

MDA worldwide

June 2010

MDA – Motion, Drive & Automation

GET NEW
TECHNOLOGY FIRST
4 – 8 APRIL 2011



**Efficient
and
innovative**

Dr. Wolfram von Fritsch,
Chairman of the Board
of Management,
Deutsche Messe

The Motion, Drive & Automation (MDA) tradeshow at HANNOVER MESSE is dedicated to power transmission and fluid power, an industry known for its great innovative flair. In 2011, MDA is again expected to feature over 1,300 exhibitors. We look forward to seeing what they have to offer in the way of solutions for increased energy efficiency in industrial processes.

The power transmission/fluid power industry is embracing the latest energy-saving, environmentally friendly technologies to create system solutions for applications in fields such as wind energy, the automotive industry and electric mobility.

We are providing this innovative and international industry with a number of key tradeshows in addition to MDA in Hannover. MDA Russia premieres from 28 September to 1 October 2010. Then, from 25 to 28 October in Shanghai, there's PTC Asia, the world's second-largest power transmission and control fair after MDA in Hannover. And finally, MDA INDIA will be in its second season in Mumbai from 15 to 18 December.

Our global trade fair strategy is right on track. Come with us to the growth markets of the world.

We are your global partner!

Yours truly,

A handwritten signature in black ink, appearing to read "W. von Fritsch".

Dr. Wolfram von Fritsch

MDA powerhouse goes global

MDA will be back again at HANNOVER MESSE 2011. Meanwhile, the industry it serves has no shortage of premium trade fairs – in Moscow, Shanghai and Mumbai



2011 is MDA year. Motion, Drive & Automation, the world's foremost power transmission and control tradeshow, will be showcasing the latest trends, innovations and solutions from 4 to 8 April 2011 at HANNOVER MESSE.

Vital industry hub

Held every two years, MDA takes a comprehensive look at the international state of the art in electrical and mechanical power transmission technology, hydraulics and pneumatics. It is an absolute must for exhibitors and trade visitors. One of 13 flagship trade fairs at HANNOVER MESSE 2011, MDA is a vital innovation platform for new technologies and a major driver of discussion on issues of defining importance for the future. These are qualities it shares with sister shows to be held this year in Moscow, Shanghai and Mumbai (see pages 2 and 3).

Powerful synergies from 13 tradeshows

MDA 2011 is expected to feature more than 1,300 exhibitors from all around the world, a turnout it owes to its status as a powerful incubator of business growth. The exhibitors will benefit from MDA's close physical and thematic crossover with HANNOVER MESSE's other tradeshows, most notably Wind, Industrial

Automation, Energy, MobilTec, and Industrial Supply. These synergies will cluster international trade visitors from all industries in Hannover, providing the ultimate setting for exhibitors to make contact with new customers and forge networks across markets.

Continued on page 2.

“Our aim is to communicate the inspiring capabilities and innovative flair of the power transmission and fluid power industry to customers worldwide.”

Interview with Hartmut Rau, General Manager of the German Power Transmission and Fluid Power Associations, page 3.

For further information, visit hannovermesse.de/motion_drive_e

Industry looks to MDA as engine for new growth

Continued from page 1.

These are benefits that exhibitors know and value, as Tilman Bechem, CEO of Camozzi GmbH, explains: "MDA is the most important pneumatics trade fair for Camozzi. As a two-yearly event, it is the ideal platform for launching our latest innovations and products. Thanks to its international profile, it is also the perfect place to share ideas with customers and partners."

Key players from every continent

MDA regularly attracts key players from all continents, including an increasing number from the fast-growing markets of Eastern Europe and Asia. In 2009, the show was attended by more than 75,000 trade visitors, about a quarter of whom came with the firm intention of making capital purchases. Thanks to its strong synergies with the other tradeshows at HANNOVER MESSE, MDA also attracts visitors from a broad cross-section of industries, foremost among them the manufacturing and capital goods industries. The visitor makeup includes a good percentage of company CEOs, engineers and QA managers. "MDA is a key part of the expo calendar for the fluid power industry and its customers," commented Daniel Enders, head of marketing at Hydac International GmbH. "MDA 2009 was a big success for Hydac. We were extremely pleased with the high quality of

visitors and dialogue and will definitely be back for MDA 2011. We anticipate that energy-efficient systems will be among the keynote themes alongside the more general fluid power themes."

