



FEIRA E CONGRESSO

Intermach23

Tecnologia para a Indústria Metalmeccânica

EVENT REPORT - POST SHOW





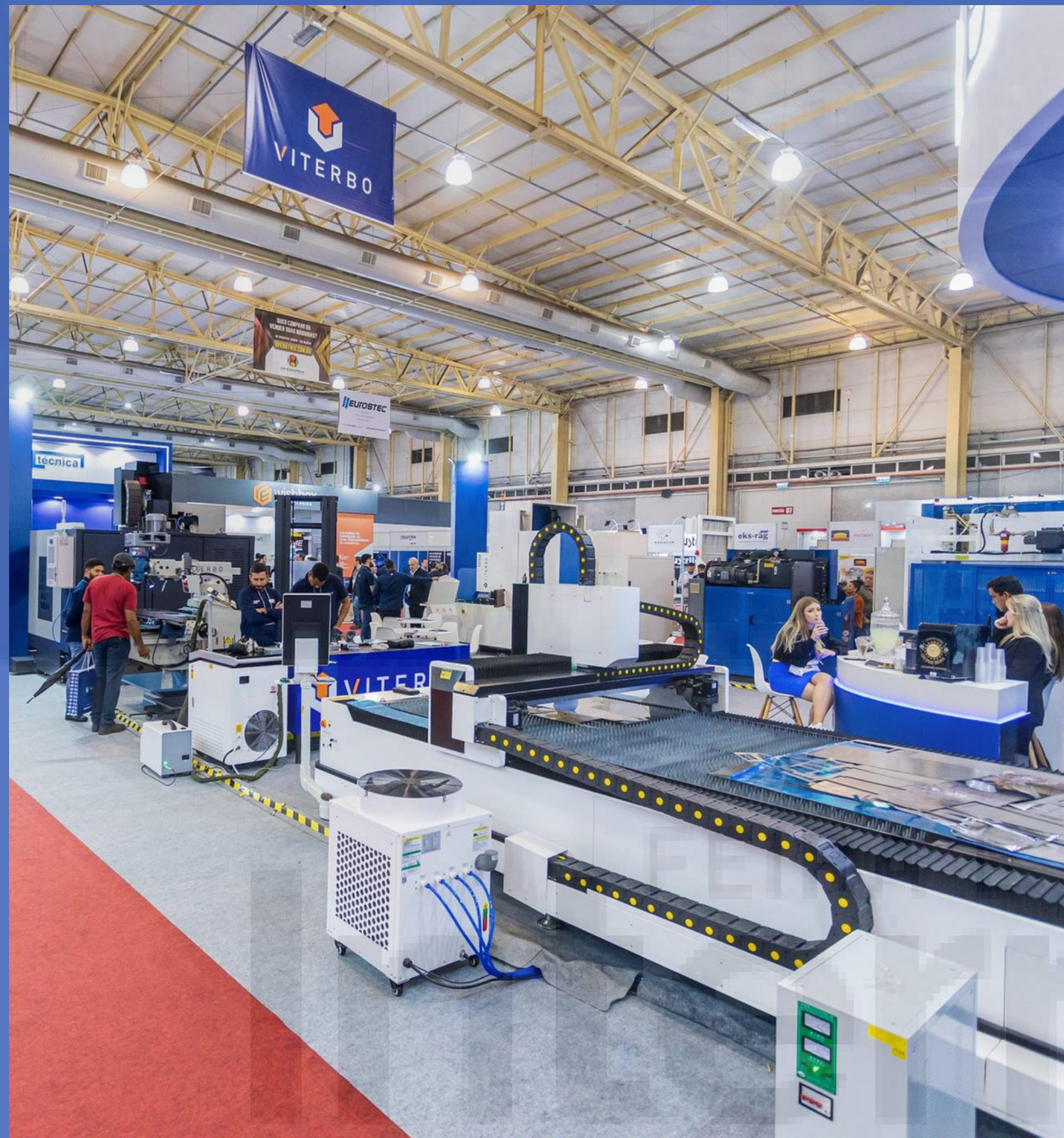
INTERMACH IN NUMBERS

- ⚙️ **300 national and international brands**
- ⚙️ **10% bigger than the previous edition**
- ⚙️ **300 million reais in business (12 months)**
- ⚙️ **22 thousand visitors**

