

INTERNATIONAL  
CONFERENCE



INTERNATIONAL TRADE FAIR  
WITH CONGRESS

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**DIGITAL EVOLUTION IN PPE DISTRIBUTION –  
RELEVANT DYNAMICS**

**6 November 2019**



Messe  
Düsseldorf

# WELCOME

Dear ladies and gentlemen,

The digital transformation is starting to show a significant impact on the personal protective equipment environment, including manufacturers, distributors, users and all other responsible people in the segment. This creates both new opportunities and risks.

This year's International Conference "Digital Evolution in PPE Distribution – Relevant Dynamics" focuses on:

- ▼ Standards and implications of the PPE regulation
- ▼ Interface between end-users and distributors
- ▼ Development of smart PPE
- ▼ Markets and competition – dramatic change in PPE distribution
- ▼ Vending machines in the PPE environment

A great opportunity for networking amongst a variety of relevant sector experts!

We look forward to welcoming you in Düsseldorf!

Under the professional and conceptual direction of:



**Stefan Brück**  
CEO,  
UVEX SAFETY GROUP  
GmbH & Co. KG



**Werner Heitmann**  
Head of Marketing Fire  
Services & Governmental  
Region DACH,  
Draeger Safety AG &  
Co. KGaA



**Thomas Vierhaus**  
Managing Member of  
the Executive Board,  
VTH Verband  
Technischer Handel e. V.



Duration of the conference: 9:00 a.m.–2:00 p.m.  
Conference language: English  
Location: Messe Düsseldorf,  
Entrance South,  
Hall 1, first floor,  
room 15

**Tania Higgins**  
Presenter

Latest information:  
[AplusA.de/conference-ppe](https://AplusA.de/conference-ppe)

## "DIGITAL EVOLUTION IN PPE DISTRIBUTION – RELEVANT DYNAMICS"

9:30 a.m. Registration, welcome and coffee

9:45 a.m. Official opening



**Wolfram Diener**  
Managing Director,  
Messe Düsseldorf GmbH

9:55 a.m. Keynote



**Stefan Brück**  
CEO,  
UVEX SAFETY GROUP GmbH & Co. KG

10:10 a.m. Standards and implications of the new PPE regulation – six months post implementation



**Henk Vanhoutte**  
Secretary General,  
European Safety Federation

The first experiences with the implementation of the PPE regulation 2016/425, from the perspective of economic operators.

10:35 a.m. Interface between end-users and distributors



**Dale Stokes**  
Managing Director,  
Bunzl

Digitization and integrated supply chain and planning solutions, best practice in service levels.

11:00 a.m. Development of Smart PPE and related challenges – risks and opportunities



Protective clothing must be capable of more than just protection alone. Comfort and appearance are also very important. "Smart PPE" goes far beyond the minimum requirements for the relevant standards. Intelligent personal protective equipment takes the strain off users, enables new applications and ensures greater safety.

**Prof. Karl-Heinz Noetel**  
Director, German Social Accident  
Insurance Institution for the building trade

11:25 a.m. Coffee break

11:45 a.m. Markets and competition – dramatic change in PPE distribution – challenges for all market players in PPE



The necessary transformation of the value chain within the EU PPE market. Expertise, omni-channel capabilities and European footprint: the unique combination and ambition of Intersafe, Elacin & Lyreco.

**Arnaud Bouchez**  
Group Category Director Industrial Products,  
Lyreco

12:10 a.m. Vending machines in the PPE environment – critical success factors, development of new procurement and dispensing strategies



Vending has existed as part of the distribution platform for quite some time. Find out about the "Machine Behind the Machine" that has changed the way customers view industrial distribution.

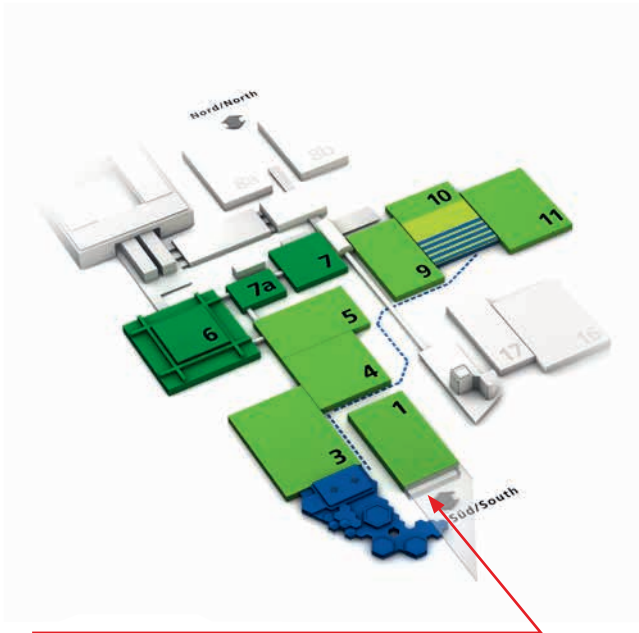
**Brent Roeder**  
Global Director of Safety and Metalworking,  
Fastenal

12:35 a.m. Questions and answers / closing words

1:00 p.m. Lunch and get-together

2:00 p.m. End of the event / visit of A+A trade fair 2019

## HELPING YOU FIND YOUR WAY: A MAP OF A+A 2019



### International Conference “Digital Evolution in PPE Distribution – Relevant Dynamics”

Messe Düsseldorf, Entrance South, Hall 1,  
first floor, room 15

#### Halls 1, 3–5, 9–11

Safety at Work,  
Corporate Fashion,  
Fabrics, Components and Accessories

#### Halls 6, 7, 7a

Security at Work

#### Hall 10

Health at Work

#### Hall 10

„Meeting Point Safety + Health”

#### CCD South, CCD Stadthalle

A+A Congress

## AT A GLANCE

Date: Wednesday, 6 November 2019  
Location: Messe Düsseldorf, Entrance South,  
Hall 1, first floor, room 15  
Conference Language: English  
Duration: 9:00 a.m.–2:00 p.m.

### FOR FURTHER QUERIES, PLEASE CONTACT:

Conference Management  
Phone: +49 211 4560 952  
E-mail: congressinfo@messe-duesseldorf.de

▼ [AplusA.de/conference-ppc](https://AplusA.de/conference-ppc)

## PURCHASE YOUR eTICKET ONLINE

PRICES PPE CONFERENCE	TICKETSHOP	BOX OFFICE	VTH-MEMBERS
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One-day ticket	120 €	145 €	105 €
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(All prices include VAT, lunch and a one-day ticket for A+A on the same day)

The eTickets allow you to travel to and from the fairground on the day of your visit with all means of transport offered by the VRR at price level D, (standard fare, 2<sup>nd</sup> class travel on DB trains).

▼ [AplusA.de/tickets](https://AplusA.de/tickets)

## A+A 2019

International Trade Fair for Safety, Security and Health at Work

Date: 5–8 November 2019  
Tuesday to Friday  
Location: Düsseldorf Fairgrounds,  
Halls 1, 3–7 and 9–11  
Opening hours: 9:00 a.m.–6:00 p.m.

 VERBAND  
TECHNISCHER  
HANDEL

Messe Düsseldorf GmbH  
P.O. Box 10 10 06  
40001 Düsseldorf \_ Germany  
Tel. +49 211 4560-01  
Fax +49 211 4560-668  
[www.messe-duesseldorf.de](http://www.messe-duesseldorf.de)

  
Messe  
Düsseldorf