



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 :

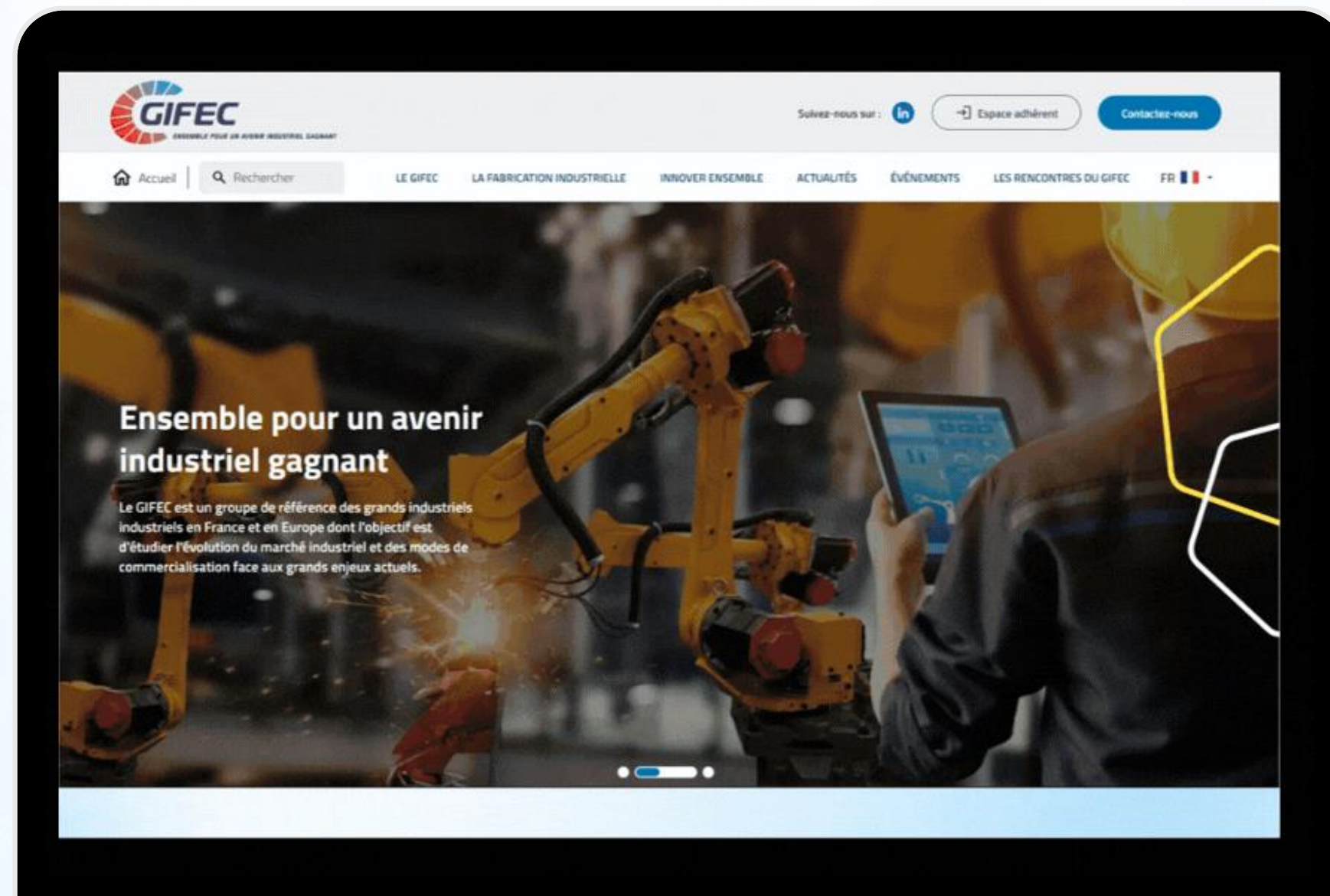


HOW WE OPERATE

- **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.