Strong themes for a strong showcase

Motion, Drive & Automation is the most important trade fair for the power transmission and fluid power industry. At its heart is the MDA

Forum, a central communication hub where exhibitors, technology developers and power transmission and control researchers meet to share knowledge and learn about the latest trends and developments. The MDA Forum is organized by the German Engineering Federation (VDMA) and will feature a top line-up of themes in 2011, including CMS/intelligent maintenance, energy efficiency, and solutions for high-speed applications.



Going global: MDA RUSSIA, PTC ASIA, MDA INDIA and WIN Part II



Premiering in 2011: MDA RUSSIA

First among the upcoming MDA events outside Germany is MDA RUSSIA, which premieres at the All-Russia Exhibition Center in Moscow from 28 September to 1 October 2010 and is dedicated to energy-efficient fluid power and power

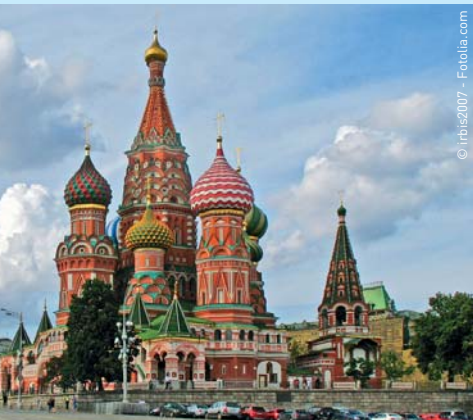
gas and metal exports. The main focus of this demand will be on technology and equipment for the petrochemicals industry, the energy production sector, energy conservation, environmental protection and telecommunications. The opportunities for exporters of fluid power and power transmission solutions are enormous. And MDA RUSSIA is the perfect mechanism to tap into them. It also represents an excellent return on marketing spend because it is co-located with CeMAT RUSSIA, Industrial Automation RUSSIA and Surface RUSSIA for maximum synergy.
www.mda-russia.com

here include the New Technical-Achievements Section Technology Lecture, the Working Conference on China Hydraulics, and the Pneumatics & Seals Industry. PTC ASIA is co-located with CeMAT ASIA. The previous event, PTC ASIA 2009, featured 1,307 exhibitors and attracted some 47,000 visitors from more than 90 countries. The prospects for the 2010 event are also good, especially given China's growing demand for hi-tech solutions as it forges ahead with its modernization strategy.
www.ptc-asia.com



PTC ASIA: leading trade fair in China and Asia

PTC ASIA runs from 25 to 28 October 2010 at the Shanghai New International Expo Centre (SNIEC), Shanghai. It is the leading fluid power and power transmission trade fair in China and Asia generally, and the second-biggest worldwide after MDA in Hannover. The fluid power sector is one of China's most innovative, and will have a very strong showing at PTC ASIA 2010. The exhibits will also include, for the second time, a number of R&D projects by Chinese universities. The exhibition content will be complemented by a top-notch supporting program of seminars and conferences. Highlights



transmission solutions. Despite the economic crisis, Russia still ranks among Europe's top export markets. Russian import demand is expected to pick-up over the next few years as the country modernizes and invests in new technology and earns more from its oil, natural

“Energy efficiency and CMS will remain in sharp focus”

Interview with Hartmut Rauen, General Manager of the Power Transmission and Fluid Power Associations within the German Engineering Federation (VDMA).

Mr. Rauen, why are you recommending MDA 2011 to your members?

Motion, Drive & Automation is the leading trade fair for power transmission and control technology. No other platform offers the same level of innovation, international reach, top-management dialogue, or profile among the general public and government policymakers.

What in your view were the big success stories of MDA 2009?

Our members ran highly successful exhibitions in the show's keynote theme areas of energy efficiency, wind power and condition monitoring. In addition, the E-MOTIVE special display on powertrain electrification paved the way for the new MobilTec fair, which premiered so successfully in 2010.



