

editions
40

6-10 sept 2023

M A T E X P O

— est. 1946 —

EXHIBITOR MEETING

14 MAART – KORTRIJK XPO



AGENDA

- Welcome + introduction
- 40th edition
- Activities – peripheral programme
- Job Day
- Services and prices 2023
- Miscellaneous
- Safety
- Leasebroker
- Setup and teardown schedule
- Promotional material





MATEXPO 40TH EDITION

Special campaign on social media

'40 editions' book

Vintage vehicles

Call → top locations E17 / E40 / E403 / E19

TEAM MATEXPO



**GREGORY
OLSZEWSKI**



**TINE
CLAERBOUT**



**MICHAEL
BOSSAERT**



**MARC
STEPPE**



**STEPHANIE
DELATTER**



**VALERIE
NEYT**



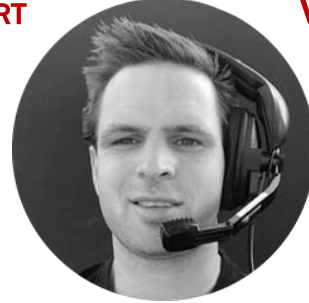
**CARL
VANGINDERHUYSEN**



**RAHEL
FEIDLER**



**CHRISTOPHE
CAMMAERT**



**JUNIOR
CEYSSENS**



**THOMAS
VANDEPITTE**



**CHRIS
MAGHIELS**



**KURT
KESTERS**



**SIEGER
VAN POUCKE**



**JOERI
CHRISTIAENS**



**ASTRID
VAN HAUT**

ACTIVITIES

PERIPHERAL PROGRAMME – AWARDS – TECHNICAL ACADEMY – JOB DAY



MATEXPO AWARDS



MATEXPO AWARDS

Innovation / Green / Safety Award

- New jury president: Peter Menten
- Diversified composition of jury: combination Comatko + earthmoving & road construction companies
- 1 product in 1 category
- Deadline 15th May

NEW: TECHNICAL ACADEMY

- Saturday 9th September
- 10.00 am – 4.00 pm
- Workshop for children aged 8 to 14
- Forum Hall 6
- Free participation, register in advance
- 12 sessions of 30', 25 children per session
- Register after 15th August



YOUNG TECHNICIANS CUP

- Thursday 7th September (instead of Wednesday)
- In conjunction with Sigma
- All technical schools
- Competition on +/- 20 stands
(dedicated staff present on that day)
- To be won: €5.000 / €2.500 / €1.000 + 5 CAT phones
- With the support of RTC

NEW: JOB DAY 9TH SEPTEMBER

- Job Day: booth for visitors and for construction companies
- Organised by Transportmedia
- With the support of VDAB and Forem
- In the Meeting Center
- Saturday 9th September, 10.00 am to 12.00 noon

KIM LOUSBERG

TL HUB







YOUR RECRUITMENT PARTNER

TRANSPORT LOGISTICS SUPPLY CHAIN

The transport, logistics and supply chain sectors are demanding sectors that require a trained and dedicated workforce.

In 2014, TL Hub decided to create the first platform entirely dedicated to meeting the recruitment requirements of these sectors.

A few years later, TL Hub teamed up with Transportmedia and combined forces with the media leader in the transport & logistics sectors.

WHAT DO WE OFFER ?



JOB POSTING

Find the right candidate for your company thanks to our dedicated platform.



ONLINE VISIBILITY

Amplify your presence online with our partners and media campaigns.



EVENT OPPORTUNITIES

Meet your future employee through our various event throughout the year.



PERSONAL SERVICE

Enjoy a personal, efficient and human service on a daily basis.

TL Hub is the #1 recruiting platform dedicated to Transport, Logistics & Supply Chain in Belgium. Our platform offers a multifunctional and intuitive dashboard. Our events across the country bring you face to face with the most promising candidates and students in the industry. Our partnerships ensure a diversified, targeted and amplified digital visibility.

TAKE PART IN ONE OF OUR

JOB DAYS

Book your stand now with one of our staff members,
and avail of speed-dating sessions with handpicked candidates
and enjoy a drink at our networking events.

Your employer's package for EUR 1,750

One 9-m² stand

including: desk, chairs, Wi-Fi and
the possibility of placing a
maximum of two roll-ups

Looking for candidates

on the basis of the profiles that you
recruit. Our teams take care of it

Placing your offerings on our
digital Job Wall

2 x 1 admission

for your company
Drinks included

Communication

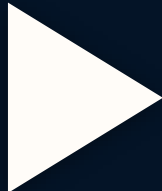
via all TL Hub and Work in
Logistics channels

Communication

via all channels of market leader
Transportmedia

MATEXPO

tlhub
by TRANSPORTMEDIA



EEN NIEUWE SAMENWERKING VAN
MATEXPO TLHUB

SERVICES

ELECTRICITY - FURNITURE - STANDS - PARKING



PRICES OF SERVICES- GENERAL

- Only 2 rates left: preferential and increased
- Preferential rate until 16th June, afterwards + 30%
- No extra increase from August

