



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

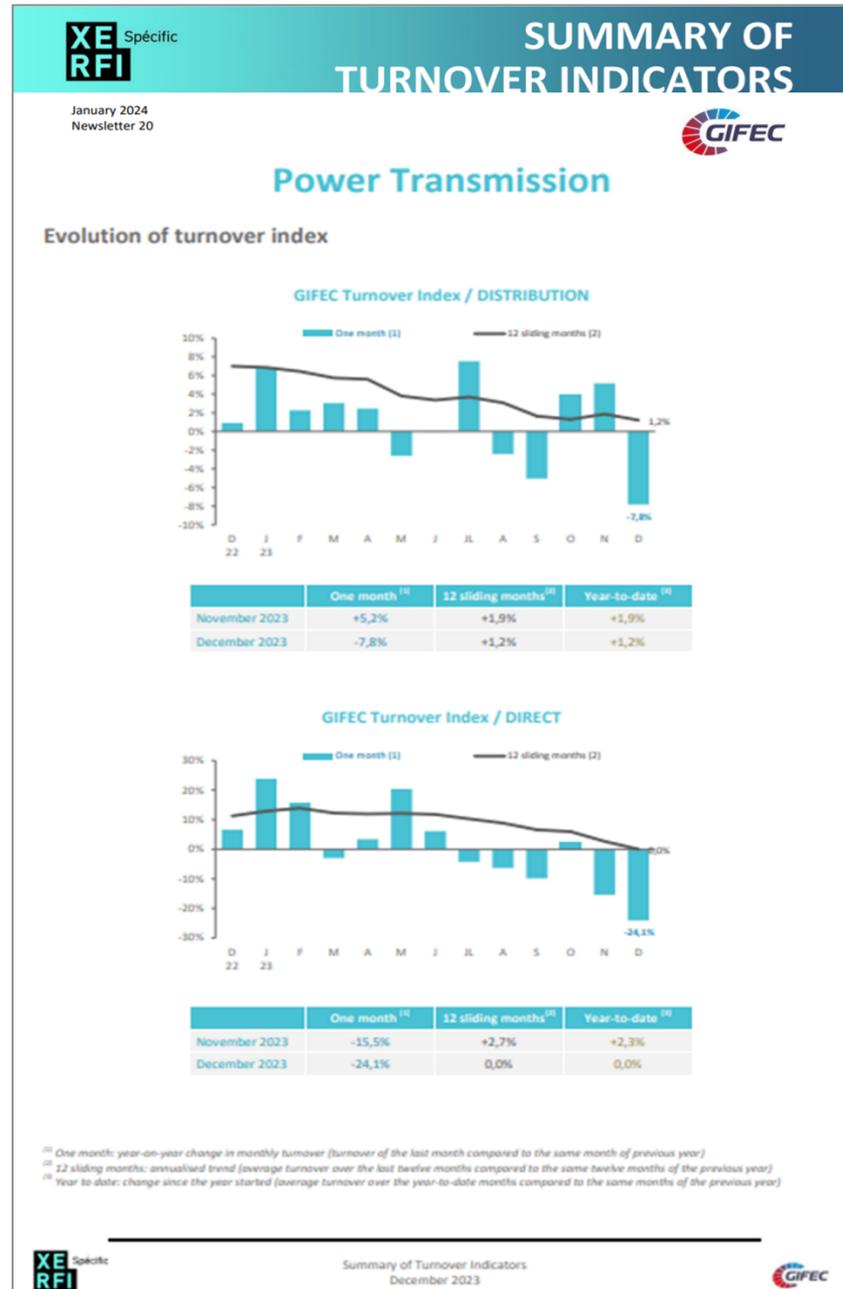
OUR PURPOSE

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 :

