilitates dialogue.



Lightweight Construction Conference

A single technology can lead to innovations right across industry. With a growing list of applications, lightweight construction makes products and systems more efficient, cheaper and sustainable. On 25 April, an international conference located within the theme park “Lightweight Construction” will be discussing which technologies and construction processes are setting the trend in lightweight construction. And which materials: non-ferrous metals, plastics and composites, ceramics or steel?

Group presentation “Glass fibre-reinforced plastics”

CFRPs get a lot of news coverage, but the real industry champions among composites are GFRPs. Glass fibre-reinforced plastics offer many benefits that explain their dominance of the market for composites: they are very light in weight, and their continuous glass-fibre filaments and polyester resins make them highly stable and resistant to corrosion. Advances in process engineering have also made them cheaper to produce. The range of applications is steadily growing – and many examples can be seen at the group presentation “Glass fibre-reinforced plastics”.

Traditional products

for a new era.

Even in the age of IT, Industrie 4.0 and lightweight construction, traditional materials such as metals and ceramics remain indispensable. Industrial Supply is hosting no less than three theme parks that demonstrate their enormous potential for innovation.

Theme park “Forging”

Germany’s forging industry, the world’s second largest producer of forged components, is a global technology leader. Members of the German forging industry association and big-name individual exhibitors will be showing examples of their work in Hall 4. Modern metallic materials and innovative processing techniques are the main focus of attention at the theme park “Forging”. In addition, the initiative “Solid Lightweight Construction” will be presenting weight-saving ideas for cars and commercial vehicles.

Theme park “Engineering Ceramics”

Industrial ceramics are expanding into more and more new areas – in electronics and electrical engineering, but also in chemicals and plant engineering. Under the taglines “think ceramics” and “Treffpunkt Keramik – Ceramic Applications”, specialized suppliers will be showcasing the latest developments in high-performance ceramics. Their products are already in use today in many industry sectors: cutting ceramics that retain their edge, substrates for electronic circuits, porous structures for membrane and filter systems, heavy-duty valves for industrial plant, and much more besides.

Theme park “gegossene Technik”

The casting industry looks back on a long history, but continues to demonstrate its capacity for innovation – recently by its intelligent use of IT. At the theme park “gegossene Technik”, member firms of the industry association BDG meet users, design engineers and buyers, and unveil their latest developments – including some for use in lightweight construction.

43%
of the visitors
come from
outside Germany



Make useful contacts

– and talk business.

The various forums, platforms and events at Industrial Supply are all geared entirely to business. Here you have an ideal opportunity to talk to your customers and potential partners about the topics and issues of importance to your sector and the supply chain.

Forum Industrial Supply



Industrial Supply Forum

This central discussion platform for Industrial Supply examines key issues for the subcontracting industry – from metals and light-weight construction to composites, multi-material design and supply chain management. The daily program of talks in Hall 4 is organized in association with the trade journal *Industrie-anzeiger* and the Institute for Materials Science at the University of Hannover. Highlights include lunchtime platform discussions with distinguished guest speakers. Special events: the BME Buyers' Day, the Wind Power Suppliers' Forum, and the concluding event "Youth & Technology".

O2O Supplier Park

The growing demands placed by OEMs on their suppliers can often be met only by teamwork. So-called "supplier parks" make it possible to bring together component stocks, skills and human resources, both physically and digitally. The O2O Supplier Park in Hall 4 demonstrates how innovations can be created by different teams working together. "Industrie 4.0 meets Logistics 4.0" is the keynote theme for 2018. In this way, the Supplier Park maps out common ground between HANNOVER MESSE and CeMAT.

Highlights@Industrial Supply

Innovative? Affordable? Eco-friendly? New subcontracting solutions have to deliver on all fronts. Suppliers selected for "Highlights@Industrial Supply" can claim that they have made the grade. Any exhibitor at the show can submit products in the run-up to Industrial Supply, when a distinguished jury of experts will be asking questions such as "How technologically innovative is this product?", "How useful is it for industrial applications?", "How eco-friendly and socially relevant is it?". If the jury is convinced of your products, your presence will be specially flagged up, and you'll earn extra presentation slots in the Industrial Supply Forum.



Industrial Supply is a global player.

In today's global markets industry increasingly needs effective business platforms. Industrial Supply delivers such platforms – not only in Hannover, but also in Chicago und Shanghai.

USA



Chicago

■ Industrial Supply USA
10 – 15 September 2018

China



Shanghai

■ Industrial Supply ASIA
31 October – 3 November 2017

Mexico – Partner Country 2018



The Partner Country at HANNOVER MESSE 2018 is one of the world's top ten industrialized nations. In Hannover next year Mexico will present new technology, investment opportunities, innovative growth strategies and research projects.



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For further details about Industrial Supply events worldwide go to:
www.hannovermesse.de/en/worldwide

Our goal? Your success!

Innovation

Showcase your solutions and give fresh impetus to industry worldwide

Networking

Overcome technological barriers and market boundaries

International reach

Open up new, growing markets

Industry update

See what's happening in subcontracting today – all under one roof.

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booking discount
available until
15 September 2017.

Generating new leads and developing new business opportunities – based on our experience we know how you can best achieve your trade show objectives. We harness our entire know-how to your business success.

Your contact



I look forward to helping you plan your trade fair participation!

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Custom-designed stand or full-service package

You can either exhibit at a custom-designed stand or choose one of our attractive fair-packages, which will reduce your organizational effort to a minimum. Detailed information is available at:
www.hannovermesse.de/en/exhibit

Basic rental charge in the halls from € 220 per m²*

Charge for "Basic" fair-package from € 4,442**

* Early booking discount available until 15.09.2017. ** Early booking price for row stand, 9 m². All prices are subject to VAT.



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