



LEIPZIGER  
MESSE



# GGG



**TRANSPORT  
STORAGE  
INTRALOGISTICS  
SAFETY**

**TRADE FAIR DANGEROUS GOODS //  
HAZARDOUS SUBSTANCES**

**24 - 26/11/2020**

# WELCOME TO GGS – TRADE FAIR DANGEROUS GOODS // HAZARDOUS SUBSTANCES

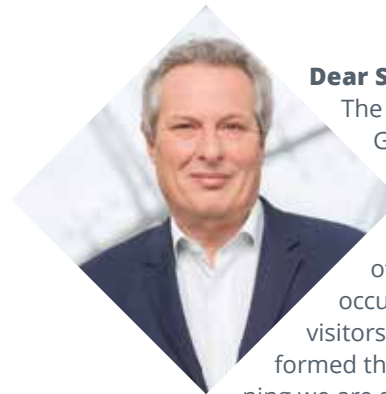
Logistics processes involving dangerous goods and hazardous substances pose special challenges for both technology and safety. The GGS – Trade Fair Dangerous Goods // Hazardous Substances is THE platform for all matters relating to transport, storage, intralogistics and safe handling of dangerous and goods and hazardous substances. This is where suppliers and users of products, solutions and services meet. The trade fair is aimed at decision-makers, those responsible for transport and logistics processes, as well as protection and security officers.

The diverse and practical conference programme offers exhibitors and partners opportunities to actively participate and adds value for all visitor groups.

#### The complete package:

- ◆ **attractive exhibition with interesting exhibits and demonstrations**
- ◆ **100 per cent target group**
- ◆ **intensive professional and business exchange**

## THE INDUSTRY MEETING PLACE



#### Dear Sir/Madam,

The GGS – Trade Fair Dangerous Goods // Hazardous Substances saw a positive development at its second edition in April 2019 with an increase of 30% in exhibitors and occupied space as well as 40% in visitors. Visitors from 23 countries formed the cornerstone of the positioning we are striving for as a European industry meeting place.

The goal for the GGS 2020 remains to further increase the appeal of the trade fair by expanding the exhibition space, attracting more exhibitors and more visitors. Only with your support is this next step towards becoming THE European industry platform for dangerous goods and hazardous substances logistics possible. We would like to have an intensive dialogue during the preparation of GGS – Trade Fair Dangerous Goods // Hazardous Substances 2020, and look forward to your individual suggestions and wishes and promise you an uncomplicated approach to joint solutions.

We would like to cordially invite you to actively participate as an exhibitor and partner of the GGS 2020.

Greetings from the trade fair city of Leipzig

Matthias Kober, Project Director

The GGS 2019 was characterised by numerous fruitful discussions with exhibitors, associations and partners to further enhance the reputation of the still young trade show. The trade fair advisory board agreed on the date for the next GGS from 24th to 26th November 2020 and subsequently agreed that it should be repeated in the 4th quarter of each even year. As a result, the regular ADR and RID amendments and the associated need for information can be addressed in the future.

## THE TRADE FAIR ADVISORY BOARD

- ◆ **Ralf Hiltmann**, Vice President Gefahrgutverband Deutschland e.V. (German Dangerous Goods Association) (GGVD)
- ◆ **Matthias Klug**, Senior Director Brand & Marketing Communications, STILL GmbH
- ◆ **Michael Kriegel**, Department Head Dachser Chem-Logistics, DACHSER SE
- ◆ **Guillaume Le Coz**, Secretary General, European Association of Dangerous Goods Safety Advisers (EASA)
- ◆ **Prof. Dr. Norbert Müller**, Global Dangerous Goods Coordinator, Schenker AG
- ◆ **Andreas Neidhardt**, Sales Manager, richter & heiß Industrie- und Gefahrgutverpackungs GmbH
- ◆ **Michael Perschke**, Managing Director, Rhenus & Hellmann GmbH & Co. KG
- ◆ **Heinz Rainer**, Managing Director, Rainer GmbH Ladungssicherungstechnik

