Wednesday, 18 October 2017

Conference Language:

9:30 a.m.-2:00 p.m.

€ 135.00 (on-site)

on the same day)

€ 110.00 (online at the ticket shop)

(standard fare, 2nd class travel on DB trains). For further queries, please contact:

€ 95.00 (VTH-Members only)

Conference Management Phone: +49 (0) 211/4560-952 E-mail: congressinfo@d-cse.de

Congress Center Düsseldorf, CCD South, ground floor, Room 01

(All prices include VAT, lunch and a One-Day ticket for A+A

International Trade Fair for Safety, Security and Health at Work

Düsseldorf Fairgrounds, Halls 3-7 and 9-11

The eTickets allow you to travel to and from the fairground on the day of your visit with all means of transport offered by the VRR at price level D.

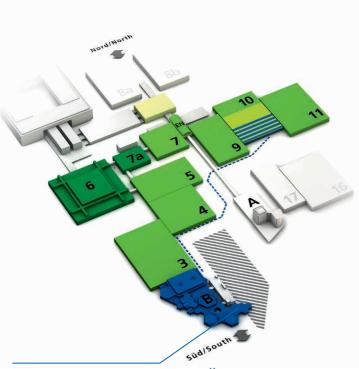
Date:

Location:

English

Price:

Duration:



International Conference "New dynamics in PPE distribution in a digital world"

Congress Center Düsseldorf, CCD South, ground floor, Room 01

Halls 3-5, 7.0, 9-11 **Entrance North (EN)**

Safety at Work, Corporate Fashion Fabrics, Components and Accessories

Halls 6 + 7a

Occupational Safety

Health at Work with Workplace Design/ Ergonomics and Corporate Health Plaza

A+A Congress

"Meeting Point Safety + Health"

CCD South, CCD Stadthalle

Opening hours:

A+A 2017

Date:

Location:

9:00 a.m.-6:00 p.m.

17-20 October 2017

Tuesday to Friday

Partner Country Great Britain

Messe Düsseldorf GmbH Postfach 101006 40001 Düsseldorf _ Germany Tel. +49(0)211/45 60-01 Fax +49(0)211/45 60-6 68 www.messe-duesseldorf.de





NEW DYNAMICS IN PPE DISTRIBUTION IN A DIGITAL WORLD

18 October 2017



HANDEL



WELCOME

Dear ladies and gentlemen

The competitive landscape in PPE is becoming more and more challenging, particularly for specialized distributors, due to new market entries of non-traditional PPE suppliers, i. e. general industrial distributors and online businesses. To compete against these new players, PPE specialized distributors will have to redefine their business models, considering both online and offline opportunities.

Today's end-users expect to be serviced through multichannels and suppliers have to make sure they can meet these new requirements. Electronic data interfaces and attractive web shop solutions are some of the most important requirements to be fulfilled. The keyword here is "Digital Readiness".

Additionally, distributors have to be aware of and comply with all legal guidelines, including the new European PPE Regulation, which is obviously relevant for importers of PPE into the European Union as well.

In consideration of the above, the 3rd PPE trade conference includes the following subjects:

- → Trade organizations in transition strategies for success
- → The new PPE Regulation (EU) 2016/425 in Europe
- → How can manufacturers and distributors interface their business processes?
- → Amazon Business and its current business strategy
- → Data networking and exchanges between manufacturers and distributors

We would be delighted to welcome you to this exciting event and engage in an exchange with you on the important trends of our industry.

We look forward to welcoming you in Düsseldorf!

Under the professional and conceptual direction of:



CEO. UVEX SAFETY GROUP GmbH & Co. KG



Werner Heitmann, Head of Communications & Sales Marketing Region DACH, Drägerwerk AG & Co. KGaA



Thomas Vierhaus, Managing Member of the Executive Board, VTH Verband Technischer Handel e. V.

18 Oct 2017, Congress Center Düsseldorf

CCD South, ground floor, Room 01, 9:30 a.m.-2:00 p.m.

Registration, welcome and coffee

10:15 a.m.

Welcome



Joachim Schäfer, Managing Director, Messe Düsseldorf GmbH



Tania Higgins, Presenter

10:25 a.m.

Keynote



Stefan Brück, CEO. UVEX SAFETY GROUP GmbH & Co. KG

10:40 a.m.

PPE as a new strategic product group for providers of office and workplace solutions - challenges & opportunities

How Lyreco, the office supplies market leader in Europe, developed a strong PPE business, leveraging international presence, key partnerships & industrial expertise. An exciting journey going on!



Arnaud Bouchez. Group Category Director Industrial Products, Lyreco

11:05 a.m.

PPE trade as an integral part of the online MRO business model

Zamro is a B2B e-commerce shop with a broad assortment of technical parts and tools for technical SMEs. Focus is the ease-of-order for them - make it as easy as possible to find the right product.



Ton Westenenk, Senior Product Manager, Zamro

Conference Language: English

11:30 a.m.

Challenges in the implementation of the new PPE regulation for manufacturers and distributors

The PPE Regulation 2016/425 will be applicable as of 21 April 2018. The main challenges for economic operators in the transition from the PPE Directive to the PPE Regulation will be explained.



Petra Jackisch,

Expert committee on PPE, German social accident insurance institution in the building trade - BG BAU

11:55 a.m.

Coffee break

12:10 p.m.

Interconnected processes in data networking between manufacturers and distributors

Honeywell, one of the world's leading manufacturers of PPE, is interested in effective multi channel go-to-market models, spanning a diverse range of products, services and solutions to "make the difference". Therefore the continuous data interchange with the distributors became more an more important to be effective and most successful.



lan Snadden.

Vice President Global Sales, Industrial Safety Honeywell Safety & Productivity Solutions

12:35 p.m.

How to hack the online PPE market: Insider tips on finding growth

The online PPE market segment is growing at a double digit rate. We can ignore it, fight it, or jump on board and learn how to best service the needs of our customers.



Dipika Sawhney, Senior Vendor Manager -Business Amazon EU Sarl



Luke Elliott, Vendor Management - Business, Industrial & Scientific Supplies Amazon EU Sarl

1:00 p.m.

Closing remarks

1:10 p.m.

Lunch and get-together

End of the event / visit to A+A Trade Fair 2017