



The EPTDA/PTDA Pavilion

International PT/MC distributors join forces at HANNOVER MESSE 2017

For the fourth time the EPTDA/PTDA pavilion in Hannover will provide distributors and manufacturers of power transmission and motion control technology with an excellent opportunity to take part in a joint display in an ideal industrial context.

The joint display has featured at three successive trade fairs in Hannover. Since it was first staged in 2011 the organizers have further improved the concept and consolidated its early success. The pavilion is now recognized as a key component of Motion Drive & Automation (MDA), which every two years forms the core of the global industrial show HANNOVER MESSE.

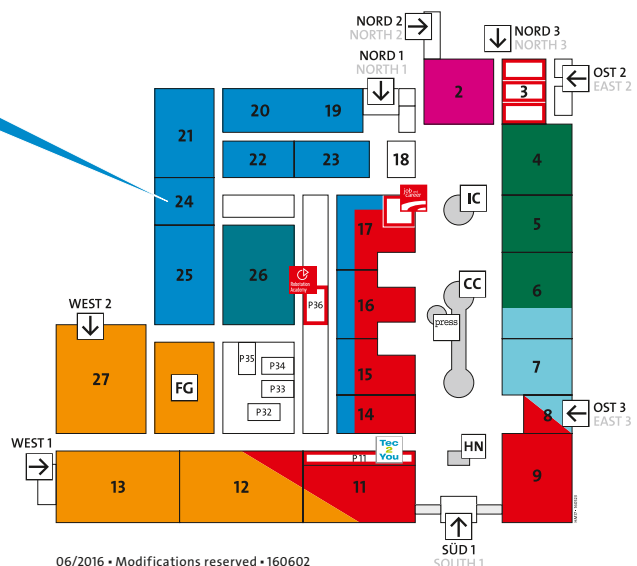
Distributors and manufacturers want a big arena

As the world's leading trade fair for power transmission and fluid technology, MDA offers the members of EPTDA and PTDA an ideal platform for the global marketing of their products and services. No other event boasts such a concentration of suppliers of power transmission technology, components and systems, thus complementing the array showcased by distributors.

Keynote themes



- **Industrial Automation**
Halls 8, 9, 11, 12, 14–17
- **Motion, Drive & Automation**
Halls 14–17, 19–25
- **Digital Factory**
Halls 6–8
- **Energy**
Halls 11–13, 27, FG
- **ComVac**
Hall 26
- **Industrial Supply**
Halls 4–6
- **Research & Technology**
Hall 2



- job and career (Halle/Hall 17)
- Tec2You (Pavillon/Pavilion 11)
- Robotation Academy (Pavillon/Pavilion 36)

- Eingang Entrance
- Informations-Centrum Information Center
- Convention Center
- Haus der Nationen House of Nations
- Presse-Centrum Press Center
- Freigelände Open-air site

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Push your business: HANNOVER MESSE – the place to be

The world's leading industrial show is a great opportunity to network with industry peers and potential business partners.

Deutsche Messe promises “Global Fairs. Global Business” and it lives up to this claim with a portfolio of around 100 trade shows and capital goods fairs. Many take place at the world's biggest Exhibition Grounds in Hannover, while others are organized at prestigious venues in Shanghai, Chicago and other major industrial cities. For the past seven years the cooperation with Deutsche Messe AG has secured preferential access to the most important PT and MC markets for EPTDA and PTDA members.

HANNOVER MESSE was the first event organized by Deutsche Messe and it remains a flagship fair within what is now a large international portfolio. As the leading international industrial show it attracts more than 200,000 visitors and offers unrivalled opportunities to unlock new sources of business potential. It is the ideal platform to access the latest applications and trends that drive the global industrial marketplace. The event features a complete spectrum of industrial sectors, including Motion, Drive & Automation (MDA), Industrial Automation, Digital Factory and ComVac, to name but a few.

HANNOVER MESSE occupies 27 exhibition halls, including seven devoted to MDA. The MDA display in 2017 covering more than 50,000 square metres staged by 1,300 exhibitors is expected to attract some 95,000 visitors from all over the globe and thus confirm the reputation of MDA as the world's biggest marketplace for power transmission and motion control technology.