Hartmut Rauen

What are the VDMA's objectives as co-promoter of MDA 2011?

Our aim is to communicate the inspiring capabilities and innovative flair of the power transmission and fluid power industry to customers worldwide.

What do you see as the key technology themes for 2011?

Energy efficiency and CMS will remain in sharp focus. The MDA exhibitors will also be running displays on other themes of growing importance from the fields of energy and environmental technology. The new MobilTec fair will cover the interface between drive technology and electric mobility, while the neighboring Energy and Wind fairs will provide an excellent thematic backdrop with extensive synergies. On a more general note, Germany's drive technology sector is well positioned for the future. The big challenges in the area of energy and environmental technology, our highly integrated focus, close-knit research network and outstanding expertise will stand us in good stead over the long term.

Information at a glance: VDMA publications

The German Engineering Federation (VDMA) has put out a number of publications on power transmission and fluid power. For instance, its "Power Transmission Engineering and Fluid Power – Motion, Drive and Automation" guide provides an overview of the German power transmission and fluid power industries and their economic performance. It also contains a list of just under 400 VDMA-affiliated suppliers and their products plus profiles of 80 companies.

The publications are available free of charge (in English and German) from the VDMA.



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market, and historically accounts for more than one third of the total exhibitor muster at all of the co-located events. More than 60 percent of the exhibitors come from outside India – primarily Germany, Italy, Taiwan, China and the USA. Last year's four-show cluster attracted just under 8,500 visitors.

www.mda-india.com



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MDA INDIA profiles latest trends and technologies

The fourth MDA INDIA runs from 15 to 18 December 2010 at the Bombay Exhibition Center (BEC)

in Mumbai. The fair will showcase the latest trends and technologies from around the globe and attract decision makers and trade visitors from a whole range of backgrounds. The Indian economy is steaming ahead, achieving double-digit growth rates – largely on the back of domestic demand. One of the most promising export markets in the world, it has continued to yield solid European export growth despite the economic crisis. All of which points to the pivotal importance of MDA INDIA 2010, which will be co-located with ENERGY INDIA, INDUSTRIAL AUTOMATION INDIA, CeMAT INDIA and, for the first time, Surface INDIA. The MDA INDIA trade fair is well established in the



WIN – driving business in the Eurasia region

WIN – World of Industry Part II is one of the Eurasia region's leading industrial technology

trade fairs, specializing in industrial automation, electrical engineering, hydraulics and pneumatics. The fair, an annual event since 2002, will next be held from 17 to 20 March 2011 at the TÜYAP Fair, Convention and Congress Center in Beylikduzu, Istanbul.

WIN Part II is a major driver of business in the Eurasia region and a vital platform for maintaining and building business relationships. Its strong international reputation is further enhanced by its impressive array of symposia, demonstrations and forums.

Turkey's prospects have been looking brighter since the second half of 2009. The Turkish government and the IMF both anticipate that Turkey will enjoy new growth in 2010 after the sharp downturn of 2009. According to Turkish government forecasts, much of this growth will come from strong increases in investment, primarily from the private sector. Similarly, market analysts are expecting Turkey's imports to grow by 15 percent.

www.win-fair.com

Schaeffler Group relies on MDA

Robert Schullan, President, Schaeffler Group Industrial, and spokesman for the MDA Executive Committee: "The markets of Asia, particularly China and India, are becoming increasingly important for us."

The Schaeffler Group's Industrial division, which owns the INA and FAG brands and makes antifriction bearings for more than 60 industries, will have a strong presence at MDA in Hannover, MDA INDIA and PTC Asia.

Development partnership in wind power

With more than 30 years' experience in the development and manufacture of antifriction bearings for wind turbines, Schaeffler Group Industrial's Wind Power segment is a trusted partner to all wind turbine and wind turbine gearbox manufacturers worldwide. The segment's product range includes innovative antifriction bearing solutions for all bearing points in wind turbine rotor shafts, gearboxes, generators and wind-tracking and blade pitch control mechanisms. It is an integrated provider, spanning all steps in the process chain from design to prototyping and production. Schaeffler's customers benefit from its design-phase computation and simulation tools and its expertise in bearing installation and tribology. The group's product and engineering expertise and its close advisory and development partnership with customers shorten development times while ensuring the highest standards of quality, reliability and cost-effectiveness. This partnership with customers is based on comprehensive on-site support via Schaeffler's global network of highly qualified, specialized field engineers.

