



LEIPZIGER MESSE



*International subcontracting fair  
for parts, components, modules  
and technologies*

**February 5 – 8, 2019**

## **EXHIBITOR INFORMATION**

Parallel to:



*International trade fair for machine tools,  
manufacturing and automation*

**[www.messe-intec.com](http://www.messe-intec.com)**

**[www.subcontractingfair.com](http://www.subcontractingfair.com)**

## *Z - With focus on suppliers*



*The Z has established itself as one of the leading European subcontracting fairs by concentrating primarily on the challenges of industrial supply services. It focuses mainly on German and international exhibitors who are active in the low to middle-tier production stages or who have positioned themselves as industrial service providers.*



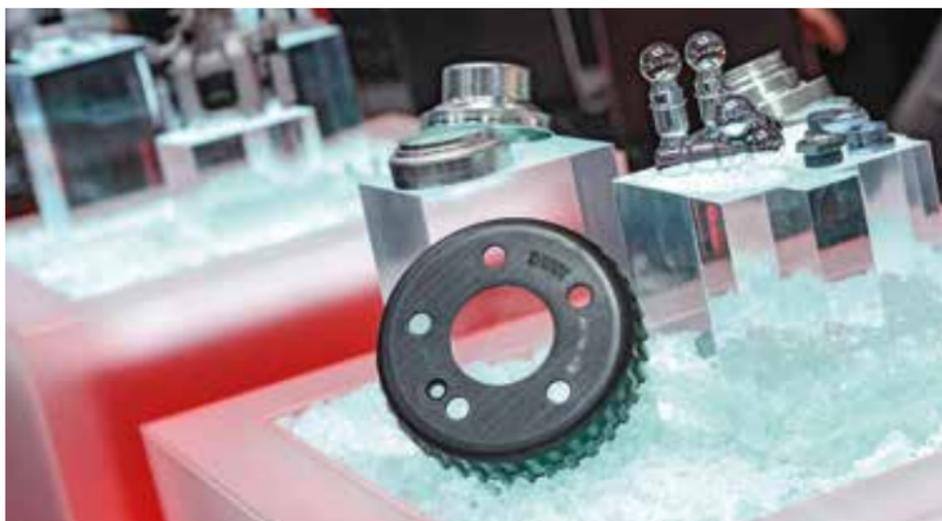
*The Z - Subcontracting appeals to companies whose range of products are primarily geared to the following **segments**:*

- *Plant, machinery and tool construction*
- *Automobile and vehicle construction*
- *Electronics/electrical engineering*
- *Plastics technology and processing*
- *Medical technology, optics, etc.*