VISITOR PROFILE

- Origin: 403 different cities and 22 states + DF
- **5 countries: Brazil, Canada, Colombia, Portugal and Uruguay**
- **40% look for new products and solutions**
- **25% work in companies with more than 500 employees**
- **36% are presidents, partners, directors or managers**
- **37% work in research or recommend products and services**
- **26% have final purchasing decision power**





VISITING SECTORS

- 12% industrial engineering
- 10%
- automotive 8% services
- for industry 6% plastic industry
- 5% casting



EXHIBITOR TESTIMONIALS

“The industry breathes technology and innovation. The fair is a unique opportunity for the industry to see suppliers of different themes in the same place. The industry that wants to compete in the global market has to be here at Intermach.”

Marco Aurélio Goetten, executive manager of FIESC Sesi SENAI North Northeast Region



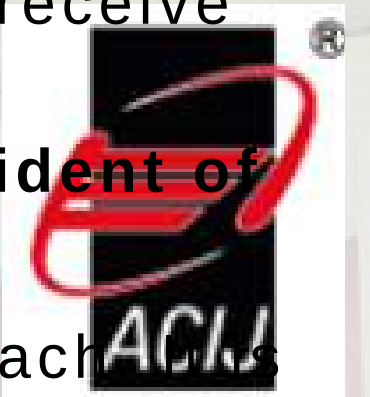
“Intermach was even better than last year. We came more prepared, many customers visited us and we identified many business opportunities. Between the end of this fair and the next, our expectation is to generate around R\$25 million in sales of robots and AGVs, which is a very good volume.”

Marcelo Rodrigues, Head of Sales and Marketing at GME Aero Space



“This year we expanded the stand with the aim of bringing in associated companies, mainly to promote brands focused on industrial automation and digital transformation. The fair provides an interesting range of businesses and we receive feedback on closed contracts.”

Luiz Roberto de Castilho Júnior, president of the ACIJ Automation Center



“We are present in all editions of Intermach, it is important to establish relationships with the industrial base, technicians, engineering, process managers and add new products from partners. The fair returned more comprehensive and larger. This brings satisfaction to those who are exhibiting.”

Paulo Freitag, Director of PNx Ar Comprimido





EXHIBITOR TESTIMONIALS

"Intermach is extremely important due to its business in the Santa Catarina market, in addition to its strategic position in the states of Paraná and Rio Grande do Sul. We are able to strengthen relationships with our customers and bring news to those who are not yet there."

Luiz Fernando, Head of Industrial Consulting at SKA



"As it is a multi-sector fair, with a large number of visitors from all states, it is extremely important for Di Ferro to be at Intermach, presenting our products and services. For us, the fair was a success." Fernando Holz, Di Ferro Special Steels



"For us, Intermach is important to present the company and our products. It is also strategic for welcoming customers and maintaining relationships with the market. It was very good and busy."

Vanessa Lira, IBR Reducers



"After the pandemic we came back with strength and participating in Intermach was fruitful, where several businesses and inquiries appeared. From the second day onwards, we already saw two three-dimensional machines and it was a fair with good results."

Samuel, Mitutoyo





EXHIBITOR TESTIMONIALS

“Intermach is one of the main fairs in Brazil that moves the industrial market and is essential for our commercial strategy. In addition to showing ourselves to the market, we managed to obtain several contacts and negotiations, placing our brand in the three states of the South region.”

Renato Magna, SIMCO Máquinas



“We have already participated in other editions of Intermach and this one was very positive, with several contacts.

We also participate in fairs in São Paulo, but as our company is in Joinville, it is important for us to be here.”