"The markets of Asia, particularly China and India, are becoming increasingly important for us. MDA is therefore the perfect platform for presenting our comprehensive range of standard and tailored solutions to a wide customer audience," explains Robert Schullan, President, Schaeffler Group Industrial.



Assembly of a tapered roller bearing for a wind turbine rotor.

Expertise in steel industry

Thanks to its newly developed continuous caster bearing (CoCaB) range, the Schaeffler Group's Industrial division offers bearing solutions that are perfectly tailored to the requirements of continuous casting plants. These include FAG full-complement cylindrical roller bearings and open and sealed FAG spherical roller bearings for strand guide rollers and INA needle roller bearings for the upper sections of casters. The range also includes FAG split spherical roller bearings and INA split cylindrical roller bearings for installation in driven rollers, plus special FAG water-cooled bearing housings. Schaeffler Group Industrial has many years of expertise in antifriction bearings for plants and applications used for the production and forming of steel and non-ferrous metals. In addition to world-class bearing solutions, it offers tailored services and technical advice on lifecycle management and total cost of ownership of rotating parts. Schaeffler Group Industrial's CoCaB range is supported by its Industrial Aftermarket segment, which provides a range of services, from maintenance and QA to bearing repairs.

The Schaeffler Group's Industrial division supplies INA and FAG an-

tiffriction bearings, plain bearings and linear and direct drive systems to around 60 industries via its global network of local distributors and advisors. It makes over 225,000 different products, ranging from millimeter-scale bearings, such as those used in dental drills, to large-scale bearings with external diameters of several meters, such as those used in wind turbines. With around 61,000 employees spread across more than 180 locations worldwide and annual sales of 7.3 billion euros (2009), the Schaeffler Group is one of the world's leading bearing manufacturers and automotive subcontractors.



An offshore wind turbine powertrain.



A FAG cylindrical roller bearing – the perfect FD bearing for continuous casting plants.

MDA 2011 is an important part of our growth strategy

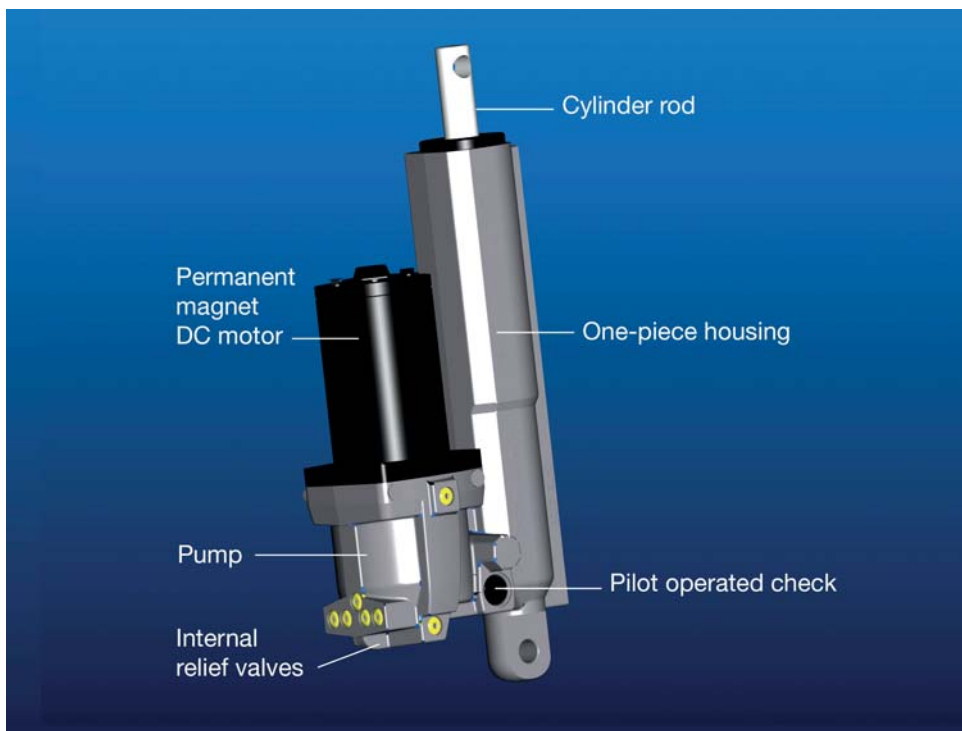
MDA worldwide interview with Thomas Schmidt, Sales & Marketing Manager Germany, Parker Hannifin GmbH