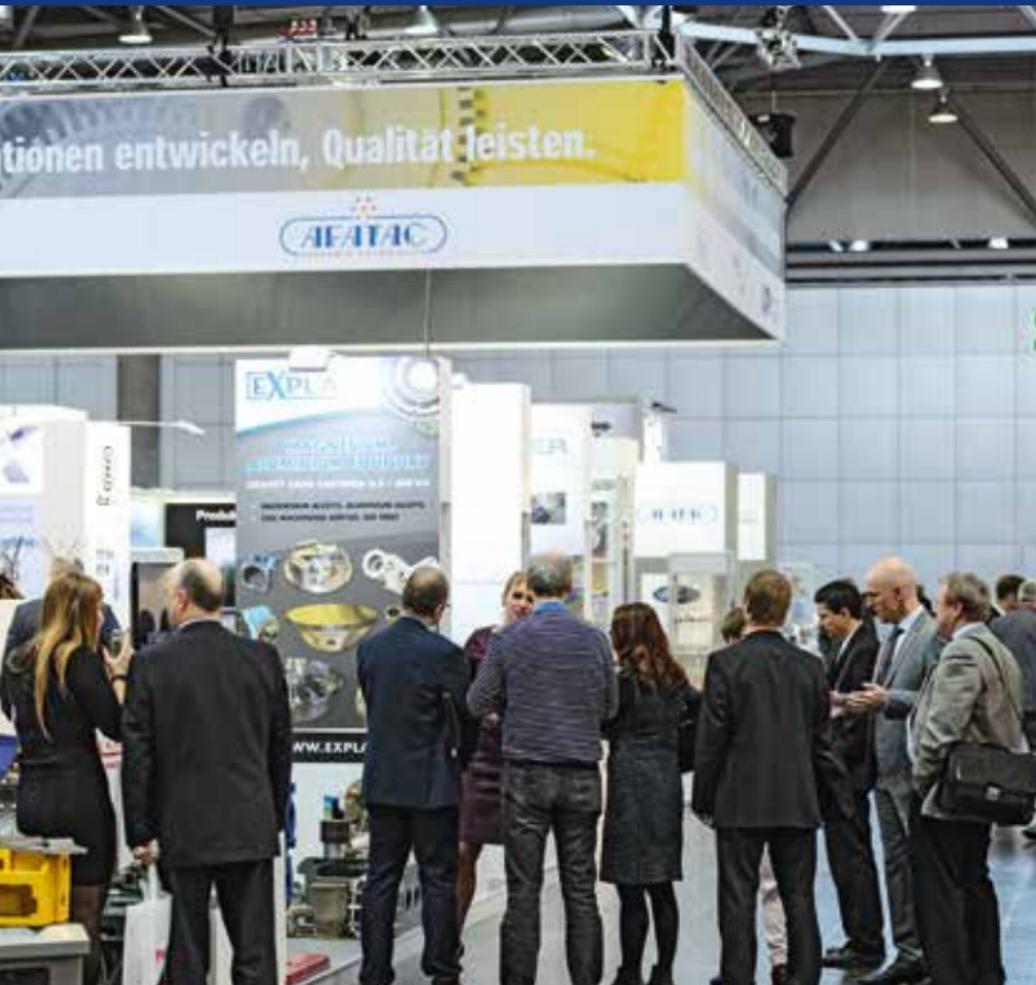
***BECOME AN EXHIBITOR OF THE Z - SUBCONTRACTING IN ORDER TO DRAW ATTENTION TO YOUR PRODUCTS. SHOULD YOU HAVE ANY QUESTIONS, PLEASE DO NOT HESITATE TO CONTACT US.***

# Portfolio

- *Parts and components*
- *Joining, connecting and assembly processes*
- *Materials and semi-finished products*
- *Processes as technological supply services*
- *Tools and equipment for manufacturing vendor parts and modules*
- *Electronics/electrical engineering – Individual parts, components, manufacturing, finishing, assembly and test processes*
- *Industrial services*
- *Information, organization, consulting*



# Looking back on Z 2017



**362 EXHIBITORS • 26 % CAME FROM FOREIGN COUNTRIES • 20 COUNTRIES**



## **Largest exhibition areas of the Z**

**59 %** parts and components

**25 %** processes as technological supply services

**19 %** industrial services

**16 %** jointing, connecting and assembly processes

*Some counted multiple times*

## ***Overview of Z 2017 visitors***



***IN 2017, THE Z AND INTEC TOGETHER WELCOMED 24,200 VISITORS IN LEIPZIG.***

### ***Target visitors of the Z:***

- Managing directors, independent contractors, senior managers*
- Buyers and technical distributors*
- Production planning, manufacturing, quality assurance and logistics staff*
- R&D teams, designers*



***Professionals with perspective and decision-making expertise – that describes the visitors of the Z.***

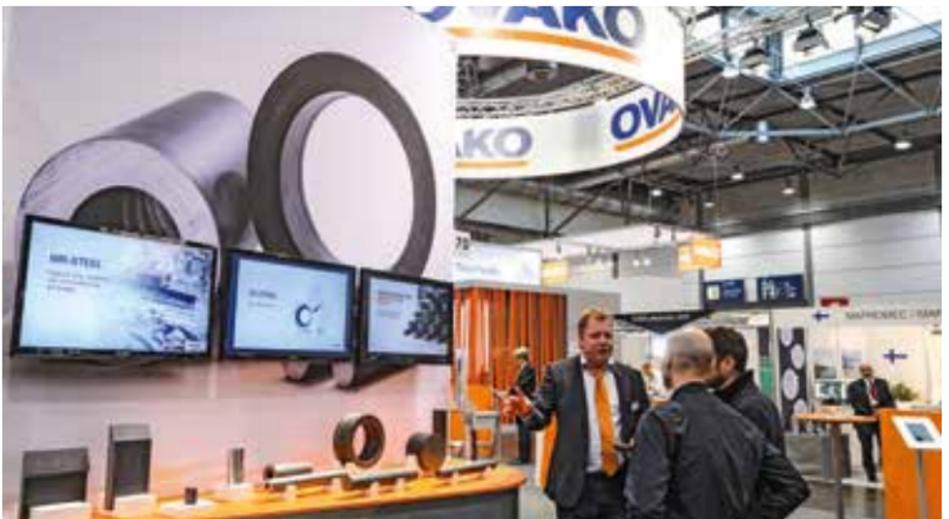
***Results of the 2017 visitor survey:***