Célio, Tox Pressotechnik from Brazil



“We have already participated before, in partnership with another company. As it was excellent and brought many opportunities, we decided to invest as exhibitors. The fair was very busy and organized, which is important for us to return for the next edition.”

Felix Ribeiro, Presses do Brasil



“We participated in the Sindimec collective stand. The fair moves our market a lot, we publicize our launches and have access to an audience that we would not have been able to reach otherwise. The city wins and there is a whole chain around it that benefits.”

Adalberto Testoni, Geometric Industrial Automation



EXHIBITOR TESTIMONIALS

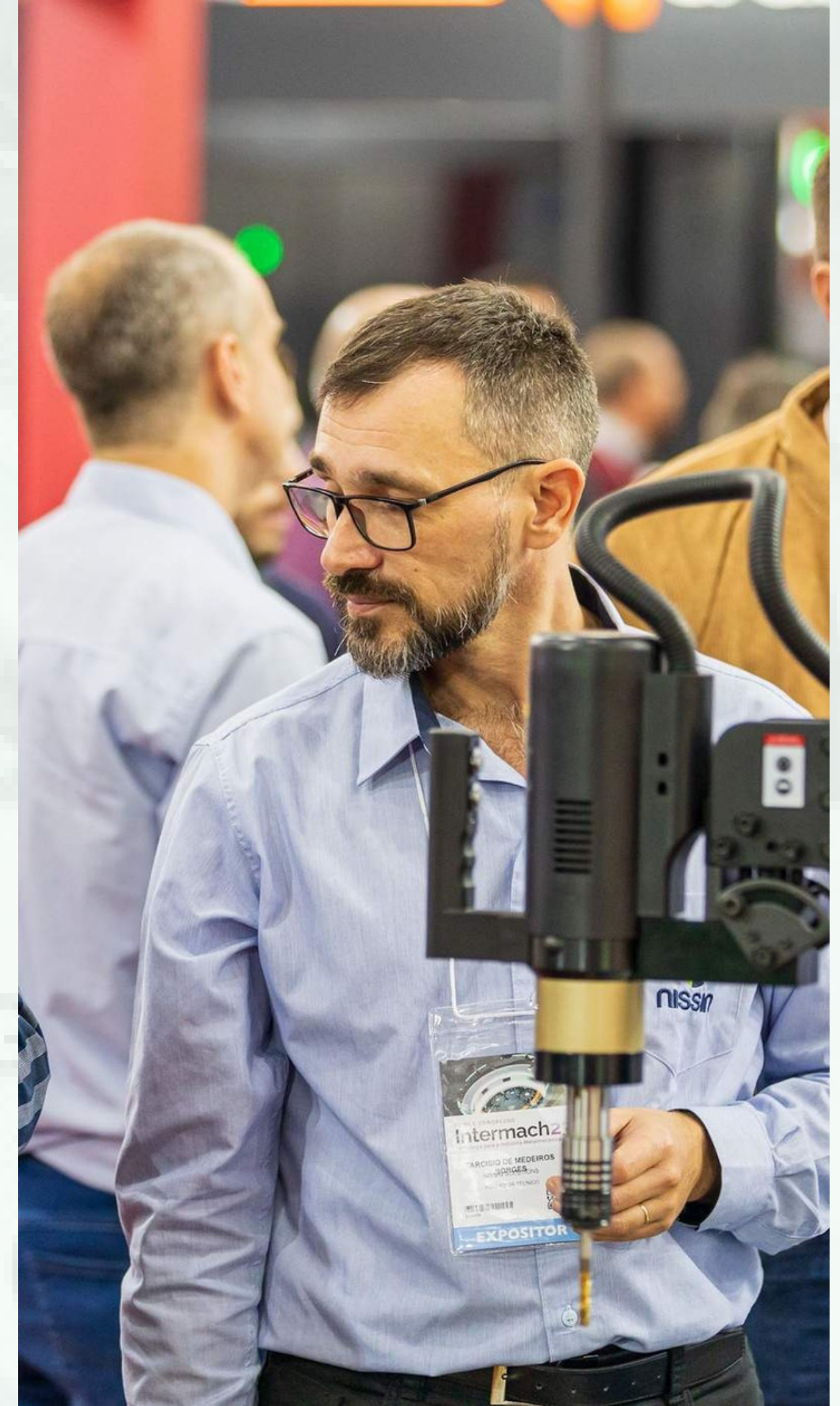
“Our first experience at Intermach was sensational. We are satisfied with the connections, flow of people, contacts and business deals. We also met raw material suppliers and exchanged important information for the market.”

