



NUFAM

TRADE FAIR
FOR

COMMERCIAL VEHICLES

26 – 29.09.2019

KARLSRUHE TRADE FAIR CENTRE

GET THINGS MOVING!

WWW.NUFAM.DE

ORGANISER:



CONNECTING IDEAS.
Karlsruhe –
Messen und Kongresse

WELCOME TO NUFAM 2019

For four days, NUFAM offers you the opportunity to meet trade visitors and decision-makers from a diversity of industries. The spectrum of exhibitors is just as varied.

We wish you an exciting and successful trade fair!

WWW.NUFAM.DE

WWW.FACEBOOK.COM/NUFAM.KARLSRUHE



NUFAM's trade visitors:

- › Transport, forwarding and logistics
- › Local authorities and public institutions
- › Craftsmen
- › Construction industry
- › Transport companies
- › Automotive industry
- › Fleet managers
- › Professional drivers
- › Specialist media
- › Interested members of the public

NUFAM's exhibitors are manufacturers, merchants, and service providers from the following sectors:

- › Heavy goods vehicles
- › Light commercial vehicles
- › E-mobility, alternative drive and hybrid systems
- › Autonomous driving
- › Bodies and trailers
- › Wheels
- › Workshop equipment
- › Load securing
- › Municipal service technology and attachments
- › Interior technology
- › Telematics solutions
- › Cranes and lifting equipment
- › Repair / Care / Maintenance
- › Accessories, parts and lubricants
- › Forwarding and logistics companies
- › Service providers
- › Special suppliers

▀▀ We were very successful at NUFAM and having already closed deals and paved the way for more, we are very satisfied. We'll certainly be back again in two years. ▀▀

MARKUS WIEDEMANN
Sales manager | Humbaur GmbH





NUFAM 2017 delivers with flying colours. Watch the **video online** now (German version):
www.nufam.de/messefilm2017/



HEAR IT FROM THE EXPERTS - THE PROFESSIONAL PROGRAMME

MUNICIPAL MEETING PLACE

This successful event focussing on municipal aspects is entering its next round! Meet decision-makers in local authorities and bring yourself up to date on the latest issues. The Municipal Meeting Place presents a wide range of different municipal vehicles.

WORKSHOP, PARTS, ACCESSORIES

The forum for new products and services in the automotive aftermarket provides an insight into the coming trends and addresses current challenges.

LOAD-SECURING FOCUS

Also in 2019, this special event brings the subject of load safety to the fore at NUFAM. Find out more about proven approaches and solutions, interesting innovations and key safety issues.

TELEMATICS MEETING

Attend the Telematics Meeting to find out about new approaches and experience best-practice examples of innovative telematics solutions.

THE NUFAM DEMO-PARK

The Demo-Park at NUFAM points the way from theory to practice. Experience the latest automotive technology live in action daily at the event – from HGVs and trailers to attachments.

TRUCK DRIVER FORUM

NUFAM's Truck-Driver Forum in 2019 also revolves around issues concerning the people behind the wheel on a daily basis.

▀▀ *winkler was represented at NUFAM for the fourth time in 2017.*

This trade fair is a great platform for us for meeting up with existing customers in a professional yet relaxed atmosphere and for establishing new contacts. We really appreciate the long-standing, collaborative partnership with the organisation team on site and are already looking forward to NUFAM 2019. ▀▀

UWE SEUFERLE

Operations manager | Winkler Fahrzeugteile GmbH & Co. KG





Mercedes-Benz

NUFAM
360°-TOUR

Step on board here
for a **virtual tour**
of NUFAM:
www.nufam.de/360world/



NUFAM 2017 - TARGET GROUP CONTACTS OF HIGH QUALITY

NUFAM has permanently established itself as a key player amongst exhibitors and visitors:

- › **46.0 %** of visitors say **NUFAM** is the only trade fair they attend in the commercial vehicle sector
- › **74.0 %** of visitors regard **NUFAM** as an important platform for investment decisions

EXTREMELY HIGH QUALITY AS A GUARANTEE OF SUCCESS FOR YOUR TRADE-FAIR APPEARANCE

The outstanding data on the event's visitors speaks for itself:

- › **82.5 %** share of trade visitors
- › **75.0 %** with an intention to purchase after the event
- › **27.0 %** concluded business deals on site
- › **95.0 %** of customers satisfied

▀▀ *We are very pleased with how the trade fair has gone. We've had numerous talks with owners and fleet managers, some of them from key accounts. This is our fourth time at NUFAM and our stand is now twice the size of last year's. We'll certainly be back in 2019.* ▀▀

