

JOIN ENVIRONORD IN 2013

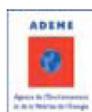
www.salon-environord.com

- Is the environment a cornerstone of your growth?
- Looking to confirm your market positioning?
- MEET new business contacts?
- Increase turnover?
- Promote a product? or expertise?
- Develop new markets?

Environord 2013 is the ideal showcase on June 4, 5 and 6 2013.

We are available to assist:

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WASTE / RECYCLING / RECOVERY ENERGY ADVICE WATER CONSTRUCTION AND SUSTAINABLE URBAN DEVELOPMENT AIR / NOISE

LILLE
4.5.6
JUNE
2013

SALON ENVIRONNORD

ONE REGION,

KEY SHOW FIGURES

187
exhibitors

6 000
m² of floor space

5 255
visitors

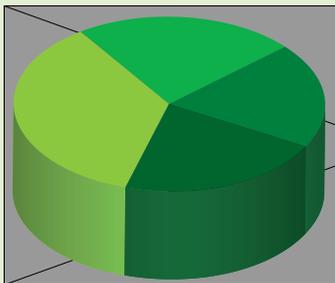
40

conferences held
at the show

800

participants within the framework of
the
Eco-technology

VISITOR PROFILE



- Companies (Industry-Distribution)
- Services (Engineering, Consulting, Health)
- Building and public

BREAKDOWN BY SECTOR

Nearly 650 eco-enterprises (10,000 in France) including:

- 250 companies from the recycling sector
- 115 renewable energy companies
- 48 companies from the eco-construction sector
- Others (soil and land pollution, water, air, noise, etc.)
- 20,000 are directly employed in the environmental domain
- 400 researchers in 60 laboratories, specialising in the environment
- 30 higher education courses devoted to the environment
- €1.5 billion of capital generated by the region's eco-enterprises
- 50% of eco-enterprises involved in exports, representing 25% of turnover on average
- 5.7% annual growth between 2004 and 2009 throughout the eco-activities sector
- €4 billion in turnover, i.e. 11% of national turnover

OVERVIEW

Thanks to increasingly strict requirements relating to environmental protection and reduced energy consumption, the eco-activities sector offers considerable opportunities for economic growth in the coming years. Moreover, technological developments, combined with the implementation of resources, such as competitiveness clusters, centres of excellence and specific calls for projects, create a favourable context, particularly in the Nord-Pas de Calais region.

Eco-activities are particularly well represented in the Nord-Pas de Calais region. It is one of the top 2 or 3 French regions in which eco-enterprises are the most present and the most active. According to the CD2E, the eco-activities sector enjoyed annual growth of 5.7% between 2004 and 2009 in the region.

A EUROPE-WIDE REPUTATION

15% of French investments in the environmental domain are based in Nord-Pas de Calais and nearly 70% of European expenditure in the region and surrounding area (France, the UK, Belgium, Germany, the Netherlands and Luxembourg).

These figures confirm the position of Nord-Pas de Calais at the heart of the environmental markets.



EVENTS AND HIGHLIGHTS...

CHLORO'VILLES AWARD



Key event for local authorities decision-makers:
• 50 winning municipalities

The "Grand Prix de l'Environnement" prize for local authorities will be awarded at Environord 2013. It rewards initiatives by local authorities to improve their environmental and sustainable performance.

2012 winners: La Communauté d'Agglomération de l'Artois, la Communauté de Communes de l'Atrébatie, Marquette-Lez-Lille, Linselles and La Madeleine.

ECO-INNOVATION PRIZE



Key event for research professionals:
• 15 universities

The Environord show offers eco-enterprises that have developed an innovation recently an opportunity to enjoy centre stage. Winners must satisfy the following criteria: innovations are no more than 3 years old, level of innovation for the market and contribution of the product, service or process to reducing environmental impact.

Presided over by CD2E, the judging panel consists of representatives from each partner organisation of the "Eco-innovation Prize".

OTHER EVENTS

Mayors' day:

This one-day event, within the context of the Environord show, is designed to enable elected representatives to obtain information

EUROPEAN CONGRESS



Key event for decision-makers and and specifiers from industry, construction, distribution and

Environord will also be playing host to the seventh edition of the European Congress on Eco-technologies for the Future, co-organized by GL Events and the CD2E. Firmly forward-looking, the congress brings together environmental stakeholders to discuss and present current or emerging eco-technologies which are likely to have a certain impact on the future.