The joint EPTDA/PTDA Pavilion at MDA is a flexible option for exhibitors, offering a premium low-cost, one-stop, turnkey solution onsite, plus a full range of support services at preferential rates to members. For member companies in manufacturing the pavilion is a good opportunity to make business leads and extend international business activities quickly by forming new partnerships and reaching OEM customers. Distributors from around the world come to the event searching for new suppliers and products.

The EPTDA and PTDA will host a Welcoming Reception on Tuesday 25 April, 2017, when members, partners, fellow exhibitors and visitors can network, share ideas and relax over a glass of wine.

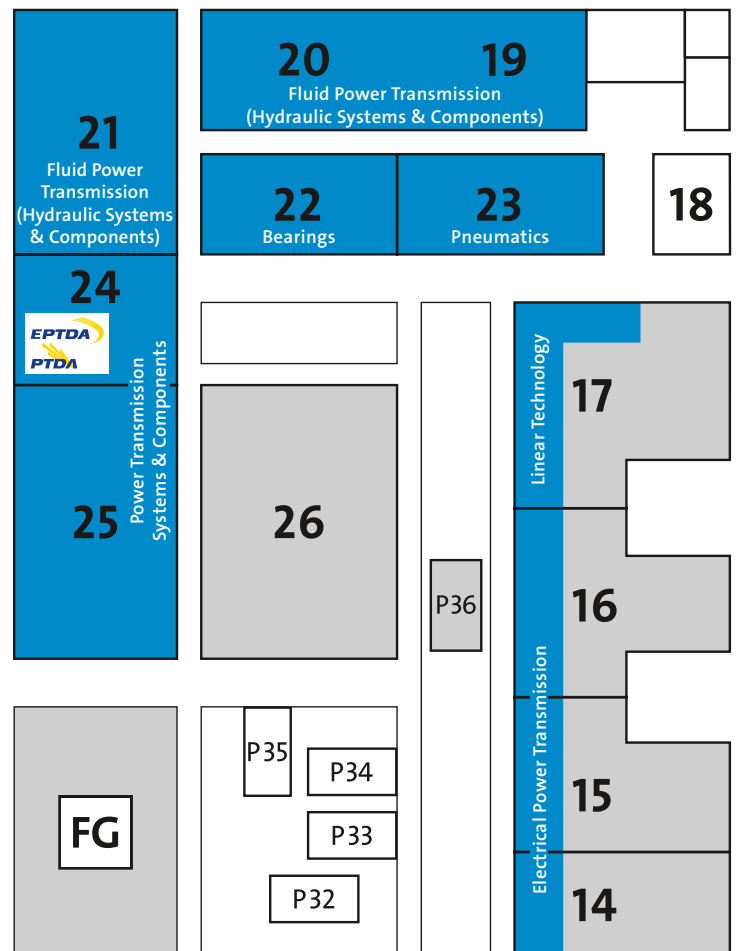
Facts and Figures

As one of the 10 international flagship fairs at HANNOVER MESSE 2015, **Motion, Drive & Automation** achieved excellent results:

- 1,200 exhibitors
- 81,000 visitors from more than 100 countries
- 96.7% trade visitors
- 150 business delegations
- 5.5 million business contacts in 5 days
- 2,500 journalists from 42 countries

Six good reasons to exhibit at HANNOVER MESSE:

1. Access to established and emerging markets
2. Opportunity to showcase products to decision-makers from around the globe
3. Generation of international sales
4. Opportunities to identify potential joint-venture partners
5. Increased global awareness of your company
6. Unique comparison of products and competitors on the global marketplace





EPTDA/PTDA Pavilion: At the heart of the world's No.1 industrial show

By joining the EPTDA/PTDA members' pavilion, you can still place your company in the spotlight but with minimal effort. As part of a joint display you reduce your organizational and financial commitment but can still reach your target audience and benefit from excellent services.