SEBASTIAN NILKENS
Regional sales manager for loading cranes | Palfinger GmbH



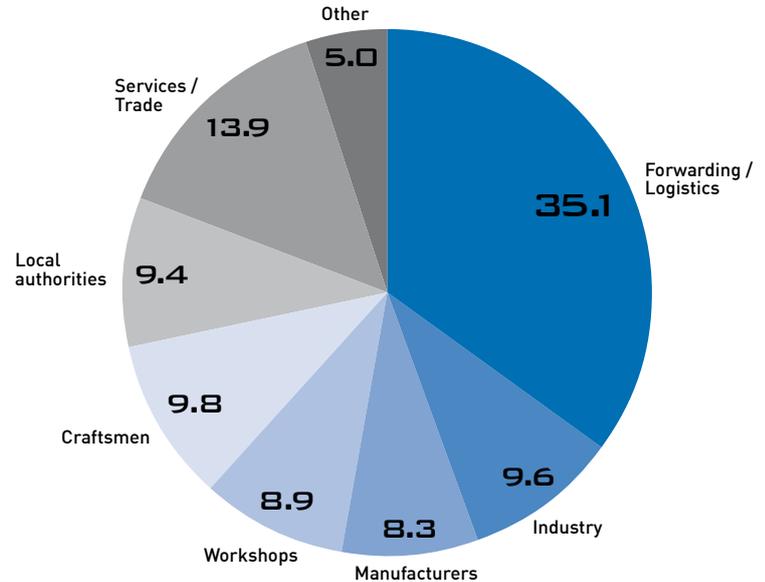


THE COMMERCIAL-VEHICLE TRADE FAIR IN 2019!

NUFAM VISITORS' BRANCHES OF INDUSTRY

What awaits you there:

- › 4 exciting days
- › more than 23,000 visitors
 - \ roughly 20,000 of them trade visitors
 - \ more than 70 % decision-makers
- › more than 400 exhibitors from 16 countries
- › more than 65,000 m² of exhibition space



“ NUFAM has been one of the trade fairs we like attending most in the commercial-vehicle industry since our first participation began. The event’s management is competent, friendly, and knowledgeable to the extent that we always feel the whole trade fair, from setting up our stand to beyond the valuable days of the event itself, was a complete success. Over the years of taking part in NUFAM, we have also been able to motivate a number of customers to co-exhibit, with all of them eager to come again, as well as acquire new and lasting good customers. We’re already looking forward to 2019. ”



HELMUT HAAK
Head of HGV OEM

AEOLUS-TYRES by Heuver Distribution

DETLEV SCHWARZNECKER
Account manager HGV Aftersales North





▀▀ *As co-initiator, we're pleased how positively NUFAM has developed. We have been firmly rooted in the region for 48 years now, which is why NUFAM means a lot to us. This platform gives companies a focussed overview of vehicles, products, services in the commercial-vehicle industry. Trade visitors receive on site key information relating to all the important and necessary requirements and specialisations. ▀▀*

ANDREAS KNIRSCH
Managing director | Martin Knirsch Kraftfahrzeuge GmbH

YOUR PERSONAL INVITATION TO KARLSRUHE

NUFAM has a great advantage. It provides, in compact form, **a good overview of new developments** in the industry. It's also the ideal place to meet numerous customers, partners and other market players within a few days.

It offers a multitude of opportunities to **exchange news and views with industry representatives** in talks on stands, over a drink at the popular exhibitor evening or in specialist forums.

The **specialist lectures by experts** enable you to form your own opinion of current issues and developments. Added to this is the **high quality of the visitors**. Most of them attend with a **clear purchasing intention** or to prepare for investment decisions.

When all this coincides with a **special atmosphere, exemplary organisational procedures** and **individualised support** for exhibitors, a successful event is assured.

We're firmly convinced of it, which is why we invite you to come to Karlsruhe from 26 to 29 September 2019.

NUFAM is the **only national trade fair for the commercial vehicle industry** in 2019 offering and pooling all these features.

We look forward to seeing you there!

▀▀ *NUFAM's popularity is growing all the time, which is why Kögel was represented with its own stand in 2017. There was keen interest in the Kögel vehicles there and because we are so near, visitors were glad to drop by more often. Of course, we endeavour to cater to the needs of all our customers by participating in trade fairs and association events at a wide variety of venues in Germany, as we do in the Karlsruhe / Baden region. It's precisely for this reason that Kögel will be taking part in NUFAM again in 2019.* ▀▀

JOSEF WARMELING

Sales director Western Europe, used vehicles, value-added services, association relations and OEMs
Kögel Trailer GmbH & Co. KG



KARLSRUHE TRADE FAIR CENTRE - THE PLACE TO BE FOR YOUR BRANDS AND PRODUCTS

- › 52,000 m² of indoor hall space
- › over 10,000 m² of outdoor grounds
- › exemplary infrastructure
- › efficient functionality
- › award-winning architecture
- › Demo-Park and “Municipal meeting place”

Organiser:

Karlsruher Messe- und Kongress GmbH
Festplatz 9 | D-76137 Karlsruhe | Phone +49 721 3720-5000
www.messe-karlsruhe.de

SECURE YOUR TOP PLACEMENT! OUR EXPERTS ARE YOUR CONTACTS:



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FIND OUT MORE: WWW.NUFAM.DE

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