



FEFCO

Technical Seminar

9-11 October 2019 - Palexpo - Geneva

Sponsorship Opportunities

FEFCO Technical Seminar



For more information go to:
<http://www.fefco.org/fefco-technical-seminar-2019>

Welcome!

The 20th Technical Seminar will be held on 9-11 October 2019 at Palexpo, Geneva, Switzerland.

FEFCO Technical Seminar has now gained an excellent reputation in Europe and beyond over more than 30 years. It is the not-to-be-missed European Corrugated conference and exhibition!

Geneva is in the heart of Europe and its international airport offers connections to over 140 destinations worldwide. The airport is only 6 minutes by train from the city centre. Furthermore, Palexpo is located right next to Geneva International Airport, so the event is easy to reach.

Our Seminar is the best industry platform gathering corrugated board manufacturers and their suppliers for a 3 day Conference and Exhibition. It provides the opportunity to meet your industry colleagues, share knowledge and hear innovative ideas to bring back to your company.

In 2019, the theme will be "**Mastering our processes**" and the programme will tell the story of a box, from the customer order through the process to the customer. Once more, the FEFCO Production Committee is putting together a programme which is innovative, practical and instructive in order to bring a high value to the participants.

The last event in Vienna was a big success with a records attendance of more than 1000 participants from 40 countries and 126 stands booked by 87 Exhibitors from various areas such as machines manufacturers, paper producers, material handling, converting equipment and services.

FEFCO took your feedback into account to make this 2019 event even more attractive. Therefore, **all the lunches and refreshment breaks will be served in the Exhibition Hall** in order to attract more visitors on the exhibition ground floor and to increase traffic around the stands.

We are also confident that Palexpo and its suppliers will offer a high level of in-house services and flexible solutions meeting the exhibitors' requirements at a reasonable price.

We do look forward to counting you among our event Sponsors.

Angelika Christ
Secretary General

Nathalie Schneegans
Communication Director



Why sponsor FEFCO Technical Seminar?

FEFCO Sponsorship offers your company the opportunity to have exclusive visibility throughout the whole event, to build brand awareness and to promote your new products.

We offer a large selection of promotional activities, exclusive promotion, signage, social activities, and dissemination of promotional materials. You can choose the most effective way to reach your current customers and even create the occasion to reach new ones.

For new members, it is a great opportunity to be visible and introduce your products and services

Sponsorship Benefits

- Effective dissemination of your messages to a prime audience
- Brand awareness
- Differentiation from competition
- High visibility before, during and after the event
- Special visibility throughout the event
- Acknowledgement in FEFCO promotional material
- Specific recognition from your customers

Key facts and Figures - 2017 Technical Seminar

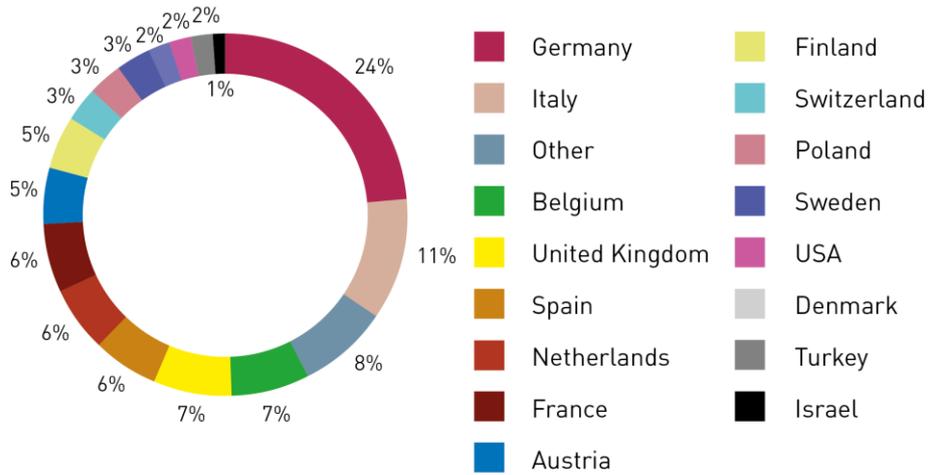
- Membership event gathering key decision makers
- 3500 m² exhibition area
- 126 stands
- 87 exhibiting companies
- 1000 visitors and delegates from 40 countries
- 60 spotlight presentations
- 20 journalists reporting on the event