Parker Hannifin GmbH, the largest exhibitor at MDA 2009, generates annual sales in excess of 10 billion US dollars and is the world's leading manufacturer of drive and control technology. The company is particularly well known for developing and producing systems and precision solutions for commercial, mobile and industrial applications as well as for the aerospace industry.

Parker Hannifin's products – regarded as indispensable for the production and processing of raw materials and consumables, for infrastructure development and for all forms of transport – are distributed in 53 countries on all continents, including in Germany, where the company has had a presence for 48 years. MDA worldwide spoke with Thomas Schmidt, who, as Parker Hannifin's Sales & Marketing Manager for Germany, is responsible for organizing the company's presentation at next year's MDA show.

Mr. Schmidt, what is the significance of HANNOVER MESSE, and MDA in particular, to Parker Hannifin GmbH?

We consider HANNOVER MESSE to be the world's most important industrial trade fair. It is an ideal platform for discussing market requirements with existing and potential customers and for presenting innovative components and system solutions designed to boost our customers' energy efficiency and productivity.



Parker's innovative new Compact EHA electro-hydraulic actuator delivers a high power density at a relatively low weight, low-noise performance and a compact design. For further information, visit www.compact-eha.com.

What is the most important consideration for your company as MDA's leading exhibitor?

HANNOVER MESSE covers an unrivalled spectrum of industry sectors.

For us, as the world's leading manufacturer of drive and control technology, HANNOVER MESSE, with its strong international appeal and line-up of leading specialist tradeshows, represents a unique opportunity to present the diverse applications of our technology portfolio to a global audience. Just about everything that moves contains Parker technology.

Looking back, what is your assessment of MDA 2009?

Parker has steadily expanded its product range in recent years. At HANNOVER MESSE 2009, we were able to showcase our strengths as the technology leader in our industry to impressive effect. These include our high-quality products and comprehensive service, backed by global availability and local support. Our philosophy is to work in close partnership with our customers in all locations so as to enable them to work as productively as possible at all times.



Thomas H. Schmidt

What effect did your MDA 2009 showcase have on your customer relationships?

The positive atmosphere at MDA 2009 and the feedback we received from our customers were most encouraging. We are confident that, together, we can meet any future challenge. We were also delighted to be able to further cultivate our customer relationships and that our

diverse technology offering in the fields of electromechanical engineering, filtration, fluid coupling, hydraulics, pneumatics and process control systems was so well received. Our HANNOVER MESSE 2009 showcase, which featured our domnick hunter, Zander, Hiross, Legris, Origa and Rectus Tema brands, was a powerful demonstration of Parker's ability to provide specialized solutions for just about any application. No other supplier has such a comprehensive product range.

Our customers appreciate the added value they get from the total compatibility of all our components and systems. As a one-stop supplier, we are ideally placed to help them boost their productivity and hence their profitability.

What can we expect from your MDA 2011 showcase?

For us as a cross-industry supplier, MDA 2011 represents a unique opportunity to present our latest developments in the fields of electromechanical engineering, filtration, fluid coupling, hydraulics, pneumatics and process control systems to a wide audience. We will be presenting solutions that are based on state-of-the-art, energy-saving technologies.

And what are your expectations of next year's event?

We expect that MDA 2011 will serve as an important growth catalyst for industry. We also look forward to engaging in valuable discussion with our customers about our latest developments and value-added services. At the same time, we aim to highlight Parker's innovative power and comprehensive range of alternative, cost-saving drive systems. We will use our low-emission and energy- and resource-efficient solutions to build on the current tentative up-trend. I am confident MDA 2011 will help bolster the recovery in our industry.

