

# Contact Us

## Show Director

Tracy Gouden

Tel: +27 10 599 6166

e-mail: Tracy.Gouden

@za.messefrankfurt.com

## Sales Executive

Sebastian Lecki

Tel: +27 10 593 0783

e-mail: Sebastian.Leck

@za.messefrankfurt.com

## Supported by:



# Meet your target market at the Show

Participate for Business Success:  
an indispensable part of your marketing programme



## **Targeting trade visitors from sub-Saharan Africa, Scalex Johannesburg presents a unique opportunity to:**

- Meet existing and potential new clients, acquire new leads, make new contacts and use the trade fair for what it represents: a unique business opportunity to consolidate and expand your business in South Africa and the sub-Saharan African Region.
- A truly international trade fair and business platform for the Logistics Sector in the sub-Saharan African Region.
- An ideal venue for launching new products and services into the market.
- Business Matchmaking services to optimise business contact.
- Stay abreast of the latest developments in product technology, logistics infrastructure development, management and control, training and development at the Scalex Conference and Workshop Programme, an integral part of the Scalex Johannesburg Fringe Programme.

## **The most valuable value proposition for the Logistics Sector**

Be part of the largest and most comprehensive trade fair and business platform for the Logistics Sector in sub-Saharan Africa; not to be an active participant is to miss out on the personal contact, business potential and opportunities that can only be unlocked at a trade fair of this stature!



# Scalex Johannesburg 2019

An innovative and pioneering trade fair for the Logistics Sector to provide a dynamic business platform, targeting trade visitors from sub-Saharan Africa.



The indispensable role of the Logistics Sector with all the complexities it embraces, is a key contributor to business operations in the supply chain and a crucial element for economic growth. The Sector is a major driver in the ever-increasing quest for efficiency in the rapidly-developing global business environment from cost efficiency and service delivery points of view.

Nowhere is this more apparent than in sub-Saharan Africa with its large number of land-linked countries, where logistics services are majority dependent on road transport and will remain so for decades to come.



Whereas the Logistics Sector in South Africa is highly ranked at 20 out of 160 countries in the World Bank's Logistics Performance Indicator (World Bank Connecting to Compete Report, 2016: up from 34 in 2014), it is in stark contrast with the situation in the sub-Saharan African Region, although strong growth is indicated in Southern and East Africa.

With annual infrastructure spend in sub-Saharan Africa projected to reach USD 180 billion per annum by 2025, the indications are strong that this will support the enablement of increasingly efficient logistics services and the prospects for business expansion in South Africa and the sub-Saharan Region by the Logistics Sector are apparent.



# scalex

## JOHANNESBURG

South Africa's leading trade fair for transport systems, infrastructure and logistics solutions targeting trade visitors from the Sub-Saharan Region.

18. – 21. 9. 2019

JHB Expo Centre, Nasrec

Co-located with:

**automechanika**  
JOHANNESBURG

**futuroad** expo  
JOHANNESBURG



**messe frankfurt**





## The ultimate comprehensive Logistics trade fair and business platform for the sub-Saharan Region

SA Shows Messe Frankfurt, a wholly-owned subsidiary of Messe Frankfurt Exhibition GmbH, proudly presents a comprehensive business platform for the Logistics Sector, targeting trade visitors from the sub-Saharan African Region, from 18 to 21 September 2019 at the Johannesburg Expo Centre, Nasrec.

### Exhibition Profile and Product Groups

#### Logistics

- Combined Transport Systems
- Container & Cargo Handling
- Container Manufacturers & Container Sales
- Courier, Express & Parcel Services
- Customs Clearing Agents
- Freight Distribution Centres
- Freight Forwarding Companies & Agents
- Intralogistics Solutions
- Logistics Companies & Service Providers; Roll On and Roll Off

#### Materials Handling

- Automated & Driverless Transport Systems
- Castors, Wheels & Tyres
- Conveyors & Continuous Handling Equipment

- Cranes & Hoists
- Forklifts & Hand Lift Trucks
- Ground Conveyors & Accessories; Hydraulic & Pneumatic Lifts & Ramps; Industrial Trucks & Trailers
- Ladder Systems
- Lifts
- Loading & Unloading Equipment
- Stackers, Trolleys & Carousels
- Straddle Loaders
- Warehouse Vehicles

