



TOGETHER FOR A SUCCESSFUL INDUSTRIAL FUTURE

www.gifec.org



GET TO KNOW THE GROUP

- **GIFEC, interprofessional Group** of manufacturers dedicated to the study of marketing.
- GIFEC is composed of 47 members from **SMEs and large international groups**, all of which have manufacturing units in Europe.
- Created in 1972, the group is **50 years** old and operates under the status of a non-profit **association** in accordance with the 1901 law.
- Our members are all **manufacturers** of industrial products and **partners of a network of distributors.**



DISCOVER OUR MEMBERS COMMUNITY



FOCUS ON THE 4 PRODUCT FAMILIES

1. MACHINING
2. POWER TRANSMISSION
3. ASSEMBLY AND TOOLING
4. EQUIPEMENT
AND PROTECTION OF THE PERSON



OUR MISSIONS : COMMITMENT AND ACTION



Being a recognized player in the industrial supplies market



Reflecting on best business practices and their evolution



Uniting manufacturers and distributors in the European industrial supply market



Producing indicators and studies to understand and anticipate market trends

OUR PURPOSE

Study the evolution of the industrial market and marketing methods
in the face of major current challenges,
including artificial intelligence:



SALES MARKETING :
New sales and management methods



INDUSTRIE 4.0 :
The factory of the future and the
impact of artificial intelligence



LEGAL FRAMEWORK:
Commercial negotiations



NEW DISTRIBUTION METHODS:
E-commerce & marketplace



**DECARBONISATION
AND CSR FOCUS**

MONTHLY ECONOMIC NOTE XERFI SPECIFIC



MANUFACTURERS INDICATOR

Evolution of turnover index by family products and sector (total, direct and distribution).

DISTRIBUTORS INDICATOR

major industrial distribution groups have their own indicator

They help to provide a clear and precise vision of market trends :