Sponsorship Opportunities

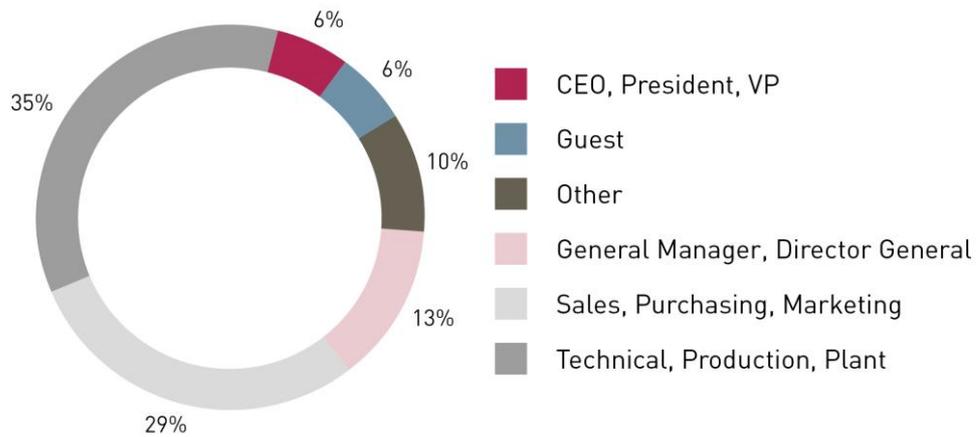
We offer you a large selection of sponsorship opportunities, from the main sponsorship to “A la carte” options and or tailor-made possibilities.

2017 FEFCO Technical Seminar attendance

2017 Seminar by country



2017 Seminar by position



Welcome reception – Cocktail on Wednesday 09 October - Palexpo

Host the official gathering and networking activity of the FEFCO Technical Seminar on Wednesday 09 October which will take place at Palexpo. Delegates and Exhibitors are invited to attend this reception. This will give you the opportunity to present your company, display promotional material, and also hand out gifts or flyers to the attendees.

1. This package includes:

- ✓ One free registration for the full seminar and two registrations for the exhibition
- ✓ Verbal acknowledgement in various speeches during the Technical Seminar
- ✓ Possible brief welcome address at the opening of the cocktail
- ✓ Prominent signage in the event space (space to be confirmed)
- ✓ Prominent signage in the cocktail area
- ✓ One advert in the FEFCOConnect special issue distributed at the event, (1 full page)
- ✓ Up to 3 documents in the delegates' bag
- ✓ Reference to your sponsorship in FEFCOConnect before and after the event (also inserted in International Paper Board Packaging - IPBI magazine)
- ✓ Acknowledgment in the conference programme (web, print and mobile application)
- ✓ Posting of your logo on the home page of the Technical Seminar website

2. Event Mobile App

- ✓ Your Banners as main event Sponsor
- ✓ Extra information in the exhibitors list (logo + link to a website)
- ✓ Possibility to distribute your message via the app (scheduled push notifications)

Only one company can claim this package which gives a high visibility during the entire FEFCO Technical Seminar event.



Provide signage – for 3 days - in 1 or more catering spaces taking place in the exhibition hall