What do you think will be the defining themes at MDA 2011?

We will focus on those areas that are particularly important for human society – areas that help us maintain and improve standard of living. Apart from the energy sector, that also encompasses everything to do with food production, water, air, life sciences, medical technology and environmental protection.

Mr. Schmidt, thank you for your time.

Where top decision makers meet

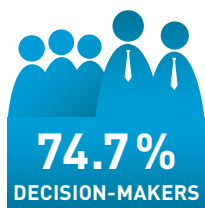
MDA exhibitors will be in pole position to tap into new markets

MDA – Motion, Drive & Automation is the world’s premier power transmission/fluid power trade fair, attracting an international audience of high-caliber trade professionals. MDA has made a name for itself as a catalyst for innovation and growth that impacts industries worldwide. Hannover is the place where the latest trends, innovations and developments are first introduced to a wider public. R&D is also a key part of the MDA showcase, which is designed to keep exhibitors and visitors up to date with the state of the art.

Solid investment spending

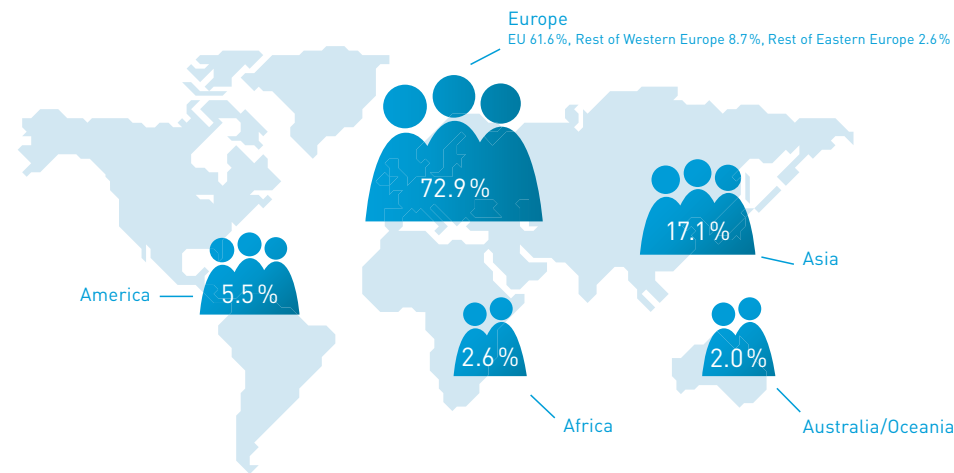
In 2009, over 75,000 visitors flocked to MDA. 74 percent were decision makers with decisive influence on their companies’ investment plans. And one in four came to MDA 2009 with firm capital investment projects in mind – worth an average of 717,235 euros. Over 70 percent of these involved technology updates or upgrades.

Since 70 percent of last year’s visitors have already made definite plans to return in 2011, exhibitors at the next MDA can look forward to once again meeting top decision makers from around the world and to fresh opportunities for tapping into new markets.



Platform for product launches

More than 97 percent of MDA visitors in 2009 were trade professionals. Over a quarter of



Decision makers from all continents travel to Hannover to attend MDA – Motion, Drive & Automation. The growth markets of Eastern Europe and Asia are particularly strongly represented.

these came from outside Germany, especially from the growth markets of Asia and Eastern Europe. Many exhibitors used the well-established, international platform that is MDA to launch new products and position themselves as innovators on the global market.

Cross-industry reach

Thanks to the vast synergy potential created by the simultaneous staging of a number of flagship trade fairs, MDA exhibitors gain exposure to trade professionals from all sectors of industry. At around 38,000 individuals, the largest contingent of visitors in 2009 came

from the manufacturing sector. The capital goods sector was next with around 29,000 visitors. Other key industries represented included the services, trade, energy, and skilled trades sectors. This broad spread opens up exciting cross-industry market development opportunities for exhibitors.

