
Manufacturing & Supply Chain Conference & Exhibition

SEC, Glasgow

13th October 2022

**MANUFACTURING
& SUPPLY CHAIN**
CONFERENCE & EXHIBITION

DUBLIN | BELFAST | MILTON KEYNES | CARDIFF | GLASGOW





Watch latest event video

(This video is from our 2019 Dublin event)

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Contents

Overview

Rates

Why Exhibit ?

Packages

Visitors

Contact

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Testimonials from our Dublin, Milton Keynes & Belfast Events

Activa Contracts - Avinash Hiranand-Alleyne

“The show for us has been absolutely excellent. Had a lot of good leads. We will definitely be back.”

Manufacturing Excellence - Paul Bell, Managing Director

“It's been very good. Loads of visitors really interested in what we do. We will get some good business from today.”

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Overview

The Manufacturing & Supply Chain Conference & Exhibition, which is being held at the SEC Glasgow on the 13th October 2022, will serve as a national forum for manufacturers and operators involved throughout the associated supply chains from across Scotland to gather to discuss pressing issues facing the industry. The event is being organised in order to successfully connect key stakeholders across the full manufacturing spectrum in Scotland, including the food and drink, energy, renewables, electronics, aerospace, biopharma, medtech, healthcare, construction, textiles, procurement, and precision engineering sectors.

Once boasting the most sophisticated shipbuilding industry in the world, the manufacturing sector in Scotland has changed rapidly in recent years and, following a period of sharp decline in the 1980s and 1990s, has now been regenerated and successfully diversified. Employing more than 180,000 people across the country, manufacturing plays a vital role in the Scottish economy, accounting for half of all exports and half of the research and development spend. Furthermore, the diversification of the manufacturing industry in Scotland has resulted in the creation of highly skilled jobs with median earnings almost 20% higher than those for the economy as a whole.

Scotland still enjoys global pre-eminence in traditional sectors like whisky, seafood and handmade clothing but also now in newer areas including software development, particularly international gaming. Scotland also enjoys an international reputation for fostering a highly supportive business environment, where companies across all sectors are helped to innovate, scale up and create high-value employment.

Event organiser, Premier Publishing & Events, has been staging similar exhibitions and conferences in England and Ireland for many years. An impressive line-up of manufacturing leaders, academics and government agencies who will engage in a stimulating blend of key note addresses and debates is being assembled for the Scottish event. The Manufacturing & Supply Chain Conference & Exhibition in Glasgow will also feature an extensive exhibition showcasing the latest technological solutions and business services.

Testimonials from our Dublin, Milton Keynes & Belfast Events

Bowe Systec IR Ltd. – Lisa Banton, General Manager

“Really good show, first time exhibiting, lots of diverse sectors, good conversations. So good we’re quadrupling our stand space and coming back in 2021”

Ireland – Alistair Quaye, Commercial Development Team Leader

“We have attended and sponsored the National Manufacturing & Supply Chain Conference & Exhibition for 3 years now and it’s a great event. The quality of conversations with the attendees always generates some excellent leads. Each year its getting bigger and better, we’re really looking forward to it in 2021.”





Why Exhibit?

Raise Awareness Of Your Brand

Increase your reach to your customers and raise market awareness. Add yourselves to the radar of potential future customers.

Present Your Products Face To Face

No other form of marketing offers the same experience as exhibiting. Your exhibition stand is effectively your shop floor, and you have the visitor's full attention. It's your chance to make a big impression on hundreds, if not thousands of potential clients, and demonstrate or sell your products in a live environment.

Build Relationships And Develop New Markets

It is much easier to build a relationship face to face than it is over the phone or by email. Every one of us grew up with our

main form of communication being face to face; this is what helped us to thrive and become the people we are today. Use these skills to communicate with your visitors with a view to selling or demonstrating your products and finding new distributors or suppliers.

Product Launch

One of the most common reasons for exhibiting is to raise awareness of a new product launch. This exciting time for your company can be relayed to the potential customer through product demonstrations, and is also your chance to give your sales pitch and generate media interest.

Generate Sales Leads

At an exhibition you can obtain leads which are of much higher quality than anywhere else. You are amongst people

who are attending that specific show because they are interested or involved in the industry you work in. Key decision makers will be visiting your stand and will be in a buying mode.

Build Your Database

The leads generated allow you to build your potential client database for future communications including follow ups, feedback and marketing research.

See What Your Competitors Are Doing

Use this opportunity to take a walk around the exhibition and find out what your competitors are offering. How does their stand look? How many people are manning their stand? Are they using any techniques or special offers to get visitors to approach their stand? In other words what are they doing better!