5 000 €

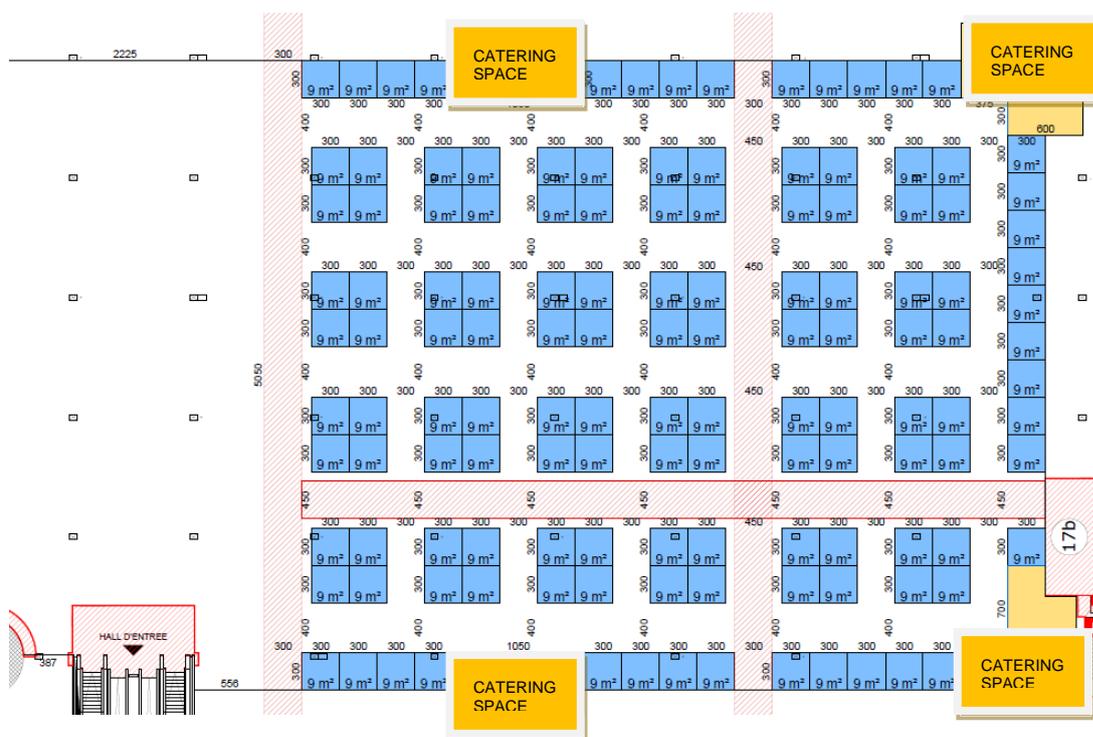
This sponsorship includes a high visibility signage in each of the catering area, in addition you can use this opportunity to display promotional material or roll-up (exact space and position to be confirmed by Palexpo at a later stage).

Up to 4 companies can claim this option **which will give you high visibility during the entire duration of the Technical Seminar.**

FEFCO will provide a **basic signage package** (exact possibilities to be confirmed once the catering space is 100 % finalised).

For example: Large adhesive stickers on the wall of the catering space, hanging signs and / or Roll-up.

Sponsors can order extra signage from Palexpo if they want extra visibility.



Selection of Signages throughout the venue (maximum 2 or 3 companies depending on the situation, be it at the Congress Centre, registration, lobby, corridors, or in the staircases)

Starting from 1 500 € - Subject to space availability and set-up possibilities

Texts, design and logo to be provided upon request from FEFCO.

Production costs, hanging, rigging or installation at the charge of the sponsors.

See examples below:

- Staircases next to the escalator leading to the exhibition area
- Outdoor & indoors panel double sided (0.9 x 1.7 m)
- Directional cubes (2.2 m x 1.3 m) and columns
- Panels near the escalators going to the exhibition
- Adhesive floor stickers
- Adhesive stickers for walls – various sizes
- Digital signage – screen size 55” – various types
- Large selection of banners

A la carte Sponsorship

OPTION C

Wi-Fi - (Limited to 1 company)

4 000 € excl VAT

Text and logo to be provided upon request from FEFCO.

Examples from Palexpo (from Medical congress)

This could be your company logo



A la carte Sponsorship

OPTION D

Lanyards (maximum 2 companies)

price for each company 1 500 € excl VAT

(with double trigger clips) - Examples available at FEFCO

A la carte Sponsorship

OPTION E

Give-aways for distribution (maximum 2 companies)

1 500 € excl VAT

Give-aways have to be approved by FEFCO. Promotional material must be handed-out or displayed by the Sponsor in the conference room or on the exhibition floor.

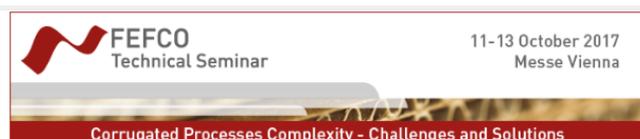
Seminar e-newsletter - 2 issues will be sent to FEFCO members

300 excl VAT

Subject to the participation of a minimum of 5 companies

Your company logo and text describing your company activities to be provided upon request from FEFCO.

Examples of Technical Seminar 2017 e-newsletter



Dear Member,

As Chairman of the FEFCO Production Committee, I am pleased to update you on the Technical Seminar.

More than 540 delegates registered and 82 exhibitors have booked their stand(s). We, in the Production Committee (PC) are finalising the conference programme which is tailor-made to the needs and interests of the corrugated industry. Thanks to the expertise and knowledge of the

PC members we can assure you that the content will be of the highest standard.