*Even at just this second edition of GGS, you can feel how the industry is growing together to form a large family. The fair is unique in Europe and extremely valuable for our members' day-to-day work. We will work to make the trade fair known throughout Europe and let it grow.*

**Guillaume Le Coz**, Secretary General of the European Association of Dangerous Goods Safety Advisers (EASA)

*In comparison to the first event, the fair has reached the next evolutionary stage. There has been a constructive development. We were able to hold numerous fruitful discussions at our stand. This was a successful trade fair appearance for us.*

**Michael Kriegel**, Department Head Dachser Chem-Logistics, DACHSER SE

*We were pleasantly surprised by the outcome. The Dangerous Goods // Hazardous Substances is a very nice trade fair with a technical character. The quality of the expert visitors was excellent and we were able to perfectly address our target group.*

**Dr. Valentin Belentschikow**, Head of Marketing at domeba GmbH

## EUROPE'S ONLY TRADE FAIR FOR DANGEROUS GOODS // HAZARDOUS SUBSTANCES LOGISTICS



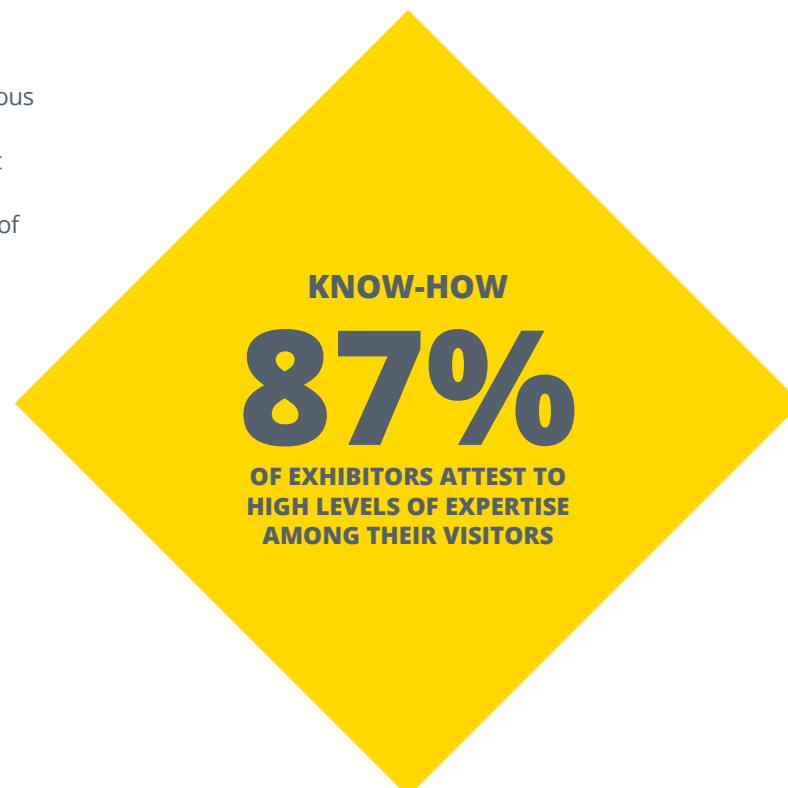


# A COMPLEX ISSUE A HOLISTIC APPROACH

## OUR PORTFOLIO

The GGS – Trade Fair Dangerous Goods // Hazardous Substances is the unique platform for suppliers of special products and services for the transport of dangerous goods, storage, intralogistics with hazardous substances and for the safe handling of hazardous goods and substances.