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](#)



CONNECT, SHARE AND EXCHANGE

Les Rencontres 2025

- the 17th edition of this event will be held on May 22, 2025 at the Palais du Pharo in Marseille.
- It will bring together in this prestigious place quality speakers, all distributors of industrial supplies and all the manufacturers who are members of Gifec.
- Well-known speakers will animate 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

▶ [Regardez la vidéo du Palais du Pharo](#)

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



GIFEC **INSPIRATIONS**
accompagnement Managérial

**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 Tubesca-Comabi

DataValue
CONSULTING

**TUBESCA
COMABI**



CONNECT, SHARE AND EXCHANGE

an annual convention : collaboration et actions

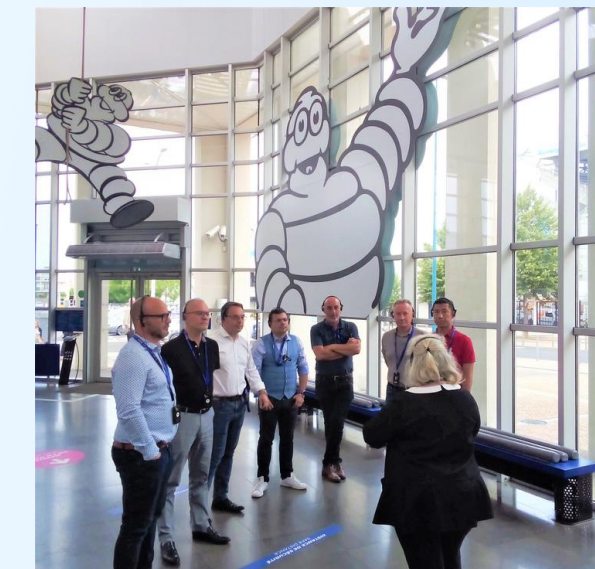
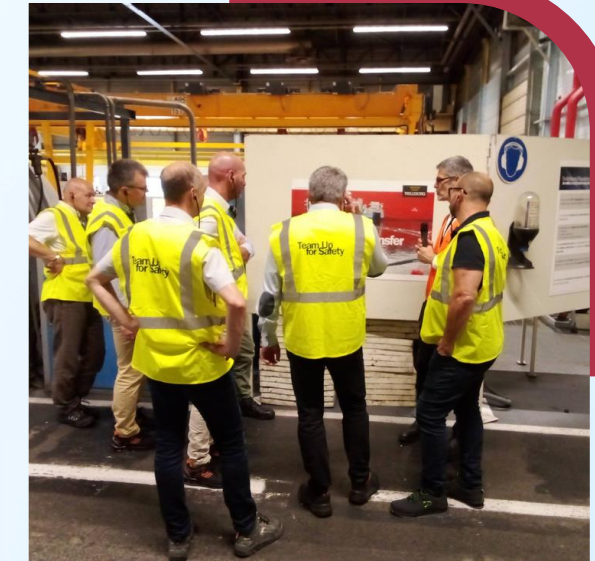
- An annual congress that brings together all members.
- To deepen the work themes
- To define GIFEC's medium-term actions.



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

President



Éric PASQUIER
(ex)Emerson

President



Serge TEYSSIER
Trelleborg

Secretary-General



Nathalie BOCQUET
GIFEC

Vice-president



Antonio MARIANO
Gates

Trésorier



Hervé POULMAR
Optibelt

GOVERNANCE : ORGANIZATION AND OPERATION

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IWIS France



Christophe LORDET
NTN



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Tubesca-Comabi



Hycham EZBIRI
Enerpac



Lilian NOIROT
Sedis



Nicolas EMERY
Tractel



Olivier BLANC
Sam Outillage



Pierre-François BEYRAND
SKF



Stéphane TESSE
WIKA Instruments



Jean-François LYONNET
T2S



Walter GOURMAND
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