

Basic Package



- * Rear and walls (white Octanorm panel)
- * Fascia Name in English
- * Carpet Tiles blue & Grey
- * One 13Amp, 220V plug socket
- * One Newline table,
- * 2 Chairs
- * 3 Spotlights

EURO € 280/- per sqm
Minimum of 12 sqm.

Superior Package



- * Wooden Round Booth Dividers with Orgnizers Logo/Name
- * Normal Octanorm Fascia
- * Wooden Divider accent in tri-colour for trophy look effect
- * Normal Octanorm Wall with White Panel
- * Folding door for store room
- * Newline Normal Counter for reception
- * Round table with 2 Gray Leather chair
- * One 13Amp, 220V plug socket
- * 4 Spotlights
- * Floor Carpet
- * One Potted Plant

EURO € 310/- per sqm
Minimum of 12 sqm.

Space Only

(Please note space only exhibitors should order separate power/ electricity connection for their

Services common to **Basic, Superior & Space Only**

- * General illumination
- * General security services
- * Technical and organizational services
- * Entry in the official catalogue
- * Use of the press office

EURO € 260/- per sqm
Minimum of 36 sqm.

EXHIBIT PROFILE

Tekno

- * Metallurgical plants and Rolling Mills
- * Foundry Machinery
- * Manufacturing and process automation
- * Surface treatment, Surface technology
- * Aluminium and Non/Ferrous Metals, Materials, Technologies and Products (Semi-finished Products and Finished Products)
- * Sheet metal technology and products (semi-finished and finished products)
- * Thermo Process Technology
- * Wire manufacturing and finishing machinery (including cable and stranding machines)
- * Fastener technology and spring making technology
- * Wood working Machinery
- * Plant and equipment for Welding processes
- * Plant and equipment for Cutting processes
- * Machine tools
- * Parts, components, accessories
- * Used Machinery and Equipment

- * Trading in Raw Materials, Semi-Finished Products, Semi-Manufactured Goods and Finished Products

- * Control and Measuring machinery, instruments and tools, Testing
- * Information, Processing (Data Processing, computing Programs and Systems)
- * Transportation and Material Handling Equipment
- * Environmental protection and waste removal
- * Industrial safety and ergonomics
- * Consultation, planning, services
- * Trade Associations, trade publishers, trade Journals
- * Training, further education

TUBE Arabia

- * Raw materials, tubes and accessories
- * Tube manufacturing machinery Rebuilt and Reconditioned Machinery
- * Process technology tools and auxiliaries
- * Measuring and control technology

- * Specialist areas
- * Trading, stockists of tubes of all kinds
- * Pipeline and OCTG Technologie
- * General services
- * Automation
- * Parts and components
- * Post processing machines
- * Design and development
- * Computer software services
- * Engineering
- * Professional literature
- * Subcontracting
- * Machines and equipment for rapid prototyping
- * Pattern making and Prototyping
- * Software, Simulation, Visualization
- * Materials - Coatings
- * Tooling - Mold making
- * Machine tools, instruments
- * Equipment

PROMOTION & PUBLICITY

The promotional campaign will include:

- * PR, editorial features, advertisements in the leading magazines
- * Press briefings to the newspaper business reporters, leading industry editors & business publications
- * TeknoTube 2011 show update will be issued to all exhibitors, potential visitors across the region
- * Joint Promotions in co-located shows worldwide
- * Technical Briefings, Seminars & Workshops
- * Great Sponsorship Opportunities
- * Promotion via trade show website
- * Free entries in the show catalogue, distributed to all exhibitors & visitors at the show

- * Direct Marketing via Emails/ Fax Broadcasts to the targeted industrial companies
- * Invitations, posters & "meet us at" stickers sent to all exhibitors- as many as required
- * Over 75,000 visitor invitations being distributed via mail/post to the potential visitors across the region, during last 2 months of the show
- * VIP visits by trade associations
- * Publicity through exhibitors' own promotion
- * Promotion via other trade associations and sponsoring bodies
- * And MUCH MUCH MORE...

Organizer
Al Fajer Information & Services

P.O. Box: 11183, Dubai,
United Arab Emirates
Tel: +971 4 3406888
Fax: +971 4 3403608

Rajesh Nair
Exhibition Manager
mail: nair@alfajer.net



Overseas Associate
Messe Düsseldorf GmbH
Stockumer Kirchstraße 61
40474 Düsseldorf, Germany
International Exhibition Management
Tel.: +49 (0) 211/4560-7793
Fax: +49 (0) 211/4560-7740
Daniel Ryfisch
Project Manager
mail: RyfischD@messe-duesseldorf.de
www.messe-duesseldorf.de
www.messe-duesseldorf.com



Tekno/Tube Arabia 2011

10th International Trade Fair for Industrial Machinery, Metalworking,
Machine Tools, Tubes/Pipes Industry

The region's leading machinery & industrial event of its kind

Trade Fair held in conjunction with "ArabPlast 2011"

January 08 - 11, 2011

Hall 1 & 2, Dubai International Convention & Exhibition Centre
Dubai, United Arab Emirates





TEKNO/TUBE ARABIA 2011

A platform to tap the region's manufacturing and allied industry sector

Tekno/Tube Arabia, an international trade fair for industrial machinery, metalworking, and machine tools, the only specialized and established event of its kind in the Middle East, has helped foster this growth for the past 18 years and the show is offering an ideal platform for companies to gain inroads in the booming Middle East market.