The 3-day event will feature a packed programme of debate, exchange, feedback and experience from major manufacturers, research centres, French and international experts. Nearly 1,000 economic decision-makers, researchers and public stakeholders from the region, France and further afield come together to make Environord an unrivalled European showcase for eco-technological know-

EXHIBITOR CONFERENCES 2012

- Regulatory instruments and case study. [DEC2](#) and [Valétudes](#).
- Study of odour nuisance in the environment. [CERTECH](#)
- Simulating, evaluating and reducing the energy vulnerability of urban developments. [IXSANE](#)
- Energy efficiency of electrical systems. [Pôle MEDEE](#)
- Unavoidable energy: potential and solutions in the region. [ADEME](#)
- Waste recovery: anaerobic digestion and alternative fuels
. [Baudalet](#)
- Reconciling territorial projects and the development of renewable energy sources. [Energie 2010 Centre of excellence](#)
- Saving energy with ISO 50001. [LRQA](#)
- Circular economy: the future of businesses. [VAN GANSEWINKEL](#)
- KeaPolaris : CAD-integrated topography, road and utilities project software. [CDI Technologies](#)
- Geothermal Energy. [ANTEA GROUP](#)
- CAP 26 000: Constructing, structuring and evaluating your "social responsibility". [Bureau Veritas](#)
- Eco-design: tools for structuring and evaluating your approach [AFNOR](#)
- Final outcomes of the SEDIVALOR project. [IXSANE](#)
- First multi-purpose anaerobic digestion site in the Nord Pas-de-Calais region. [SEDE ENVIRONNEMENT](#)

BUSINESS OPP

WHO EXHIBITS?



- Collection (logistics-vehicle-container)
- Waste processing
- Recycling and recovery
- Storage
- Measuring and monitoring



- Soil analyses
- Groundwater treatment
- Site remediation and decontamination
- Soil treatment



- Construction system
- Internal and external insulation
- Measuring and diagnostic equipment
- Landscaping, street furniture and lighting
- Developing green areas and biodiversity
- Developing eco-districts

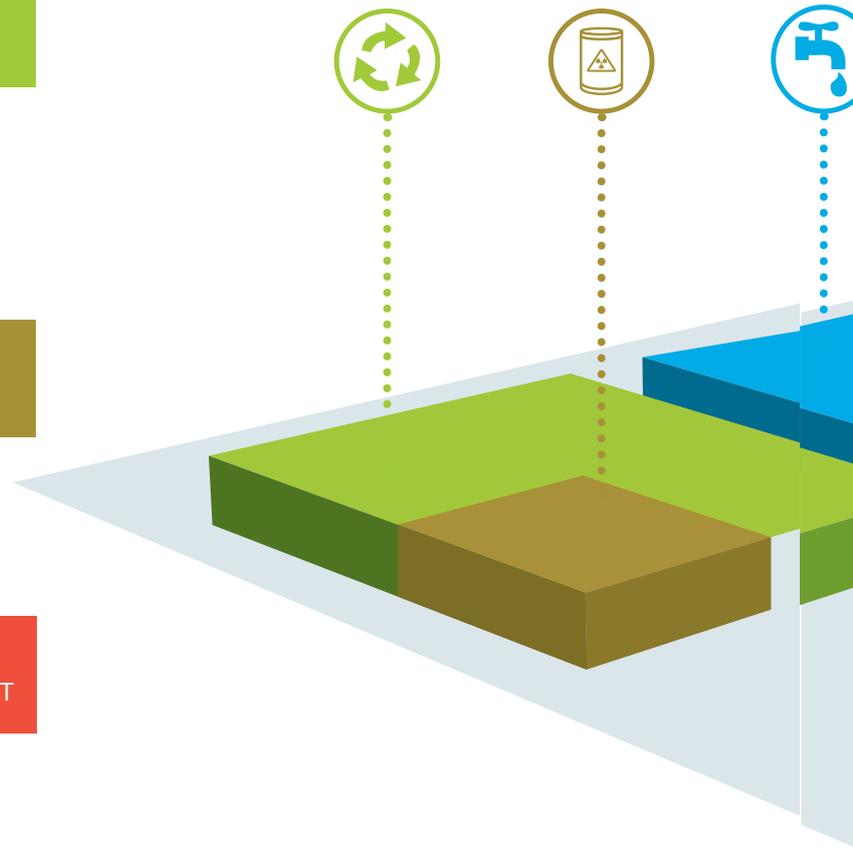


- Waste-to-energy
Anaerobic digestion, Biogas, Incineration, Biomass (wood, energy, etc.)
- renewable energies
Photovoltaic, Thermal, Wind-power, Hydraulic, Geothermal / Energy mix
- Energy efficiency and measuring