Testimonials from our Dublin, Milton Keynes & Belfast Events

Kevin Carty – Managing Director, EMC

“Having been a first-time exhibitor at a successful Citywest exhibition we decided to exhibit at the Northern Ireland Manufacturing Expo in Belfast. We were very impressed with the pre-exhibition organisation and assistance from Darren and all the staff at Premier Publishing. On the day the facilities, the layout of the show and the overall professional way it was run was excellent. We were delighted with both the calibre and quality of delegates, the leads we generated on the day and the business gained since. We have already booked for 2021 and look forward to continuing to work with Premier Publishing Ltd.”

Pillars



Reliability, Maintenance
& Asset Management



Lean & Continuous
Improvement



Industry 4.0



Robotics &
Automation



3D &
Composites



Pharma



Manufacturing,
Supply Chain
& Logistics



Food & Drink
Manufacturing



Research &
Development



Sustainability



High Tech
Manufacturing
& Precision
Engineering



Brexit

Testimonials from our Dublin, Milton Keynes & Belfast Events

GTMA - David Beattie, General Manager

“Just wanted to drop you a line to say congratulations to all your team for a great event. The quality of attendees was fantastic, and our stand was busy for virtually all of the day. This was our first showing at one of your events and I was thoroughly impressed, and I look forward to the next one!”

The Manufacturing Technology Centre - Nigel Knapp, Business Development Manager

“It's been great from the start. When it opened this morning people were flooding through the doors. All round a very good show!”



Sponsorship Opportunities

Platinum Sponsor

£29,950

Gold Sponsor

£12,950

Silver Sponsor

£8,950

Exhibitions are among the most cost-effective forms of marketing. It is worth considering ways to maximise that investment. One of the best ways to achieve this is to invest in a **sponsorship opportunity** at the show. This will draw visitors to your stand and improve their perception of your market position and strength.

Bespoke Sponsorship

You Are Here boards
£1,000

Carrier Bags
£2,500

Lanyard badge holders
£2,500

VIP lounge
£5,000

Registration desk
£2,500

Testimonials from our Dublin, Milton Keynes & Belfast Events

Tri-Tech 3D - Adrian Painter, Sales Director

“Absolutely manic, Unbelievable. We literally haven't stopped. Had people on the stand all day. It's been really, really good.”

London Electronics - James Lees, Sales Director

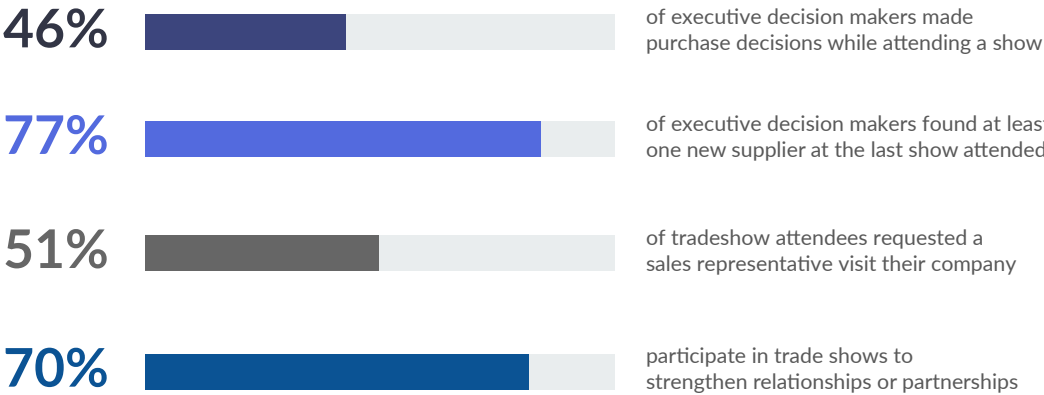
“It's been very positive, We have had a lot of enquiries from different market sectors throughout the day.”





Visitors

Attendees are motivated, interested in your products and services, and often ready to commit to a deal on the spot.



Face-to-Face Meetings

The cost of a face-to-face meeting with a prospect at a tradeshow is
£142

The cost of a face-to-face meeting at a prospect's office is
£259

Testimonials from our Dublin, Milton Keynes & Belfast Events

Werma - Simon Adams, Managing Director

"We decided to exhibit at the MK show having already exhibited our process optimisation systems at the sister show in Dublin. We were amazed at the high footfall for this one day show in MK and we received, by our standards, a record number of new contacts on the day. Already just a week after the event we have four follow up demonstrations and meetings with interested parties set up I have already booked a stand at the 2021 event."

IBM

"It's our first year at the event and for us it's been very good. Had some good conversations with the right kind of people."



Rates

01	6m x 6m	£14,580 + vat
02	6m x 3m	£7,290 + vat
03	5m x 3m	£6,075 + vat
04	4m x 3m	£4,860 + vat
05	3m x 3m	£3,645, + vat
06	3m x 2m	£2,430 + vat
07	2m x 2m	£1,620 + vat

Larger and bespoke stands are available upon request.



£405 per m2 includes a shell scheme stand, light, power, electricity and Wi-Fi.