Potential customers from all backgrounds

The 2009 visitor survey revealed that MDA exhibitors made contact with potential customers from all backgrounds. For instance, around 18,300 visitors worked in research, development and engineering design, while 14,200 were employed in marketing, sales, advertising and PR, and 12,400 were top-level managers.



Know-how from around the world

High-caliber MDA Forum defines technology trends

Pioneering innovations, the latest trends and intensive knowledge transfer – the MDA Forum, which attracts renowned experts from around the world, is the show's vibrant communication hub. It is the place exhibitors, trade



visitors and developers go to learn about the current state of the art in power transmission and fluid power technology, the place where they share knowledge and personal assessments. In 2011, the focus for suppliers and users will be on efficiency, especially on options for optimizing drive and control systems.

The Forum's themes will be reflected throughout the MDA fair, for instance, among its exhibits of CMS (condition monitoring systems) technology. Alongside the Forum, in Hall 25, the E-Motive group exhibit at the MobilTec tradeshow will present a range of electric drive technologies. E-Motive is part of a Deutsche Messe initiative aimed at showcasing innovative system solutions for alternative drive concepts in vehicles, such as hybrid, hydrogen and battery-powered motors. The MDA Forum is organized by the German Engineering Federation (VDMA).

The MDA range of exhibits

Electrical and mechanical power transmission

- Gear wheels and gear systems
- Gear systems for stationary uses
- Vehicle gear systems
- Steering systems and axles
- Infinitely adjustable gears
- Other gear systems
- Antifriction bearings
- Plain bearings
- Linear technology
- Couplings
- Brakes and brake systems
- Belt drive and chain drive systems
- Other power transmission components
- Lubricants
- Expert systems
- Power transmission accessories
- Electric motors
- Electronic power transmission systems, electric drive systems and motor protection equipment
- Internal combustion engines
- Geared motors
- Frequency converters
- Services

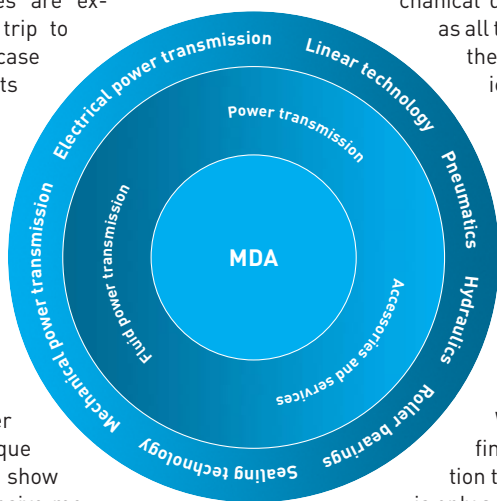
Fluid power transmission – hydraulics and pneumatics

- Hydraulic pumps, motors, cylinders and gear systems
- Hydraulic valves
- Hydraulic accumulators
- Hydraulic units and systems
- Test rigs
- Water hydraulics
- Hydraulic fluids, filters, hoses
- Central lubrication systems and lubrication pumps
- Pneumatic motors and cylinders
- Pneumatic valves
- Hydraulic manifolds, cartridge valves
- Maintenance units
- Complete pneumatic control units
- Pressure transformers, dual fluid actuators
- Pressure switches
- Hoses and hose connectors
- Seals and accessories
- Services

It all revolves around MDA 2011

MDA is the shop window for the entire global power transmission and fluid power industry

Over 1,300 companies are expected to make the trip to Hannover to showcase their latest products and developments to a global audience. The high concentration of new product roll-outs will reinforce MDA's position as an innovations platform, while exhibitors will benefit from the outstanding infrastructure of the Hannover showgrounds, the unique HANNOVER MESSE show concept, and the intensive media coverage expected for the 2011 event. HANNOVER MESSE 2009 generated a total of 439 TV reports, many of which focused on MDA as one of HANNOVER MESSE's flagship shows.



chanical drive technologies as well as all the major innovations from the hydraulics and pneumatics sectors. There will also be significant overlap between the drive and fluid technology innovations presented at MDA and the technology highlights of the other 12 HANNOVER MESSE flagship fairs. Trade visitors at Industrial Automation, Energy, Industrial Supply, Wind and MobilTec will find that all the key information they need for their projects is only a short walk away.