Tiago, Thimer Brasil



“This is our second participation in Intermach and this year is special for us, because we are completing 30 years of history. The experience was very good, the stand was always full and many deals closed.”

Sandro Silveira, Continental Tools





VISITOR TESTIMONIALS

“I work in the automotive industry and participated in the search for new solutions, mainly machines and production monitoring software. The fair had a variety of suppliers of machines and services of interest to us.” Jonata Ganzer, Caxias do Sul-RS

“My goal was to learn about new technologies, robotics and 3D printing. I participated in Intermach last year, but in this edition I found more options. The 3D scanners caught my attention.”



“I looked for machines to expand those already available in the company. I found several options and this fair always has new ones. Good chances of closing deals.” Marcelo Alves, Joinville-SC

“My interest was in automation solutions, robots and cargo handling. I found good options with already known companies and new ones. Intermach has evolved in terms of technology and we have already done business here.”
Jonathan Eleutério, Joinville-SC

BUSINESS ROUNDTABLE

- 60 suppliers
- 20 buyers 680
- meetings

"We looked at the Business Roundtable for the opportunity to expand our market and seek new contacts. We identify new opportunities based on the expertise of the office that has been operating in the business and industrial sector for 40 years."

**Gustavo Tonet Fagundes, ZNA
Advocacia**



"Our objective was to seek new partners for machining and metalworking. From the contacts we made, we believe that we will generate business with around six suppliers."

Rodrigo Hoff, Comexi do Brasil



BUSINESS ROUNDTABLE

“This is our second year in the Intermach Business Roundtable. We participated to learn about some niches in the provision of services and industrialized materials. It is an excellent experience and we believe that we will create partnerships again soon.”

Célio Patrício, Brascola



“Last year we participated in the Business Roundtable for the first time and we returned due to the good results. We continue to buy with the partners we found last year and, for this year, the expectation is to expand the business.”

Jhonata da Luz Madruga, Sampaio Steel Distributor



“This is our first participation as an exhibitor at Intermach and also at the Business Roundtable. Our expectation was to understand and participate in the industrial axis of Joinville and it was extremely promising, due to the contacts made and business expectations.” Alexandre de Moura Duarte,

Steel Parts Oliveira



“This edition of the Business Roundtable was very positive, with buyers more open and qualified, looking for solutions. I have good business prospects with the contacts made.”

Ubiratã Rezler, Rezler

Keys and Machined





INNOVATION AND TECHNOLOGY CONFERENCE

Organization: SENAI Innovation Institute

“Fairs are very important for small producers, small and medium-sized companies, who are our suppliers and guarantee our competitiveness. The congress is a forum that allows all companies in the region to come and learn, invest and see the best practices to adopt in their company”

Fernando de Rizzo, president of Tupy

“As a researcher and coordinator of the SENAI Innovation and Laser Institute, in Joinville, it is always good to hear from renowned companies and professionals in their areas of activity, what is actually happening. It’s interesting to know that what we see in the future is actually closer to their reality”