#### Distribution, Storage & Warehousing

- Cold Chain Equipment & Management
- Consignment Tracking & Identification
- Distribution & Loading Facilities
- Floor Marking & Floor Protection
- Hazardous Goods Handling & Storage
- Labelling & Identification
- Management & Integration Systems
- Mobile, Wireless & Telecommunications
- Order-Picking Equipment & Systems
- Packing, Weighing & Measuring; Pallets, Bins & Containers; Process & Automation Control
- Racks & Racking
- Research, Planning & Development

- Robotics Systems
- Stock Management Systems
- Storage Systems & Equipment
- Warehouse Fire Control Systems

### Specialist Service Providers

- Access Control & ID Systems
- Advisory, Business Intelligence & Consultation Firms
- Asset Protection & Risk Management
- Certification, Education & Training
- Emergency Services & Assistance
- Finance, Leasing & Insurance
- ICT Solutions & Integration
- Investment & Project Finance
- Research, Planning & Development Providers
- Safety & Protection
- Security
- Consultants & Service Providers
- Security Training & Consultants

### Industry Bodies

- Industrial & Supplier Development Parks
- Industry Associations
- Industry Institutions and Specialist Providers
- Intellectual Property Rights Organisations
- Investment Promotion Agencies
- Logistics Hubs & Free Trade Zones
- Research, Planning & Development
- Trade Facilitation & Development Bodies

### Business Matchmaking Services

Business matchmaking services will be available to exhibitors before and during the Show.

### Conference and Workshop Programme

Stay abreast of the latest developments in the industry by participating in the Conference and Workshop Fringe Programme during the Show

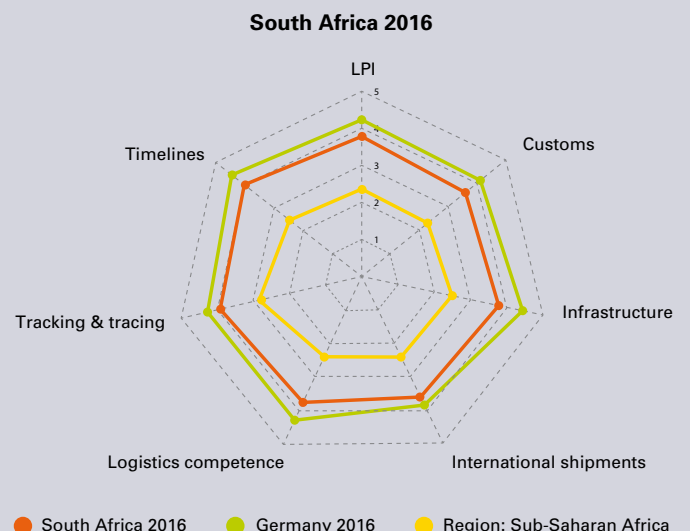
### Increased value proposition and optimising synergies through co-location of Trade Fairs

Scalex Johannesburg will be co-located with Futuroad Expo Johannesburg, serving the Truck, Bus and Commercial Vehicle Sectors, and Automechanika Johannesburg 2019, serving the automotive aftermarket (608 exhibitors in 2015, 400 international). As with Scalex Johannesburg, these Shows target trade visitors from the sub-Saharan African Region, optimising the synergies among the various Sectors and hugely increasing the value proposition for both exhibitors and trade visitors.

### Some compelling reasons to exhibit

World Bank Logistics Barometer 2016: comparing South Africa and sub-Saharan Africa with no. 1 –rated Germany across 5 key indicators indicates that there are massive opportunities in Logistics and Supply Chain Management in the Region. Scalex Johannesburg 2017 presents a unique and vital business to business platform for Logistics and Supply Chain Management product and service providers across all product groups to increase market share and enter new markets.

- The sub-Saharan African Region is transport intensive and the co-location of Scalex Johannesburg with Futuroad Expo and Automechanika Johannesburg strengthens the value proposition for participation and maximising business opportunities to full potential.
- Supply Chain Management continues to grow in importance as a critical factor in logistics in the continued quest for cost-efficiency in the supply chain.
- Personal interface and networking with service providers and interface with existing and new customers is a crucial business element and nowhere is it more important as in the Logistics and Supply Chain Management Sectors; the conference programme, business matchmaking services and exhibition participation combine to create an unequalled business platform at Scalex Johannesburg 2017: an essential component in the marketing strategy of any business that means business!



(Source: The World Bank)