- Network management and maintenance
- Treatment
- Sanitation
- Rainwater collection
- Measuring and monitoring

SECTOR-SPECIFIC

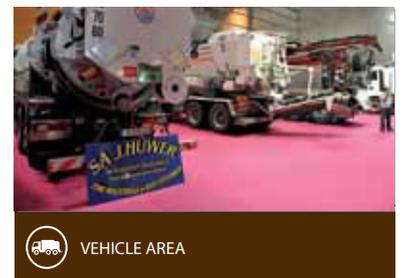
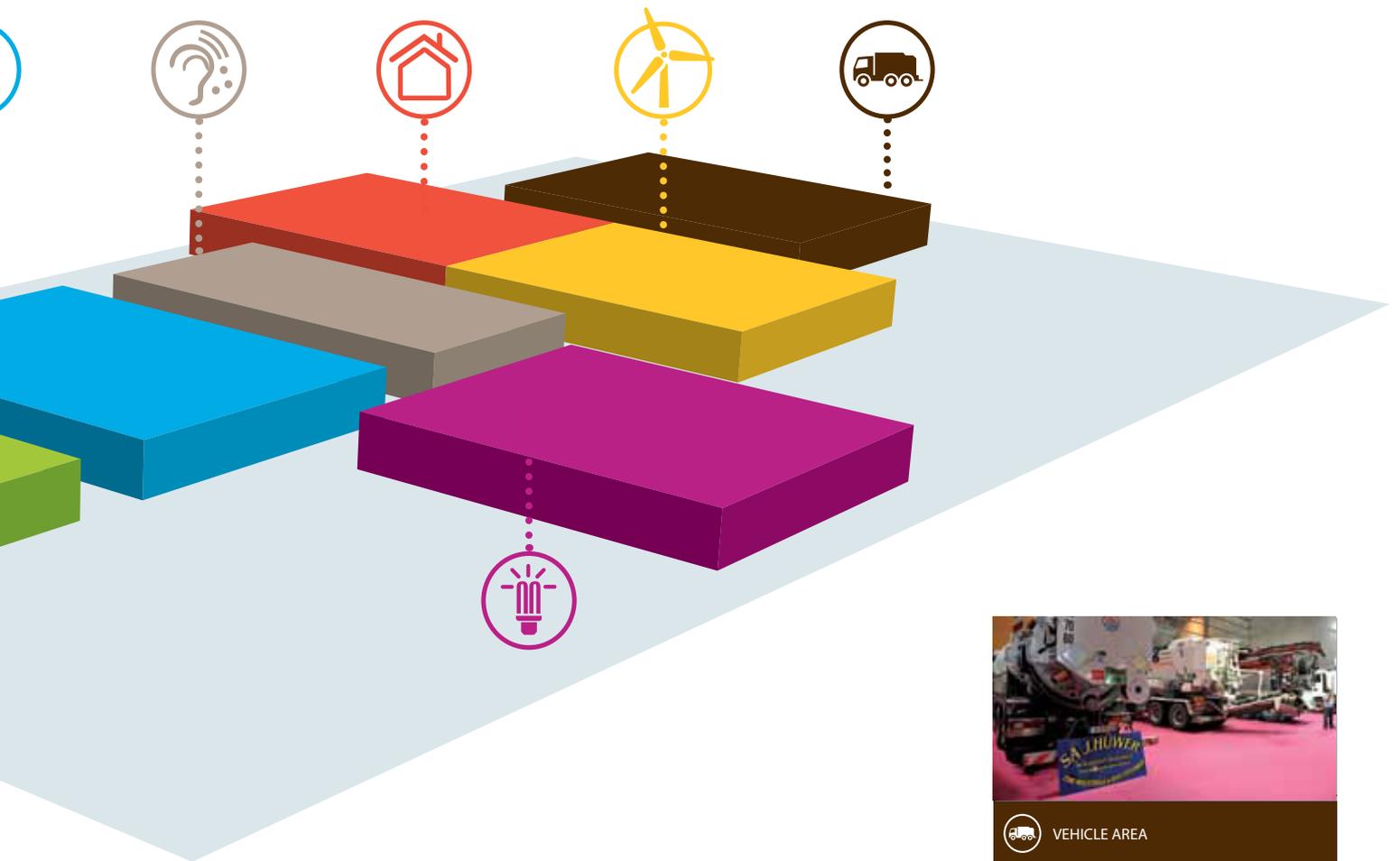