***99 %*** of the visitors were professionals

***86 %*** were responsible for making investment decisions

***57 %*** held executive positions in their companies

***10 %*** came from abroad



## Z-Award – Premiere in 2019



*Regardless of industry, suppliers are constantly competing, struggling to find the best solution for their customers, transforming future-oriented technologies into specific products and proactively developing new services.*

*The aim of the exhibitor competition for the Z-Award of 2019 is to clearly highlight this potential and distinguish the best suppliers.*

*Potential entries include:*

- *Innovative solutions*
- *Outstanding products*
- *Specific applications*
- *Implementation as series production*
- *Projects in development*



*The competition includes of course:*

- *a panel of experts*
- *a cash prize for the winner*
- *commendation of two runners-up*
- *announcement of award winners during opening ceremony of Intec and Z - Subcontracting*

**REGISTERED EXHIBITORS  
MAY APPLY AS OF  
AUGUST 2018,  
ADDITIONAL INFORMATION  
AVAILABLE AT:  
[www.subcontractingfair.com](http://www.subcontractingfair.com)**

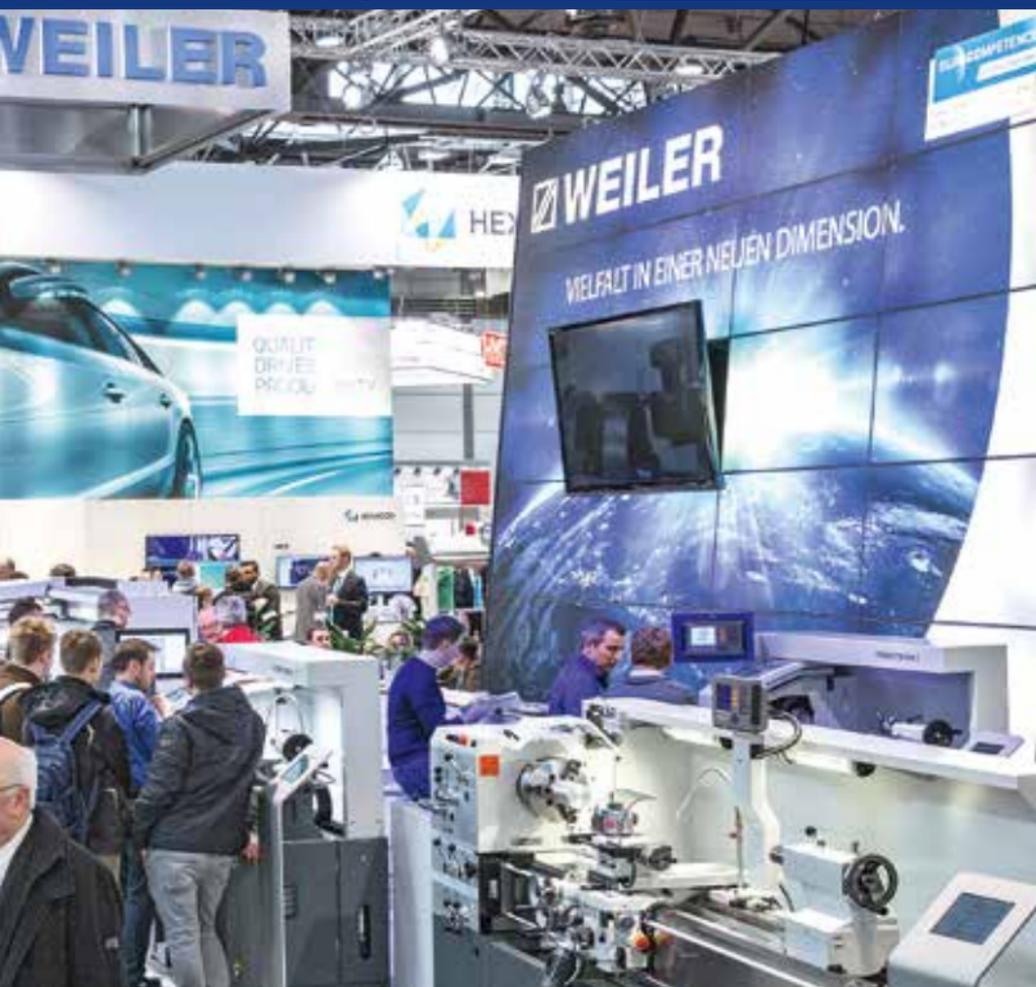


# Z and Intec – A perfect combination

## **Exhibition areas of the Intec** *(selection):*

- *Machine tools – cutting, forming, eroding*
- *Sheet metal forming machines*
- *Material processing systems, laser and welding technology*
- *Precision tools, appliances, dies and moulds*
- *Automated production and robotics*