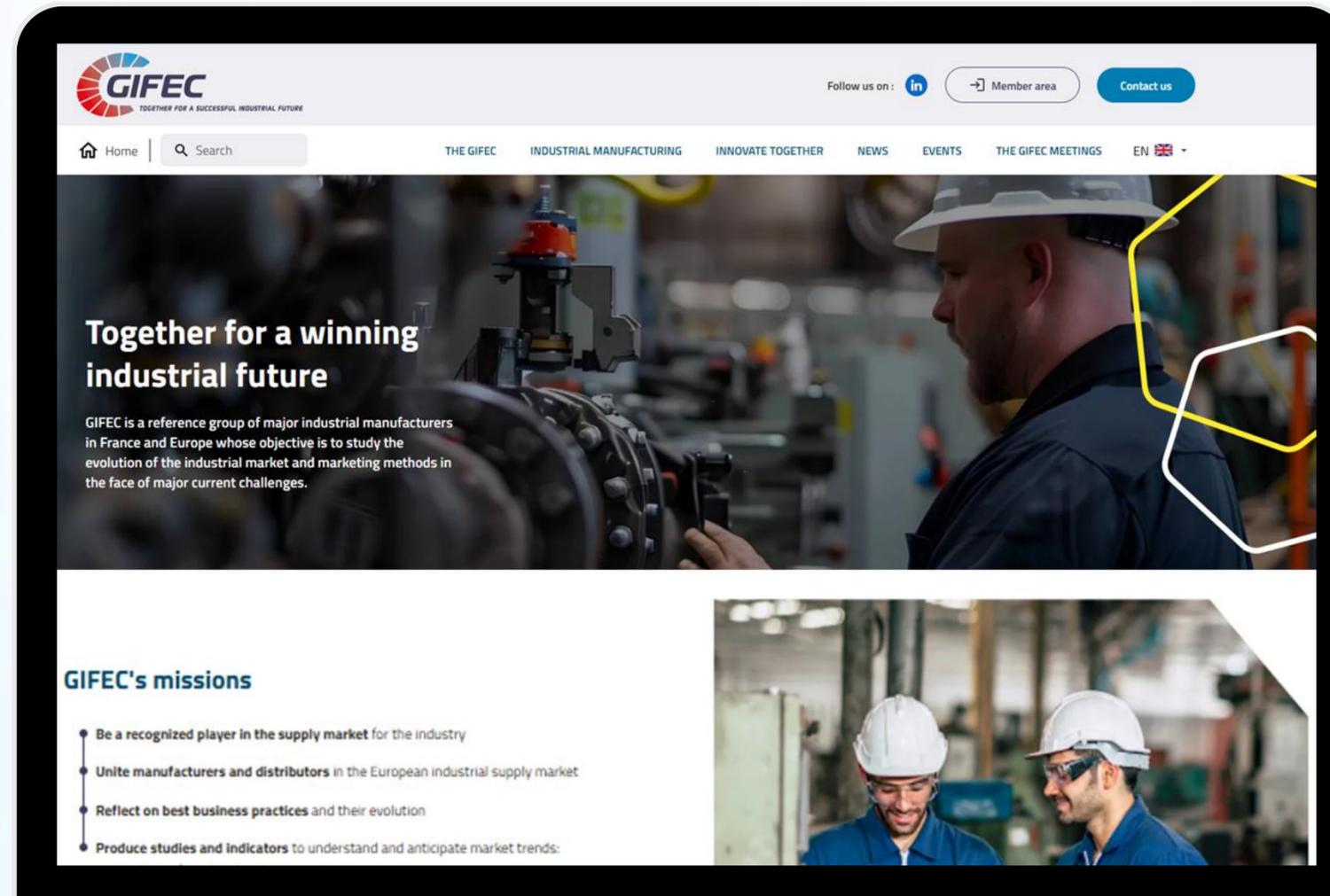


HOW WE OPERATE

- **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

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

 <p>Akil DABOUL, Senior Data Manager Data Value Consulting</p>	 <p>JCDecaux François-Xavier PIERREL, Chief Data Officer du Groupe JC Decaux</p>	 <p>Jennifer RIMETZ, Directrice Communication et Webmarketing, chez Tubescacomabi</p>
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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.

An annual general meeting

- organized on the industrial site of a member



GOVERNANCE : ORGANIZATION AND OPERATION

Co-President



Olivier BLANC
Sam outillage

Co-President



Serge TEYSSIER
Trelleborg

Vice-president



Stéphane TESSE
Wika

Vice-président



Antonio MARIANO
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Hervé POULMAR
Optibelt

General secretary



Nathalie BOCQUET
GIFEC

GOVERNANCE : ORGANIZATION AND OPERATION

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T2S



Walter GOURMAND
Parker





INSTITUTIONAL RELATIONS

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