

## Exhibitor Testimonials – LogiMAT 2013

"At LogiMAT we find the perfect opportunity to track trends and sentiment in the sector and of course to present our portfolio of consultancy services. Not least because of the increasing attractiveness of this show, we are also making some very interesting new contacts – and often these lead on to the start of a business relationship."

**Jürgen Hess, Advisory Board of LogiMAT; Managing Director, Miebach Consulting, Frankfurt am Main**

"Every year LogiMAT is sure to deliver high-quality and interesting talks and rising numbers of visitors. It is regarded worldwide as one of the leading logistics trade shows. We are very pleased to be here again as an exhibitor and to be able to experience three hopefully exciting and successful days in Stuttgart."

**Matthias Kramm, Managing Director, Vanderlande Industries GmbH**

"We are very pleased to be here at LogiMAT 2013 and we are expecting it to again be a successful fair. Every time we have been here it has been a positive experience: good visitor frequency, important contacts and high-quality conversations."

**Andreas Oy, Sales Director, SSI Schäfer Noell GmbH**

"Every year LogiMAT is the most important logistics fair for us and it is always a good opportunity for networking."

**Detlef Spee, Head of Intralogistics and IT Planning, Fraunhofer IML, Dortmund**

"This year's LogiMAT is the most important platform for intralogistics companies. The very first day was sensational: more visitors than ever, interesting inquiries, contract negotiations and already the first deals signed here at the fair itself. I have never experienced a day like it in the history of LogiMAT."

**Volker Knuff, Managing Director, Aberle Logistics GmbH, Leingarten**

"LogiMAT is the principal event we attend every year. Here we can meet up with old and new customers and make use of the event for interesting trade talks. Taking part in this fair is a must for us."

**Oliver Wolf, Head of Software Engineering, Fraunhofer IML, Dortmund**

"LogiMAT provides an ideal framework for forging new contacts, including international ones, in the logistics sector, and for meeting up with existing customers."

**Bertram Salzinger, Chairman, inconso AG**

"For us LogiMAT is the top trade fair for the logistics sector. At LogiMAT we want to meet up with our existing customers, forge contacts with potential new customers and find out about developments in our realisation partners."

**Ralph Ehmman, Director, IWL AG**

"For us LogiMAT is an important component in the market launch of our camera-based reading system VICAM<sup>snap!</sup>. At LogiMAT we hope to gain high-quality contacts – precise requirements and specific business intentions are more important to us than high visitor frequency."

**Torben Posert, Team Leader Sales & Logistics, VITRONIC Dr.-Ing. Stein Bildverarbeitungssysteme GmbH**

"LogiMAT has succeeded in presenting a marketplace for information and products in the field of intralogistics which benefits operators, manufacturers and service companies in equal measure."

**Christian Baerwolff, Marketing Director, Still GmbH**

"LogiMAT has become very well established. Last year many visitors came along to the stand of our sales partners Schöler Fördertechnik and Hofmann Fördertechnik with specific questions, looking for the optimum materials handling solution for their companies. And we were able to develop many of these inquiries into orders."

**Marc Wehner, Head of Sales, Central Europe, Linde MH**

"LogiMAT is always good. We can't complain – above all not about the number of visitors here."

**Stephanie Linz, Westfalia Holding GmbH & Co. KG, Borgholzhausen**

"New contacts, networking, presenting new products – LogiMAT is a good forum for this; and this year again it went very well."

**Valentin Adelfio, Head of Marketing and Sales, Stöcklin Logistik AG, Dornach (CH)**

"LogiMAT is not only bigger, it has also become even more international – and we are seeing that this year in the inquiries we receive and in the customer contacts. We can look back on two successful days so far."

**Sascha Krauter, Head of Rental, Stapler Center Pieckert, Empfingen**

"We have been represented at LogiMAT for six years – and this year has been the best so far, in terms of the trade audience here, new contacts and specific inquiries received."

**Stephan Pantelmann, Sales Manager, Stabau attachments, Schulte-Henke GmbH, Meschede**

"Strothmann is exhibiting at LogiMAT this year for the first time. We are positively surprised at the number of visitors, the excellent quality of the inquiries and the promising contacts we made. LogiMAT can now certainly hold its own in any comparison with other large fairs."

**Manuel Granz, Product Management, Strothmann Machines & Handling GmbH, Schloss Holte-Stukenbrock**

"In the last few days we generated lots of contracts and interesting inquiries. The fair is going very well."

**Sabrina Völker, Assistant to Management Board, HaRo-Gruppe, Rülten**

"LogiMAT always was good – but this year it is especially enjoyable. We have signed up a number of orders, and have had many quality inquiries focusing mainly on solutions combining technology and IT."

**Harrie Swinkels, Managing Director, SSI Schäfer Noell GmbH, Giebelstadt**

"We made some excellent quality contacts with decision-makers, users and trade professionals. The dates of the show are a little unfavourable for us, because an IT fair is taking place in Düsseldorf at the same time. That should have been coordinated differently."

**Stefan Karp, Managing Director, GOD Barcode Marketing mbH, Lobbach**

"For us LogiMAT is the most important trade fair in Germany. This year we were able to forge many new customer contacts. The investment has been worthwhile. This fair has done everything right."

**Philipp Stanke, Head of Sales, Boplan Deutschland GmbH, Großostheim**

"LogiMAT is one of the fairs in Germany that you simply have to attend, if you are involved in any way in packaging. Our goal is to achieve at least 200 contacts, as we did last year."

**Martin Wiegel, Head of Sales / Project Management, Kiga Kunststofftechnik GmbH, Wilnsdorf**

"We have been taking part in LogiMAT since 2007. LogiMAT has grown steadily and for us it has become very important. As an exhibitor we are seeing this clearly in the growing number of quality and well informed visitors."

**Christina Fallnich, Marketing Manager, HSM GmbH + Co. KG, Frickingen**

"LogiMAT is a bank for interesting talks with customers from home and abroad. It is always good to extend your networks."

**Marek Matuszewski, Sales Manager, GOB Software & Systeme, Krefeld**

"We have been taking part in LogiMAT from the very start, and this year is the 11th time. For us it is simply the most important trade fair and we are always very pleased with it."

**Tabea Weilbrenner, Marketing Manager, Industrial Halls, Losberger GmbH, Bad Rappenau**

"Our goal at LogiMAT is to make direct contact with end customers, but also with contractor and hall-construction companies. We want to highlight the importance of fire protection – something that is often neglected in tenders – and ensure it is included in the corresponding bid packages."

**Markus Kock, Head of System Construction, Wagner Group GmbH, Langenhagen**

"LogiMAT is the ideal platform for presenting our entire product portfolio to existing and potential new customers. This year we are seeing many trade visitors who are interested in specific systems and looking for qualified advice and information."

**Susanne Frank, Corporate Communication, AEB GmbH, Stuttgart**

"The new hall layout has had no negative effects on visitor frequency. On the contrary, we are very satisfied with the number and quality of contacts."

**Walter Löffler, Managing Director, Regalwerk, Korntal, Spokesman for the Operations Forum (LogiMAT joint stand with 11 exhibitors)**

"The trade fair has gone very well overall for us this year. The theme-based arrangement in the exhibition halls worked well."

**Mathias Thomas, Owner, Dr. Thomas + Partner, Karlsruhe**