- *Assembly and materials handling technology*
- *Drive technology, process control*
- *Industrial electronics, sensors*
- *Measurement technology and quality assurance*





**ALL VISITOR TICKETS ARE VALID BOTH FOR THE Z AND INTEC.**

*The Intec is one of the leading trade fairs for metal processing industry in Germany and Europe.*

*In 2017, 1,020 exhibitors from 23 countries were on hand to present their products and services. The core areas include machine tools, systems for automated manufacturing as well as the entire production technologies for metal processing.*

**intec**

*International trade fair  
for machine tools, manufacturing  
and automation*

**[www.messe-intec.com](http://www.messe-intec.com)**

## *Insider information – The specialized program*



*Details relating to the current specialized program will be published in the autumn of 2018 [www.subcontractingfair.com](http://www.subcontractingfair.com)*



## Key dates and prices



Floor space only when registering:

**by Oct. 14, 2018**

**from Oct. 15, 2018**

Row stand	EUR 147 /m <sup>2</sup>	EUR 157 /m <sup>2</sup>
Corner stand	EUR 158 /m <sup>2</sup>	EUR 168 /m <sup>2</sup>
Head stand	EUR 165 /m <sup>2</sup>	EUR 175 /m <sup>2</sup>
Block stand	EUR 169 /m <sup>2</sup>	EUR 179 /m <sup>2</sup>

**Complete stand = floor space rent + basic stand construction**

Basic stand construction incl. power supply 2kW

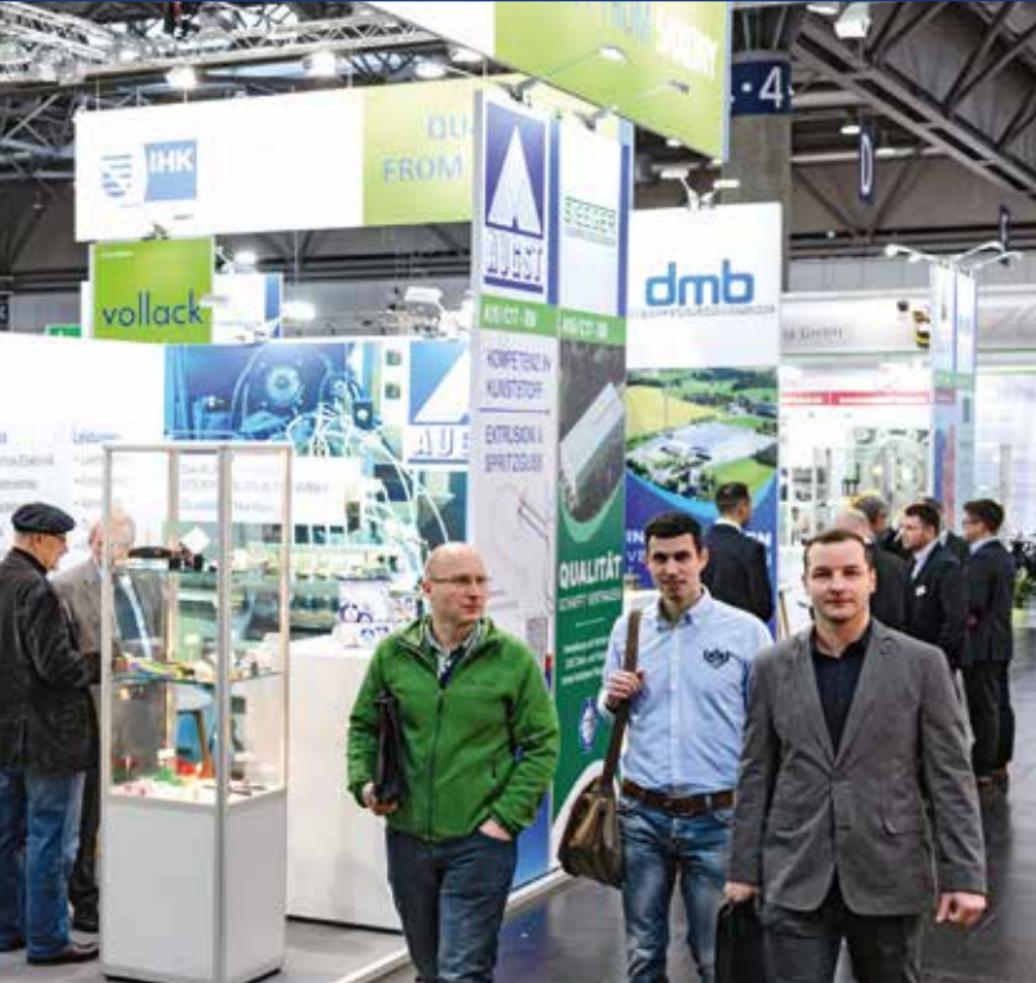
and consumption (8 – 20 m<sup>2</sup>):