- ◆ Transport and logistics services
- ◆ Vehicles and systems for the transport of dangerous goods
- ◆ Cargo securing
- ◆ Storage, conveying and cargo handling systems
- ◆ Warehouse and operating equipment
- ◆ Marking and identification
- ◆ Packaging
- ◆ Waste and disposal
- ◆ IT – Digitisation – Networking
- ◆ Operational safety equipment
- ◆ Occupational health and safety
- ◆ Industry-related services

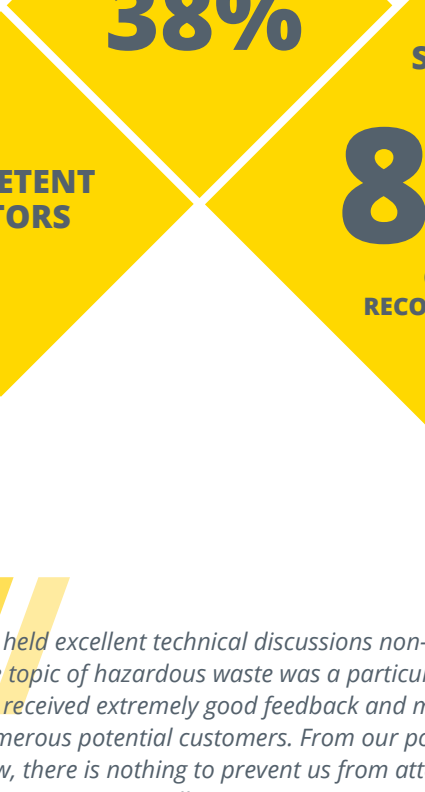


## THE TRADE VISITORS

At the heart of the programme are logisticians from the various specialist areas and protection and security officers.

- ◆ Industries involved in hazardous substances production, processing and shipping, e.g.
  - Chemicals industry incl. petrol chemistry
  - Automotive industry incl. suppliers
  - Metalworking industry
  - Plastics processing
  - Wood, paper and printing industry
- ◆ Forwarding agents, carriers and other services of all modes of transport
- ◆ Handling and warehousing companies, terminal operators, distribution and cargo centres
- ◆ Packaging companies
- ◆ Waste disposal industry Wholesale / retail
- ◆ Public authorities, trade associations and institutions (incl. police, fire services and customs)
- ◆ External dangerous goods and safety officers
- ◆ Test bodies, engineering consultants, consultancy firms and experts
- ◆ Research and training establishments

**49%**  
OF VISITORS  
CANNOT BE REACHED  
AT ANY OTHER  
TRADE FAIR



### JOURNEYS

100 KM OR LESS

**34%**

100 TO 300 KM

**32%**

MORE THAN 300 KM

**34%**

### DECISION MAKERS

**52%**

### CONSULTING INFLUENCE

**38%**

### COMPETENT VISITORS

SEE YOU AT  
GGS 2020

**84%**

OF VISITORS  
RECOMMEND THE GGS  
TO OTHERS

*"We met trade visitors here who knew exactly what they wanted. There was a concrete demand for our products. For this reason, the fair was very successful. We were able to optimally present ourselves here and attend to our customers. We expect to participate again in two years."*

**Andreas Neidhardt**, Sales Manager, richter & heß Industrie- und Gefahrgutverpackungs GmbH

*"We held excellent technical discussions non-stop. The topic of hazardous waste was a particular focus. We received extremely good feedback and met numerous potential customers. From our point of view, there is nothing to prevent us from attending the next event as well."*

**Christian Kürpick**, Project Manager, Remondis Industrie Service GmbH & Co. KG



# THE CONFERENCE PROGRAMME – YOUR PLACE FOR LIVE ACTIONS AND TECHNICAL CONTRIBUTIONS

## Your increased commitment guarantees additional attention and contacts

- ◆ For 83% of visitors at GGS 2019, the conference programme accompanying the trade fair was a key factor in their decision to visit the fair
- ◆ 86% of exhibitors rated the appeal of the conference programme for visitors positively
- ◆ All events were well received by the participants
- ◆ The emphasis was on practical demonstrations, short contributions and certified continuing education courses

## We will support you throughout the whole process

- ◆ Usage of the open forum, the action area or the required space outside your trade fair stand free of charge
- ◆ Technical-organisational support
- ◆ Advertising on the GGS website and in the advertising media for visitor communication

*At our stand we received a very positive response. For the first time, we presented how quickly load securing can be carried out with our company at a trade fair. Next time we will definitely arrive with more personnel and will come up with something new for the stand design.*