Moisés Teixeira, Materials Engineer





EXHIBITOR WORKSHOPS

40 free lectures - 900 participants

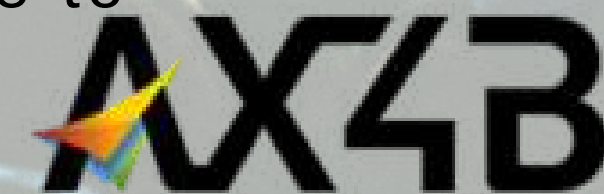
“We were able to disseminate information regarding our market, bring speakers, invite customers, publicize the fair and the company. The structure with audiovisual equipment and support team was excellent, which made the event even more positive for customers.” Cleiton Moretto, director **from Inox do Brasil**



“Inox do Brasil brought to Joinville two professionals who are national and international authorities in the world of stainless steel. There is misinformation in the areas of design and manufacturing, and this material is still used very little in Brazil due to lack of knowledge.” Cristiano Robson da Silva, welding engineer and participant of the Stainless Steel Workshop

“It’s a fundamental space because people don’t always stop at the stand and we can provide a differentiated service. With this type of action, we brought together a group in the room and, in a short space of time, we were able to show the solutions to many more people.”

Eduardo Lazzuri, director of AX4B



METROLOGY AND QUALITY CONTROL SEMINAR

Organization: Sector Chamber of Machines, Equipment for Quality Control, Testing and Measurement (CSQI) of ABIMAQ

“I participated in the Metrology and Quality Control Seminar, with the aim of answering questions and gaining knowledge to apply in the industry. What aroused the greatest interest was the issue of quality control in production.”

Jean Waterstradt, mechanical technician and quality analyst

“Intermach is a fair recognized by the market and is very important for the region and for the manufacturer. Being in contact with the customer is very important, creating this atmosphere and providing this space to manufacturers, Intermach has done this work excellently. Last year we had a good experience, so much so that we returned this year.”

Sergio Cristofolletti, vice president of CSQI/ABIMAQ and Metrology Product Manager at Starret



O Município JOINVILLE

Intermach 2023: Joinville sedia evento da indústria metalmeccânica em julho

Feira acontece na Expoville

16 anos de mercado. Quase 14 mil carros vendidos. 50% das vendas feitas por indicação. Quem compra, recomenda.

Por Isabel Lima | Revisão

05/07/2023 11:49



Esperando superar R\$ 300 milhões em negócios, Intermach começa nesta terça-feira em Joinville

Mais de 24 mil pessoas, de diferentes cidades e estados brasileiros, são esperadas na 14ª edição do evento.

Você leu. Seu cliente também. Clique para anunciar aqui!

14ª Intermach encerra com 22 mil visitantes e expectativa de R\$300 milhões em negócios

Por Luis Orsolin - 20 de julho de 2023



IN THE MEDIA

Click on the images

INTERMACH COMEÇA HOJE EM JOINVILLE

Evento reúne tecnologias e inovações para indústria metalmeccânica

16° Rio Negrinho 12:38

AO VIVO nsc

INTERMACH 2023 EM JOINVILLE

FEIRA DA INDÚSTRIA METALMECÂNICA

desenvolve negócios e relacionamentos além de promover acesso ao

BANDCIDADE

tvb

Programa BAND CIDADE SC: 11.07.23

Noticenter

INDÚSTRIA

Intermach reúne tecnologias e inovações para a indústria metalmeccânica em Joinville

05/07/2023 10:30:00

MAIOR FEIRA DE MÁQUINAS E EQUIPAMENTOS DE SC INICIA HOJE EM JOINVILLE

Evento tem projeção de render mais de R\$ 300 milhões em negócios para os visitantes

grande desafio é sempre trazer novidade enfim o que que a gente destaca

ENTREVISTA: RICHARD SPERANDELE E MANGU AURÉLIO GOETTEN

AO VIVO

1:23 / 13:02

maior feira de máquinas e equipamentos de SC inicia hoje em Joinville

FERRAMENTAL

14ª Intermach encerra como referência em inovações e tecnologias, negócios e capacitação para a indústria metalmeccânica



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TALK TO US!
47-3451-3000
COMERCIAL@MESSEBRASIL.COM.BR