The EPTDA/PTDA pavilion facilitates the participation of its members in a major highlight at a leading global event, while ensuring that all exhibitors can promote their own company profile. Exhibitors enjoy access to the EPTDA/PTDA Lounge, where they can relax, network with colleagues and have one-to-one meetings with customers. Free beverages (hot & cold drinks) and snacks are available throughout the event.

If your stand is integrated in the EPTDA/PTDA members' pavilion you are guaranteed a prime location. The participation fee includes stand space and construction, as well as

basic fittings and furnishings. Naturally, you are also free to add additional equipment.

As a member of the EPTDA/PTDA you benefit from the organizational and on-site support of the EPTDA team. The team members are not only at your disposal throughout the trade fair, but also in the run-up to the event and during post-show activities.

The exhibiting companies represented at the EPTDA/PTDA joint pavilion automatically benefit from the effective PR and marketing efforts of the EPTDA and HANNOVER MESSE.

Stand space and construction

- Wall elements
- Carpeting
- Lighting
- Company logo on fascia
- 1 table (round) with 4 chairs
- Lockable information desk
- 1 bar stool
- 1 literature rack
- 1 waste basket
- Power supply, incl. free consumption
- Internet connection

Jointly shared area

- Eye-catching elements
- Business lounge with tables and chairs
- Catering service at all times (hot & cold drinks/snacks)
- Storage room with kitchen area

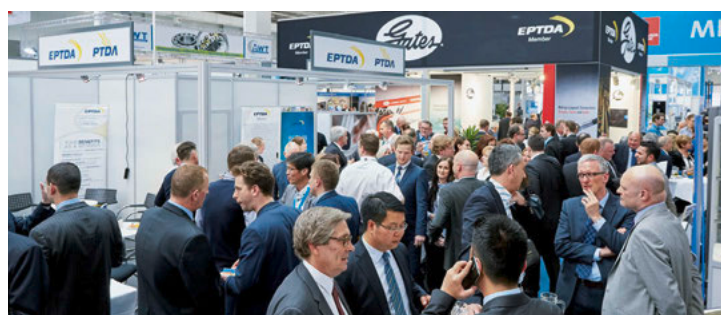
Services

- Main exhibitors featured in the exhibitor catalogue
- Organizational support
- Onsite support
- Hostess service during trade fair
- Security
- Basic stand cleaning
- Official EPTDA/PTDA welcoming reception

Participation fee

€ 590/m²

incl. € 340 registration fee (obligatory)



More EPTDA and PTDA services



The EPTDA and PTDA serve the same mission of supporting and informing members in a changing market environment. They provide extensive member services, including market and economic forecasts, trend surveys and training.

Annual Industry Summits

The annual conventions held by the EPTDA are highly acclaimed by professionals as B2B events that offer insights into business strategies, trends and developments. The 2016 **EPTDA Annual Convention in Berlin** in September will showcase the best solutions, new initiatives and industry information. Some 400+ delegates and high-calibre guests from nearly 200 companies in more than 30 countries are expected to attend this prestigious event.

In October, the PTDA Industry Summit 2016 will bring together hundreds of power transmission/motion control industry leaders at the Marriott Marquis San Diego Marina. The summit will deliver cutting-edge presentations, the latest information on markets and business trends, and facilitate the networking that is now so critical to business success.

Academy & Training

Across most of industry there is a growing need for qualified, well-trained personnel. The EPTDA/PTDA have responded by supporting its member companies with strategies and training to help them recruit, retain and develop the right personnel. For example:

- Online product training to help members face market challenges by knowledge sharing and dialogue. The EPTDA platform can be used to advertise internship and apprenticeship programs, as well as potential research projects.
- Careers Services: These involve posting job searches and offers, thus helping members and PT/MC professionals to realize career goals and fill vacancies. The EPTDA Academy and the PTDA's University of Industrial Distribution, USA, are part of an extensive education program.

EPTDA Product Locator

The EPTDA Product Locator is a powerful search engine that helps end-users, customers, distributors and manufacturers find the right product for the right market. Users can be confident that they will find quality products that reflect best industry practice and business ethics. The product search can be conducted by country, product category or brand name. The search engine currently features more than 15 product categories.

For more information:

www.eptda.org

www.ptda.org



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