Tekno/Tube Arabia 2011 is one of the largest such show in Middle East and North Africa. It attracts large domestic and international participation. Tekno/Tube 2009 had 269 exhibitors from 21 countries displaying wide range of machinery and allied equipments.

Amidst the global financial crisis, the UAE manufacturing sector grew at a rate of 15 per cent in the first three quarters of 2008 – a phenomenon that is pushing a growing number of existing companies and new investors to take advantage of the city's business-friendly environment.

A STRATEGIC LOCATION IN A LARGE MARKET

The Middle East has the largest concentration of energy resources in the world.

Advanced and modern logistics infrastructure coupled with a strategic location between five continents form a winning formula for base metals. From aluminium and steel to special and precious metals, Dubai is the place to provide the entire GCC and Middle East region with base metal products and articles.

The presence of one of the largest aluminium smelters in the region (DUBAL) constitutes a great opportunity for the downstream aluminium industry. In fact, the machinery and mechanical equipment zone and the transport equipment zone in Dubai constitute an important market for basemetal products forming a true economic cluster.

Latest discovery of oil field in dubai shores will be an added boost to its economy and trade.

The development of Dubai Industrial City, a massive manufacturing and industrial complex cover 560 million sq ft of prime land, is expected to boost the emirate's position as a regional hub in the sector.

With its easy access to global scientific talent, world-class logistics and supply chain management capabilities, Dubai is set to become a leader in highly engineered machinery and mechanical products.

INDUSTRY HIGHLIGHTS:

With eight airlines in the GCC alone and a market of over one million vehicles per year, the transport sector consisting of vehicles, aircraft, vessels and associated transport equipment and parts, constitutes the second largest import sector in the region.

Opportunities for OEM products and after-market parts in the region are significant enough to make the largest manufacturing enterprises feasible with long-term growth potential.

Availability of base metals, a skilled regional and international workforce and flexible financing schemes make Dubai an attractive base for the transport equipment industry.

Over US\$ 8 billion in imports within GCC, growing at 20% CAGR Steel representing a large portion of the GCC base metals industry; production shortfall of 14 million tonnes expected by 2015 to meet rising demand. The value of projects planned and under way in Iraq soared by 12.3 per cent to reach \$182.6bn.

The index is 9.5 per cent on 2008 and the value of projects on hold across the region is \$582bn.

Turbines, electric power generation and distribution equipment, heating, ventilation and air conditioning, home appliances, laboratory equipment, material handling machinery, manufacturing equipment and consumer electronics collectively form a large industrial sector in the GCC .

High value-added science and engineering based products are already being distributed throughout the region via Dubai's world-class logistics and business infrastructure.

Largest import sector in GCC with US\$ 23 billion worth of imports in 2002 and growing at 9% CAGR GCC construction equipment market is US\$ 1 billion - US\$ 1.5 billion.

Demand and prices of metal products are beginning to rise after last summer's spectacular collapse

With access to cheap gas feedstock, regional producers are boosting their capacity while rivals cut back. – aluminium producers

2009 EVENT HIGHLIGHTS

Visitor Profile

- 28% Sales & Marketing
- 17% Production & Manufacturing
- 14% General Management
- 35% Traders & Distributors
- 10% Purchasing



Exhibitors Participation Objective

- 31% Strengthen Existing Business
- 14% Others
- 28% Generate New Business
- 27% Appointing Agents or other Distributor



Visitor's Nature of Business

- 38% Trading Agents
- 21% Manufacturers & Producers
- 16% Others
- 16% Distributor/ Representative



Exhibitors Graph Over the years



261 - Exhibitors @ Tekno/Tube Arabia 2009

No. of Visitors - 14,449 *

- 55% GCC
- 25% Middle East & North Africa (except GCC)
- 5% Indian Sub - Continent
- 20% Other



- 11% Middle East & North Africa
- 9% Indian Subcontinent
- 28% Europe/ North America
- 52% Far East



HIGHLIGHT ON TUBE INDUSTRY IN MIDDLE EAST

The GCC and Middle East are providing increasingly attractive markets for international Tube manufacturers. Some of the growth sector includes oil and gas technology, petrochemicals, water and electricity supply, drainage as well as construction. Some of the big investments from the Govt. and well as private sector have been made in this sector and some are already in the pipeline.