If you have not yet registered, there is still time to do so. Please find some good reasons why you should not miss this event.

- The Technical Seminar is the only platform in Europe dedicated to the corrugated industry offering an incomparable combination of seminar sessions, supplier presentations and an exhibition.
- The conference highlights the various components of daily, operational functionalities in the corrugated industry and gives an overview of future developments and opportunities.
- It is a unique occasion to meet with your peers, your suppliers and customers. Not only does FEFCO offer an exhibition and high-level conference but it also organises exclusive get-together events such as a cocktail reception, lunches and coffee breaks during which you can work, discuss while at the same time relax.
- The exhibition covers the whole supply side of our industry (machines, software, services, tools, etc) in a clear set up and with possibilities to meet your suppliers in a calm and professional environment. All the main suppliers will be attending. Imagine the time it would take if you had to organize meetings at plant level – it would probably take months! So investing 3 days in Vienna is really a time and money saver!
- By bringing our industry members together, with hotels near the venue means there are even more opportunities to exchange ideas and experiences with industry stakeholders.
- Vienna is in the heart of Europe, and easy to reach from anywhere. And why not extend your business trip for the weekend?

The Technical Seminar is the place to be and a must attend event! Not being there is almost comparable to not existing anymore! Would you dare miss it?

Marc Van Damme

Marc Van Damme,
Chairman, FEFCO Production Committee

Exhibitor highlights



The current surge in E-flutes and micro-flutes means more flutes per sheet, more starch consumption, more moisture in the board and a need for either slower speeds or a higher drying capacity. The need for an efficient glue set really comes into focus here, since better control of the glue application process is essential to deliver the most cost-effective results. Simply put, board quality is the foundation for corrugated excellence regardless of which printing process is applied. Being in the anilox and glue roll business, Apex stays on the cusp of what's new and brings solutions to the industry and to Fefco's Technical Seminar in October 2017! www.apex-groupofcompanies.com



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Over 25 years of tradition, combined with outstanding capacity for innovation and the strictest quality requirements, shape the image of the ATS-Tanner Group. In the six main market segments of graphics, food, manufacturing, logistics, pharmaceuticals and merchandising, ATS stands out for impressive problem-solving expertise in the area of final packaging and packing for transportation. www.ats-tanner.com/en/home



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CONPRINTA Printing Technology is well established through its successful Belt Printing Technology and offers highest flexibility in preprint. The unique combination of specialized know-how from corrugated packaging and machine engineering has enabled CONPRINTA to perfect its product for the ever-changing demands of the corrugated industry. CONPRINTA Printing Technology is well established through its successful Belt Printing Technology and offers highest flexibility in preprint. The unique combination of specialized know-how from corrugated packaging and machine engineering has enabled CONPRINTA to perfect its product for the ever-changing demands of the corrugated industry www.conprinta.com



starboard®, a paper brand from heinzelpaper, stands for strong and eco-friendly recycled containerboard for ecological packaging solutions. The starboard® product range facilitates a diversity of packaging applications that extend from the foods and refrigeration segment, to the automotive, pharmaceutical, chemicals and furniture industries, online retail and consumer goods such as cosmetics and clothing. starboard® containerboard is available from 70-240 gsm. www.starboard.at



OM Partners provides packaging manufacturers with advanced technology solutions to greatly enhance their ability to meet customer demands, reduce costs and increase production efficiency. Short lead times, constantly changing deadlines and complex manufacturing scenarios make it harder and harder to meet customer requests while balancing efficiencies and keeping costs and WIP under control. The integrated suite of software solutions from OM Partners helps to solve this puzzle with intelligent, innovative software. Link to webpage: <https://ompartners.com/en/solutions/omp-for-corrugated-and-solid-board/Overview>

Tailor-made options

to be discussed with FEFCO

Conditions

- The main Sponsor must be an Exhibitor
- The Sponsor is responsible for providing the promotional items and is responsible for the distribution, display and installation of their sponsorship material.
- The Sponsor is responsible for the production, the installation and supervision of their banners, displays and/or roll-ups with Palexpo.

Contact

To discuss Sponsorship opportunities please contact Nathalie Schneegans - FEFCO Communications Director:

Tel: +32 2 650 08 32 - Email: nschneegans@fefco.org