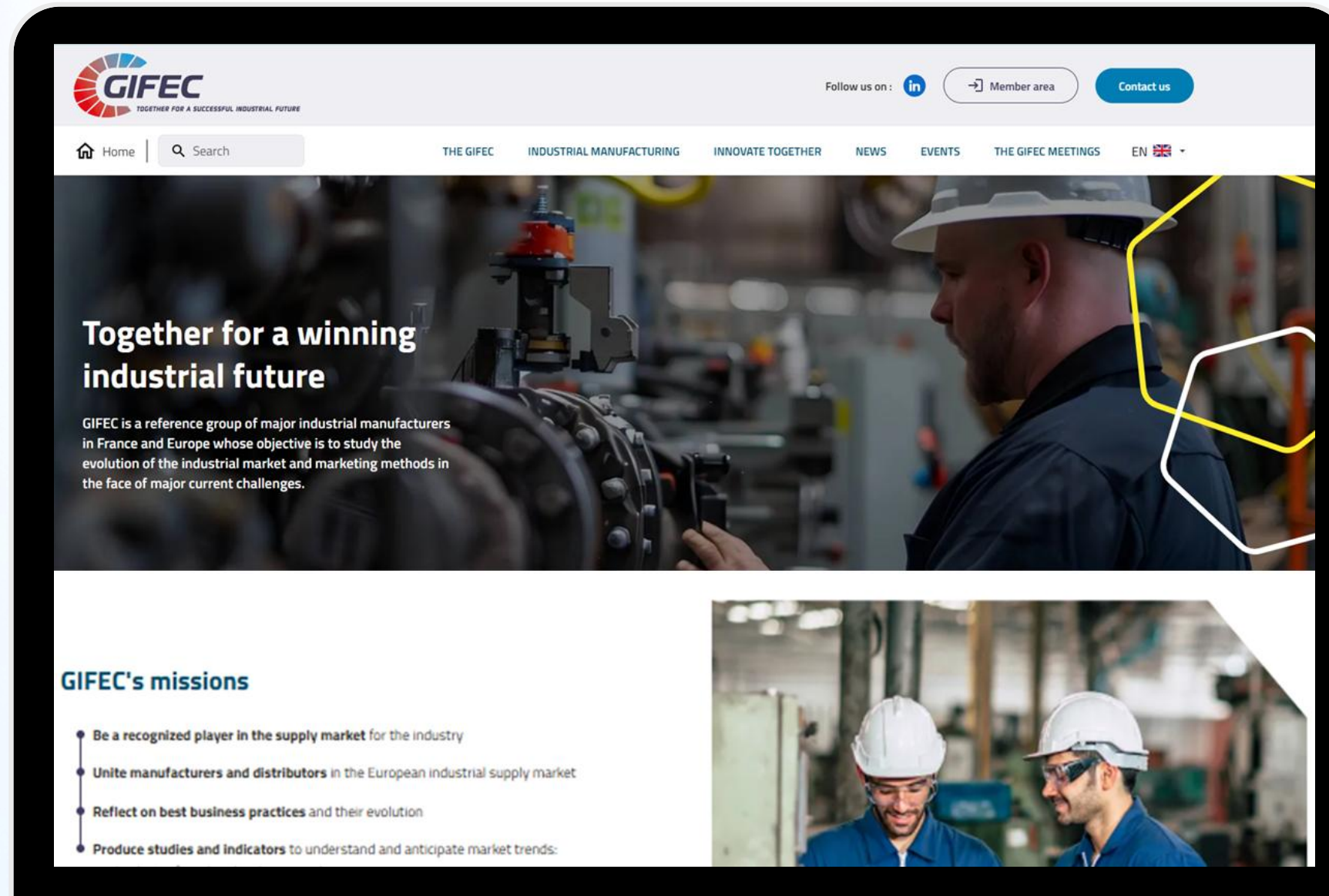


HOW WE OPERATE

- **Share information on market trends** : improve our capacity to innovate, our competitiveness in a sector, etc.
- **Expand our skills** : participate in workshops or training courses, attend expert conferences, etc.
- **Access topics relevant to all businesses** : learn about cross-functional topics, share best practices, etc.
- **develop growth strategies** with distribution: collaborating to better meet market expectations



OUR WEB SITE



Our website is evolving:
A new dynamic website in French and English that highlight our reason for being, purpose and latest news.

<https://www.gifec.org/en>



CONNECT, SHARE AND EXCHANGE

The “ Rencontres du GIFEC ”

- Held every 3 years in a prestigious location, "Les Rencontres" is a major event that brings together 200 participants
- Well-known speakers animate the evening on topical themes.

🎥 [Watch the last event video 2025](#)



CONNECT, SHARE AND EXCHANGE

2025 GIFEC meetings

- the 17th edition of "GIFEC Meetings" were held on 22 May in Marseille at the Palais du Pharo.
- It brought together in this prestigious place quality speakers, all distributors of industrial supplies and all the manufacturers who are members of Gifec.
- Well-known speakers led the evening on the following topic: *"What will be the impact of AI in our companies and on the future of our organizations?"*



headlining Mazarine Mitterrand Pingot and d'Asma Mhalla

▶ [Watch our wrap-up video with some highlights](#)

CONNECT, SHARE AND EXCHANGE

Club Export : Exchanges and strategies

- Follow the export opportunities,
- Organize joint missions abroad.



CONNECT, SHARE AND EXCHANGE

6 meetings per year

- Face to face or video
- Keynote by an expert on a current topic
- Presentation of a distributor
- Presentation by a member company



**Les enjeux du « Big Data »
pour les industriels et le B to B**

29 Novembre 2022

Akil DABOUL,
Senior Data Manager
Data Value Consulting



JCDecaux
François-Xavier PIERREL,
Chief Data Officer du
Groupe JC Decaux



Jennifer RIMETZ,
Directrice Communication
et Webmarketing,
chez Tubasca-Comabi





CONNECT, SHARE AND EXCHANGE

an annual convention : collaboration et actions

- An annual congress that brings together all members.
- To deepen the work themes
- To define GIFEC's medium-term actions.



CONNECT, SHARE AND EXCHANGE

An annual general meeting

- organized on the industrial site of a member



2024 Emerson in Bonneville and 2023 Trelleborg in Clermont Ferrand

GOVERNANCE : ORGANIZATION AND OPERATION

Co-President



Olivier BLANC
Sam outillage

Co-President



Serge TEYSSIER
Trelleborg

Vice-president



Stéphane TESSE
Wika

Vice-president



Antonio MARIANO
Gates

Treasurer



Hervé POULMAR
Optibelt

General secretary



Nathalie BOCQUET
GIFEC

GOVERNANCE : ORGANIZATION AND OPERATION

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SKF



Jean-François LYONNET
T2S



Dominique PAGNIEZ
Tubesca-Comabi



Christelle BLUMENROEDER
Walter-Tolls



INSTITUTIONAL RELATIONS

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