PRICES OF SERVICES- ELECTRICITY

- Currently still being negotiated with Kortrijk Xpo
- The prices proposed in 'Manage Stand' are maximum prices
- If charges for power fall -> credit note for exhibitor

PRICES OF SERVICES- FORKLIFT

- Now possible to hire per quarter-hour and per half-hour
- Electronic work sheet

PRICES OF SERVICES- FURNITURE

- Packages still available
- Individually ordered furniture: average 30% cheaper compared with 2021
- Benefits
 - Delivered and removed to / from the stand
 - No transport charges
 - Always in clean condition

PRICES OF SERVICES– VISIT CONNECT

- 1 account is included as standard for each exhibitor!
(Compared with cost in 2021: € 49)
- Upgrade to unlimited number of users: € 175

PRICES OF SERVICES – MARQUEES

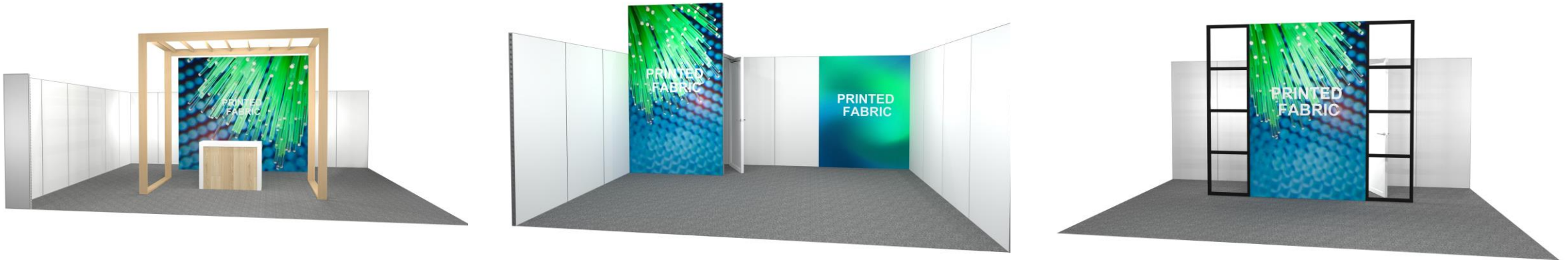
- Losberger-De Boer: preferred partner
- Any marquee builder can erect the marquee EARLIER than the setup slot
 - Subject to approval from the organisers (Sometimes not possible for operational reasons)
 - € 150 for stands up to and including 250m²
 - € 250 for stands from 251m²

PRICES OF SERVICES- ELEVATED WORK PLATFORM / CHERRY PICKER

- Working at heights = mandatory with elevated platform + harness
- For hire per half-hour
 - €50/half-hour
- 2 scissor lifts and 1 articulated elevated work platform available at all-times
- When determining working at height without and EWP -> must be hired!

PRICES OF SERVICES- STANDS

- New types of all-in stands
- Benefits: stand erected when setup timeslots begins

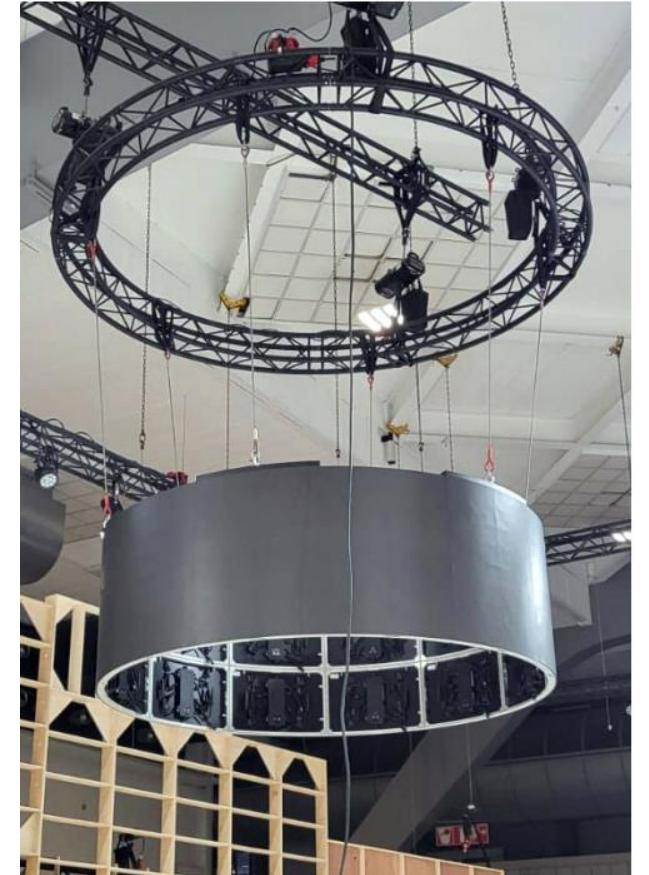


PRICES OF SERVICES- LED SCREENS

- Partner: Photonics
 - Has supplied the 4 big screens for Matexpo for years
 - Many options and possibilities
 - Transport and assembly costs lower by bundling
 - FREE on-call assistance throughout the 5 show days!