**Heinz Rainer**, Managing Director, Rainer GmbH  
Load securing technology



**EXHIBITS-  
DEMONSTRATIONS  
AT THE TRADE FAIR STANDS**



**OPEN FORUM  
IN THE EXHIBITION HALL,  
FOR HALF-HOUR LECTURES,  
PRESENTATIONS AND  
DISCUSSION PANELS**



**ACTION AREA  
IN THE EXHIBITION HALL FOR  
LIVE DEMONSTRATIONS AND  
PRODUCT PRESENTATIONS**



**PLAY AN  
ACTIVE ROLE!**

**DECIDE EARLY TO  
PARTICIPATE  
FOR SUSTAINABLE BENEFITS**



**CUSTOMER EVENTS,  
TRAINING AND CONTINUING  
EDUCATION IN A SEPARATE  
CONFERENCE AREA  
DEMONSTRATIONS AT  
THE EXHIBITION STANDS**

*We met exactly the right people at the trade fair. We had an audience with high-quality questions. Here we were able to reach our entire target group in just three days, which we could otherwise only accomplish with a lot of extra effort. The spectrum of trade visitors was enormous.*

**Jürgen Bahr**, Sales Director, Carl Beuthauser  
Hebe- und Fördertechnik GmbH, Exclusive Dealer  
for Linde Material Handling

**GET AN EARLY BIRD  
BOOKING DISCOUNT  
UNTIL 15.05.2020**

## DATES

<b>Registration deadline (early bird):</b>	<b>15.05.2020</b>
<b>Initial placement of exhibition stands:</b>	<b>Starts early June 2020</b>
<b>Editorial deadline conference programme:</b>	<b>15.08.2020</b>
<b>Stand construction:</b>	<b>21. – 23.11.2020</b>
<b>Opening times for visitors:</b>	<b>24. – 26.11.2020 // daily 9:00 am – 5:00 pm</b>
<b>Stand dismantling:</b>	<b>27. – 28.11.2020</b>

## PRICES

Stand Form	Rental price for registration until 15.05.2020	Rental price for registration from 16.05.2020	Discount for trade fair stands 31 – 80 m <sup>2</sup>	Discount for trade fair stands over 81 m <sup>2</sup>
Row stand	€ 129,00 / m <sup>2</sup>	€ 144,00 / m <sup>2</sup>	15 %	25 %
Corner stand	€ 138,00 / m <sup>2</sup>	€ 154,00 / m <sup>2</sup>	15 %	25 %
Peninsula stand	€ 143,00 / m <sup>2</sup>	€ 159,00 / m <sup>2</sup>	15 %	25 %
Island stand	€ 149,00 / m <sup>2</sup>	€ 167,00 / m <sup>2</sup>	15 %	25 %

**AUMA fee** € 0,60 / m<sup>2</sup>

**Package Communication Package** € 295,00  
(incl. basic trade fair media entries, an unlimited number of free customer invitations and advertising material)

**All prices plus VAT.**

## STAND CONSTRUCTION

FAIRNET, our service partner, provides attractive stand construction solutions and a comprehensive range of services for your successful appearance.

**FAIRNET GmbH // Kerstin Steinhagen // +49 (0) 341 678 8489 // kerstin.steinhagen@fairnet.de**

## CATERING

When it comes to the delivery of food and beverages to your trade fair stand, the rental of equipment or the catering of your evening event, fairgourmet is our trade fair catering specialist.

**fairgourmet GmbH // Susen Scharf // +49 (0) 341 678 7019 // susen.scharf@fairgourmet.de**

## CONTACT



**Matthias Kober**  
Project Director  
Tel.: +49 (0) 341 678 8661  
m.kober@leipziger-messe.de



**Leipziger Messe GmbH**  
Messe-Allee 1, 04356 Leipzig, Germany  
Tel.: +49 (0) 341 678-0  
info@leipziger-messe.de  
www.leipziger-messe.de