At the heart of the show

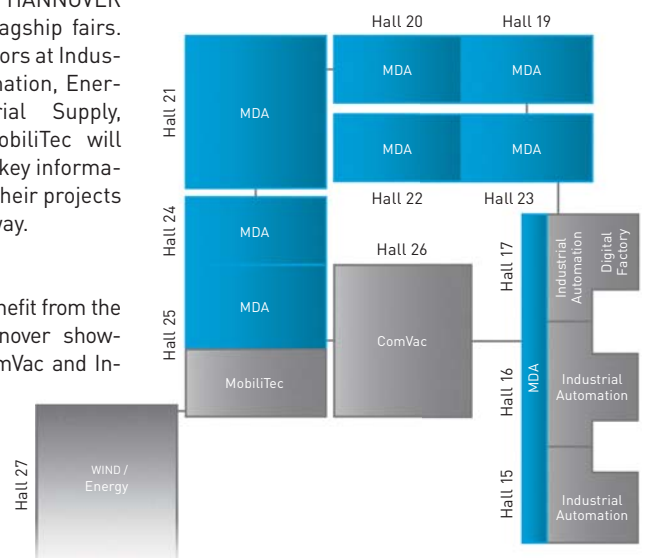
Companies exhibiting at MDA will benefit from the fair's central location on the Hannover showgrounds. The MobilTec, Energy, ComVac and Industrial Automation flagship fairs are all in its immediate vicinity. Visitors at these other fairs will thus be able to reach the stands of MDA exhibitors with relative ease.

The perfect place to build and maintain networks

Captivating special presentations and the renowned MDA Forum provide ample opportunities for building new networks. In addition, exhibitors will be able to enlist the help of the German Engineering Federation (VDMA) in putting their innovations in front of key business and government leaders.

MDA – a driving force at HANNOVER MESSE

Next year's MDA – Motion, Drive & Automation will showcase the full gamut of electric and me-



The great all-rounder of the trade fair world

HANNOVER MESSE 2011 will cluster all the key industries in one place with its 13-tradeshow round-up



13 flagship fairs spanning all key areas of industrial technology, with MDA top of the bill – a winning format that enables HANNOVER MESSE to provide a depth of coverage that is without equal worldwide. For five full days, exhibitors and trade visitors will benefit from the enormous synergy generated by the interplay of a wide range of industries and technologies. Hannover is where key industrial technologies are clustered to cater for a perfectly balanced mix of visitor interests. This successful trade fair format is guaranteed to attract a high-caliber international audience of industry professionals. HANNOVER MESSE's broad thematic coverage, high level of international participation and professional organization make it the world's most important industrial technology fair and an ideal presentation platform for the latest innovations and trends. Its unique structure allows exhibitors to tap into new markets in their own and allied industries.

The perfect MDA exhibition stand is just a few clicks away

The convenience of online configuration tools will be familiar to anyone who has ever purchased a car or planned a vacation via the Internet. Deutsche Messe's Online Business Service – OBS for short – is an online configuration tool and an uncomplicated and transparent way of planning your MDA exhibition stand.



The obs.messe.de site is an obligation-free service where potential exhibitors can find out about the registration process for MDA 2011 and, in a matter of minutes, plan, compare and cost display space and display stand systems as well as services like advertising, technical and press support.

If you have any questions about the OBS system or your access data, feel free to contact the OBS team on +49-511/89-37000 or via email at obs@messe.de.

Further information: obs.messe.de

fair package – the package that pays

Our "fair package" turnkey solutions enable you to book all-inclusive trade fair packages that include display space, modular stands and a wide range of services. Simply use the "fair package" order form to record your company details for your catalogue, Internet and PR listings and display signage, and to specify your preferred carpet

color. All the other services in the package will be provided automatically. For an additional charge you can, of course, tailor your fair package by adding additional items and services.

A fair package is the perfect solution if you want budgetary certainty but don't want to spend too much time organizing your showcase.



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**MDA RUSSIA, PTC ASIA, MDA INDIA
and WIN - World of Industry Part II**

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