- Treatment of pollutant gases
- Dust collection
- Air purification and treatment
- Measuring and monitoring
- Insulation



- Institution
- Research
- Training
- Engineering
- Certification
- Analyses
- Risk prevention

OPPORTUNITIES...



 VEHICLE AREA



 WASTE/ RECYCLING / RECOVERY



 AIR / NOISE



 CONSTRUCTION AND SUSTAINABLE URBAN DEVELOPMENT



 Water



 Advice



 ENERGY

POSITIVE FEEDBACK...

EXHIBITOR INTERVIEWS



Mr Chiomento

1• What is your line of work and which products or solutions do you propose ?

Fondis Electronic specializes in distribution and maintenance, as well as technical assistance for professional-level scientific equipment. To be more specific, we offer solutions involving equipment for analysing soil pollution, or indoor and outdoor air quality. Our range includes molecular and elementary spectrometers, using infrared (FTIR / NIR) or fluorescence, for recyclers, for example. We also offer electrochemical sensors, which analyze indoor air quality, as well as chromatography equipment for the army and fire brigade.

2• How long have you been coming to the show?

We are coming back to Environord for the second time, because our first session was a real success. We also intend to return to future editions of Environord.

3• Why do you come to the show?

It is harder for distributors to raise their profile than for manufacturers. Trade shows, such as Environord, are a real communication showcase for presenting our products and encouraging new potential clients to take an interest in our solutions. Our objective was mainly communication-based. Furthering the company image with regard to professionals and getting it noticed by others.



1• Why did you take part in the Environord trade show and what factors motivated you?

The Environord show is the annual event for environmental professionals north of Paris. As a resolutely regional company, the show size and its visitor numbers seemed ideal for promoting our know-how.

2• How has your show participation actually affected business?

We were in the process of changing our visual identity. Firstly, the show enabled us to communicate this new image to all our partners, as well as enabling us to seek out prospective clients, some of whom have become clients in the interim.



1• What is your line of work and which products or solutions do you propose ?

Designer and manufacturer of equipment for maintaining sanitation systems in the collective, non-collective and industrial domains. Very high pressure machines, up to 3,800b. Trenchers for underground installation of networks, regenerative air sweepers, dry suction machines in accordance with the ATEX directive.

2• Please tell us why you decided to take part in the previous session of Environord?

As a key player in the environmental domain, being a long-standing partner of the Environord show was a natural choice for us.

3• How has your show participation actually affected business?

It has strengthened our regional presence and customer proximity.

