

- Earthmoving
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- Lifting & Handling
- Haulage
- Roads
- Mining and Quarrying / Materials
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- Construction
- Surveying / Engineering
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- ▶ 1,500 exhibitors
- ▶ More than 45 countries
- ▶ 350,000 sq. m exhibition space



The 2006 international meeting place for the construction and civil engineering industries

Your free entrance badge at www.intermat.fr
 Invitation reference no.: DIV INT06300

INTERNAT

International Exhibition of Equipment, Machinery and Techniques for the Construction and Building Materials Industry

2006

www.intermat.fr

From 24 to 29 April
Paris Nord Exhibition Centre - France

INTERNAT
 1 rue du Parc - 92593 Levallois-Perret Cedex - France
 Fax : +33 (0)1 49 68 54 75
 E-mail : intermat@intermat.fr - Web : www.intermat.fr



INTERNAT, a trade show organized by the Expositum Network
www.expositum.fr

www.intermat.fr

Why go to

c&a

intermat

INTERMAT

International Exhibition of Equipment, Machinery and Techniques for the Construction and Building Materials Industry **2006**

www.intermat.fr

Next month Intermat will open its doors in Paris to over 200,000 buyers of construction equipment from all over the world, no matter if you are a manufacturer, distributor, rental company or end user, taking a couple of days out of your busy schedule may pay dividends and possibly even be fun. So Why should you go?

Manufacturers

If you are thinking of exhibiting and have not yet booked a stand, it may well be too late. The organisers say that it is sold out, however from experience it is still worth asking, especially if you do not need a large stand. Intermat is a great show for finding distributors for certain markets as well as meeting buyers, particularly from Southern Europe, the Middle East, South America and North Africa. If you are not exhibiting, it is still well worth visiting, in order to see what your competitors are up to and meet some of your customers in the aisles, although given its size this is a bit hit and miss. If your potential customers are among the exhibitors, the larger companies bring along their engineers and buyers, in order to seek out new components and suppliers, so it can be an excellent opportunity.

Distributors

As we have already said Intermat is a great show for potential principles and dealers to meet, you will find some exhibitors at Intermat that you are unlikely to see elsewhere.

Rental companies and other buyers

A number of manufacturers are planning to use Intermat to launch new products and concepts, some of which they have already announced and others which they have not. You will also see products you won't find at other shows. A show is also a good opportunity to meet new people and "feel" the mood and tempo of the market. If you have money to spend, many manufacturers love to justify the expense of exhibiting, so closing a deal on their stand may well win you a little more discount or some

better terms. You have the chance to meet not only your usual contacts but also the company's senior managers. So a great opportunity to settle an outstanding issue or problem.

End users/contractors

This is as much a show for you as anyone, the idea is that at a big show like this the worlds manufacturers display new ideas, new equipment and attachments that can make your trade more efficient, safer or simpler. With 1,500 companies from all over the world showing off their latest and greatest wares, you are sure to pick up a few good ideas and learn something. With the steady stream of new regulations and directives, this is also a good chance to learn how manufacturers are dealing with such rules.



Pick up a copy of Vertikal Intermat, guide to lifting exhibits and Paris

Seminars

Intermat is not the best for conferences or seminars, but a number of events and demonstrations are planned, including some special areas such as Mecabat, where talks and reports will be presented on the mechanisation of small and medium job sites. CETIM, where the focus is on innovations and expertise, including the future use of computers on construction sites. The IPAF demonstration area where working safely at height is demonstrated. The scaffold area, where the French scaffold association, SFECE, will present and demonstrate the latest scaffold training ideas.

If you are to get the most out of a visit you do need to work at it and plan ahead.

Basic facts

When: April 24th to 29th

Where: The Paris Nord, Parc des Expositions in Villepinte, near the Charles de Gaulle airport.

Hours: 9:00 till 18:00

How to get there: Free shuttles run every 30 minutes from the airport. The RER line B, regional train between the CdG airport and Paris, stops at the "Parc des Expositions" station.

Where to stay? Paris has plenty of hotels, so no problem finding one, the challenge is finding one that is close by. Airport hotels are likely to be fully booked already, so look

for hotels along the RER line B through Paris, it only takes 20 minutes and in the evening you will appreciate being close to all the restaurants and, for some, the nightlife!

How to find your way around: Pick up a copy of Vertikal Intermat of course! In English, French and German, this fantastic free guide sorts the "wheat from the chaff" and only covers, lifting related products. It also includes a guide to Paris, with the best map of the Paris Metro and RER, a selection of restaurants and things to do. You'll find copies on most crane and access stands, on the Vertikal stand or from one of the Vertikal hostesses.



This is a big show, most Cranes, Access and telehandler exhibitors are outside in E5 and E6 areas.