starting EUR 116 /m<sup>2</sup>

Plus the mandatory AUMA fee of EUR 0.60 /m<sup>2</sup> • Media fee EUR 190.00 • Advertising package EUR 95.00

Prices do not include the applicable VAT.

# Services



***FAIRNET – attractive and individual stand construction solutions, extensive services***

*FAIRNET GmbH – Kerstin Steinhagen*

*Contact: +49 341 678-8489, kerstin.steinhagen@fairnet.de*

***fairgourmet – Your partner for trade fair catering***

*fairgourmet GmbH – Roland Schwenke*

*Contact: +49 341 678-7020, roland.schwenke@fairgourmet.de*

***NEW! Register online as an exhibitor at:  
[www.subcontractingfair.com/registration/](http://www.subcontractingfair.com/registration/)***

# Your contacts

**Dr. Deliane Träber**

*Executive Director*

**Kersten Bunke**

*Project Director*

**Dr. Sigrid Richter**

*Project Manager*

**Ines Wollenberg**

*Project Assistant*

Phone: +49 341 678-8096

Fax: +49 341 678-168096

[info@zuliefermesse.de](mailto:info@zuliefermesse.de)

[www.subcontractingfair.com](http://www.subcontractingfair.com)



## *Experience hospitality Leipzig style*



*After a long day at the trade fair, go downtown and relax in Leipzig's city center. With its cosmopolitan atmosphere, vibrant culture and charming hospitality, which attracted both Goethe and Schiller to the trade fair city, Leipzig offers a wide range of restaurants and cafés.*

*Do not miss the opportunity to enjoy some Leipzig specialties like the regional dish Leipziger Allerlei. Or take the time to go to a bar and try a Leipziger Gose, which is an original top-fermented, vitamin-packed beer specialty.*

*Anyone looking for some cultural variety should visit, for instance, Krystallpalast Varieté to enjoy good food and an exciting program.*



## ***This is where the industry meets***

*The exhibition center: representative, modern,  
and well-positioned – the optimal conditions  
for your trade fair presentation.*

### **Opening hours for visitors:**

*February 5 – 7, 2019: 9 am to 5 pm*

*February 8, 2019: 9 am to 4 pm*

### **Hotel service:**

*Tel.: +49 341 678-8725, [hotelreservation@leipziger-messe.de](mailto:hotelreservation@leipziger-messe.de)*

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Leipziger Messe GmbH  
PF 10 07 20, 04007 Leipzig | Messe-Allee 1, 04356 Leipzig | Germany  
Tel.: +49 341 678-8096, Fax: +49 341 678-168096  
[info@zuliefermesse.de](mailto:info@zuliefermesse.de), [www.subcontractingfair.com](http://www.subcontractingfair.com)