EXHIBITORS 2012

ADEME - AFNOR - AGENCE DE L'EAU - ALERTEO - ALTERIS - ANTEA - APILAB - APUIGENI - ARBORER-SENS - ARF - ASTRADEC - AUDDICE - AWS FRANCE - AXEMBLE - BAKKER MAGNETICS - BAUDELET - BIOENERGIE - BRÉZILLON SOLS-ENVIRONNEMENT - BUREAU VERITAS CERTIFICATION - BUROMATICS9 - BW TECHNOLOGIES BY HONEYWELL - CABAY - CAPPELOTTO - CD2E - CD2E PÔLE INTERNATIONAL - CDI TECH - CEL - CERDD - CERTECH - CHIMIREC NOREC - CIMME NORD PICARDIE - CLEAN AIR EUROPE - COENMANS RECYCLAGE - COMMUNAUTÉ D'AGGLOMÉRATION DU DOUAISIS - CONSEIL RÉGIONAL NORD-PAS DE CALAIS - CTP EMRA - DEC2 - DECOVAL ENGINEERING - DEFABNORD - DELAUNAY - DESCAMPS VENTILATION - DROITS & DEVOIRS - DYNAMO - ECOWAY - ECT - EEKO - EGEA - EGIS EAU - EKOPAK - EKWATION - ELISE - ÉMERAUDE CRÉATION - ENR SYSTEMS - ENVIE 2E - ENVIRO CONSEIL - ENVIRO-SEPTIC / DBO EXPERT - ENVIROTECH - ENVISAN FRANCE - ESTERRA - EUROFINNS ENVIRONNEMENT - EXTRACT ECOTERRIS - FAUN ENVIRONNEMENT - FEDEREC NORD PICARDIE - FFB NORD-PAS DE CALAIS - FONDERIES DECHAUMONT - FONDIS ELECTRONIC - FUSION (PROJET EUROPÉEN) - GALLOO FRANCE - GAZELECNPDC - GÉONORD - GEOSAN - GET CONSEILS - GPK PRODUCTS - GRAF - GRC-KALLO - GROUPE ISA - HAUTE PRESSION VIDE - HB DRILLING - HUWER - IBAK HELMUT HUNGER - IDRA ENVIRONNEMENT - IKOS - IN VIVO - IXSANE - KALEA - KALI'AIR - KALIES - KIMO INSTRUMENTS - KNAPZAK - KOMPASS - LABORATOIRE CERECO - LABORATOIRES WESSLING - LCDI - LRQA - LUMIVER OPTIM - LYD FRANCE - LYSAIR - MAGU NORD PICARDIE - MANERGO - MEDEE - MEGAMAT - MORICISOL - MORTELECQUE - NÉO ÉCO - NEXAIR - NORD'IMPRIM - NOVOTEC - ODOMETRIC - OLFASCAN NV - OPALE ENVIRONNEMENT - PÂQUES «ÉPURATION ET VALORISATION» - PAVEGEN - PB ENVIRONNEMENT - PCA - SA - PEG - PÔLE D'EXCELLENCE RÉGIONAL ÉNERGIE 2020 - PRHYSE - PRO ÉCO 2 - RAINETTE - RAMERY ENVIRONNEMENT - RECYLEX - RECYWALL - RÉSEAU ENVIRONNEMENT - RÉSEAU RÉGIONAL MISSION ENVIRONNEMENT - RIVARD - SAINT DIZIER ENVIRONNEMENT - SAINT-OMER DÉVELOPPEMENT - SEDE ENVIRONNEMENT - SIMON MOOS FRANCE - SITA NORD - SODAF GÉO ÉTANCHÉITÉ - SOFAMA VERMEULEN - SOLAZ - SOTRALENTZ-HABITAT - STCM - STEVENOOT - STR FRANCE - TAUW FRANCE - TEAM² - TECH INTER - TECHNOVA - TECHSUB - TENCATE GEOTUBE - TERRA VERDE-TRIBAG - TILDA CONSEIL - TONER SERVICES - TREVI - VAL+ - VALÉTUDES - VAN GANSEWINKEL - VAUCHÉ BIOWASTE - VERT-TICAL - WATTSOL

PROMOTIONAL TOOLS

SHOW-BASED COMMUNICATION STRATEGIES,
PROMOTING YOUR INNOVATIONS
AND GETTING THEM NOTICED.

We make every effort before, during and after the show to ensure that Environord

WEBSITE

48,000 visitors in 2011



How this benefits you:
Make the most of a high-traffic website which presents your brand and products

PRESS RELATIONS

Tell us about your innovations and key projects.



How this benefits you:
Our press kit will ensure that your news reaches major media in our region and your business sector

PERSONALIZED INVITATION

From April 2012:
over 140,000 personalized invitations sent to professionals and local authorities.



How this benefits you:
Generate a strong dynamic around the show and ensure the presence of "decision-making" visitors

THEMED NEWSLETTER

Between November 2011 and June 2012:
20 themed newsletters sent to over 65,000 contacts.



How this benefits you:
Promote your business sector and highlight your brand and products/services through exhibitor portraits

PRESS PARTNERSHIPS

Between November 2011 and June 2012:
over 150 adverts in national and regional media specializing in environmental issues.

How this benefits you: Attract a professional public, seeking concrete solutions