PRICES OF SERVICES- LED SCREENS

- A few examples
 - INDOOR
 - Screen 4,5 x 2,5m → €2.525 (incl. transport and assembly)
 - Scherm 2,5 x 1,5m → €1.700 (incl. transport and assembly)
 - SPECIAL: circulaire screen 3 metres in diameter
 - Height 50cm = €3.000
 - Height 100cm = €4.800



PRICES OF SERVICES- LED SCREENS

- A few examples
 - Outdoor
 - Spyder-X: sharpest screen on the market
 - 6m²
 - Both vertical and horizontal
 - €950 (excl transport and assembly)



PARKING

- Same systems as 2021
- P4 (below hall 4): 20 spaces with charging terminal available
 - Reserve in advance (per day)
 - Not charging or parking at charge point without electric car = €150 surcharge
- P3 + P4: private cards only on show days!
 - No vans, trailers, caravans, mobile homes, etc.
 - Breach of rules = surcharge € 150 per day

MISCELLANEOUS



MISCELLANEOUS – 8TH SEPTEMBER

- Friday 8th September: doors closed to visitors at 7.00 pm
- Access via exhibitor code only (instructions given to exhibitors on Friday 8th September)
- After 8.00 pm, no one is allowed into the showground!
 - No visitors, no special guests, no exhibitors!

MISCELLANEOUS – STANDS OPEN AFTER CLOSING TIME

- Stands open for >1 hour after closing time
 - €2 per m² per hour longer open, with a maximum of €500 per hour
 - If not requested in advance • €3 per m² per hour longer open, with a maximum of €750 per hour
- Example: stand of 400 m² staying open on Friday until 11.00 pm, without requesting in advance:
 - 8.00 – 9.00 pm: FREE
 - 9.00 pm – 10.00 pm: 400 m² x €3 → €750

MISCELLANEOUS – RUBBISH/WASTE

Stricter monitoring of rubbish/waste left behind



MISCELLANEOUS – EXCEPTIONAL TRANSPORT/ WIDE LOADS

- David Punie, President, Centrex knowledge and expertise centre – Exceptional transport/Wide loads network
- Matexpo setup
- No specific checks – but dangerous situations will be targeted
- Local police and other official bodies (however, FPS Mobility, Customs, etc. may carry out checks)
- Matexpo teardown
- Strict checks by Federal Road Police

VARIA – SHOP

- Available from the Exhibition Office:
 - Tape, tie wraps, climbing harnesses, gloves, safety shoes, helmets

SAFETY



SAFETY @ MATEXPO

- Safety = priority!
- Supervision by ORA Management
- => safety coordination
- Repeated infringements =
- access to showground denied



SETUP AND TEARDOWN SCHEDULES



OP- & AFBOW

- Modified schedule – check the plan!
- Indoor stands: start on 28/8
- Vehicles can enter the site until 4.00 pm on Monday 4th September
- After that time: no more vehicles permitted!
- Tuesday 5th September: NO vehicles in the showground!
- Also no beer deliveries, caterers, furniture, leaflets, lettering companies, cleaning services, etc.
 - Setup ends at 12.00 noon

COMMUNICATION



WHAT MATEXPO IS DOING

- Advertisements in trade magazines
- Entry passes in trade magazines: +- 250,000 passes
- Postal mailing to 60,000 addresses
- Monthly newsletters: +- 100,000 addresses
- Large tarps, banners, etc. along the motorway and at construction sites
- Social Media: Advertising, Google Adwords, etc.
- Docu-series – social media distribution

WHAT YOU CAN DO:

- Invite your customers
- Distribute personal entry passes
- Invitation link in mailings
- Set up banners at sites
- Use stickers on vehicles
- Add a banner in your e-mail signature
- Send out your own mailing
- Promotion via social media
- Communicate your participation at Matexpo on your website



PROMOTIONAL MATERIAL

PASSES + HOLDER – SITE BANNERS – VEHICLE STICKERS



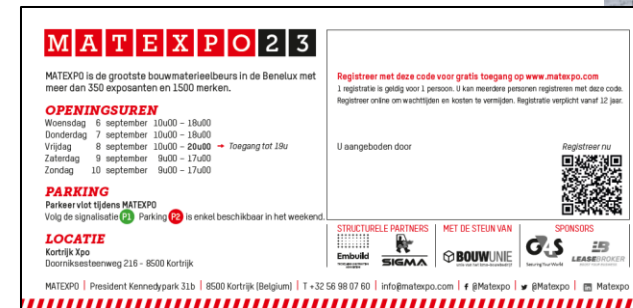
EXTRA PROMOTIONAL MATERIAL

-> ORDER VIA 'MANAGE STAND'



CARSTICKERS

WERFBACHES



ACCES CARDS



CARD HOLDERS

