



TOMORROW'S TECHNOLOGY TODAY



**15-18
MARCH
2016**

**SUPPLY | OUTSOURCING |
PRODUCT DEVELOPMENT |
ENGINEERING**



MAKE OR BUY

Running at the same time as ESEF is the TechniShow trade fair, which focuses on industrial production techniques, processing and handling metals, plastics, accessories and auxiliaries. For visitors looking for solutions to a production and supply challenge this offers a perfect combination of 'Make or Buy' solutions - produce yourself or outsource.



ACTIVITIES & EXPERIENCE

- Trend & Innovation Zones
- Student programme
- NEVI Purchaseseminar
- ESEF Theatres
- Demonstrations
- ESEF Matchmaking
- Supplier meetings
- ESEF Seminars & Workshops
- * Inspiration sessions
- Benchmark research machining industry
- Benchmark research non-machining industry
- ESEF Innovation Award
- Made in Holland Award



DISCOUNT FOR MEMBERS

Members of the Koninklijke Metaalunie, NEVAT and NRK Federation can take advantage of an attractive discount of €10 /m² on the price of a stand. Members are represented by branch organisations in the ESEF working group, where they help to shape the future of ESEF.



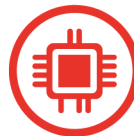
ESEF 2016 is the number one trade fair in the field of supply, outsourcing, product development and engineering. Once every two years your company has the opportunity to meet new contacts and do business in a very efficient manner. ESEF is the place to get inspiration on the latest developments, novelties, and the newest supply strategies, knowledge transfer and make lots of new contacts in manufacturing.

TYPE OF PARTICIPATING COMPANIES & TOPICS

Metalwork **Materials** **Systems & Modules** **Mechatronics**
Engineering **Design** **Tools and moulds** **Rubber & Plastic**
Raw materials **Smart Industry** **Information and knowledge transfer**
Surface technology **3D Printing/Additive Manufacturing** **High Tech**
Medical & Care **Agro & Food** **Ship building/offshore**
Energy **Automotive** **Innovative production technology**
Smart Industry **Advanced Engineering** **High Tech** **New materials** **Outsourcing** **Cost saving** **High mix - Low volume**
Product development **Prototyping** **Composites**



METALWORKING & MATERIALS



SYSTEMS & ENGINEERING



SURFACE TECHNOLOGY



PLASTIC & RUBBER TECHNOLOGY

CURRENT TOPICS AT ESEF

The synergies between ESEF and TechniShow are emphasised by a number of general selected topics which visitors will find at both trade fairs, incorporated in a programme during the trade fair and on-site activities.

GENERAL TOPICS

- Smart Industry
- 3D Printing / Additive Manufacturing
- Advanced Engineering

At ESEF visitors can build their knowledge during the extensive range of informative sessions, workshops and activities covering **A NUMBER OF RELEVANT TOPICS:**

- Purchasing strategies
- New materials
- Quick response manufacturing
- Small series manufacturing
- Metalwork, Plastics and Surface technology
- Productshow

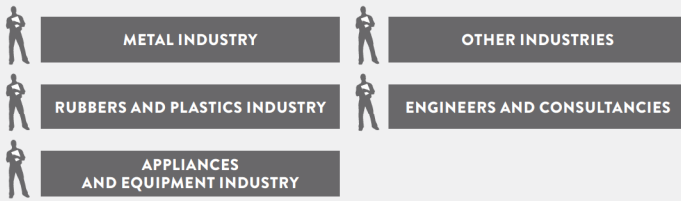
ESEF MATCHMAKING: QUALIFIED BUSINESS LEADS FOR EXHIBITORS

Want to do some B2B matchmaking at ESEF 2016? In the middle of the trade fair you will find the ESEF Matchmaking lounge where you can prearrange high level 1 to 1 meetings with new business contacts in the business lounge or directly at your stand. An additional way to achieve your lead objectives.



WHO VISITS ESEF?

Directors, production managers, product developers, purchasing managers, engineers/builders, project managers and production staff from the manufacturing- and metal industry are looking for you. They come mainly from the following sectors:



Visitors with a targeted focus and who are prepared to make considerable investments

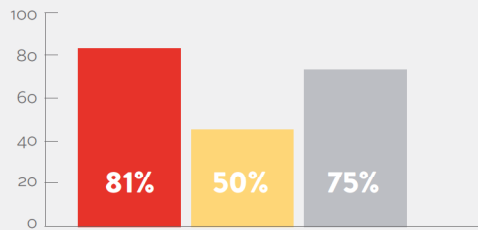
- **83%** left contact details with an exhibitor
- **61%** were approached by exhibitors after the trade fair
- **42%** contacted exhibitors themselves after the trade fair
- **29%** placed an order in the 3 months after the trade fair
- Of which **80%** with existing contacts
- And of which **58%** placed an order with a new supplier

Visitors each have their own speciality in manufacturing and the supply chain and operate successfully in the following client segments:



ESEF 2014

25,698 VISITORS
458 EXHIBITORS
11,560 VISITING COMPANIES



- give the trade fair a score of 7 or more
- give a score of 8 or more
- intend to visit again next time

DECISION MAKING CAPACITY

