



# TOGETHER FOR A SUCCESSFUL INDUSTRIAL FUTURE

[www.gifec.org](http://www.gifec.org)



# GET TO KNOW THE GROUP

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- **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

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

## OUR MISSIONS : COMMITMENT AND ACTION

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**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 :*



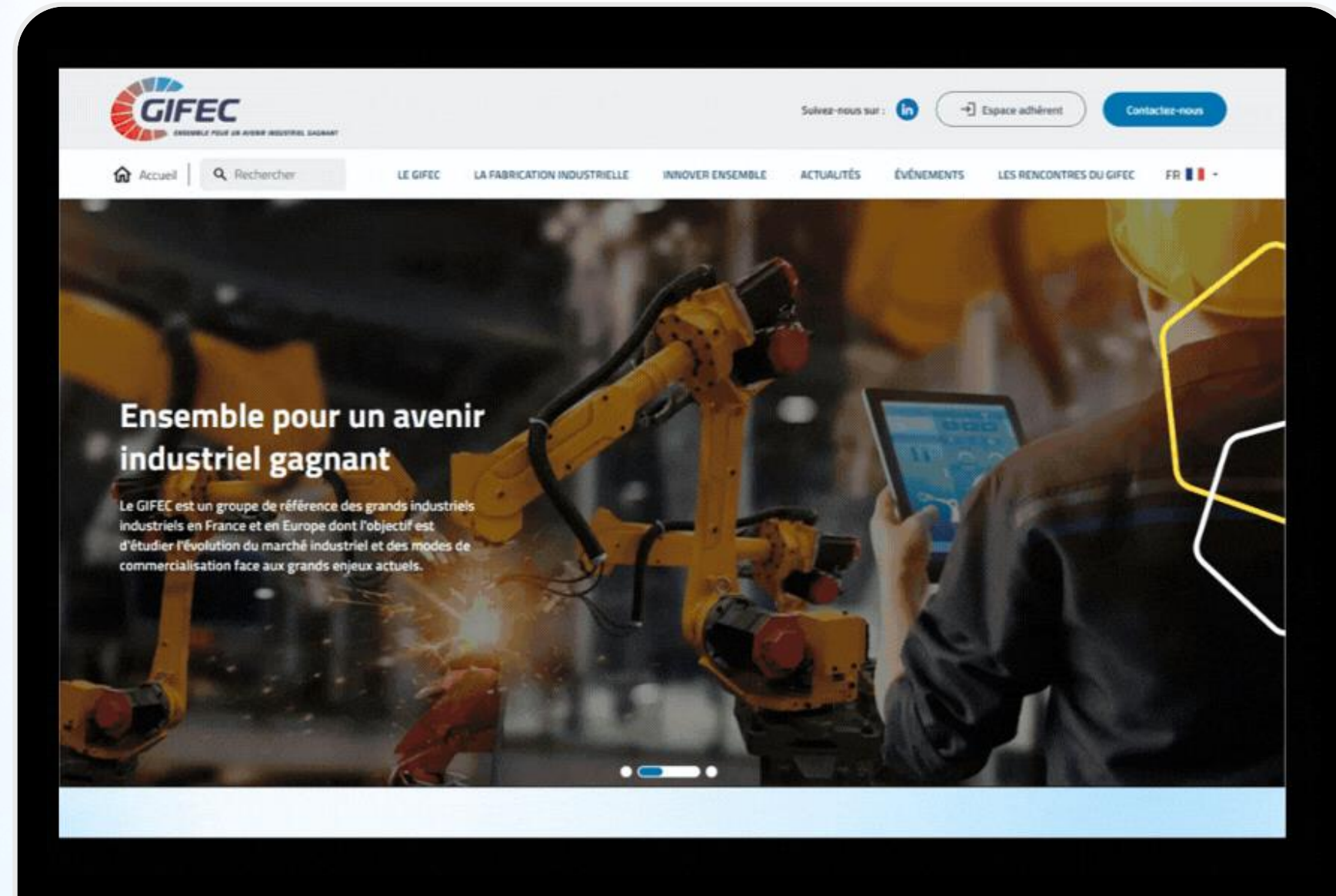
## HOW WE OPERATE

- **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

**TUBESCA  
COMABI**



# CONNECT, SHARE AND EXCHANGE

## an annual convention : collaboration et actions

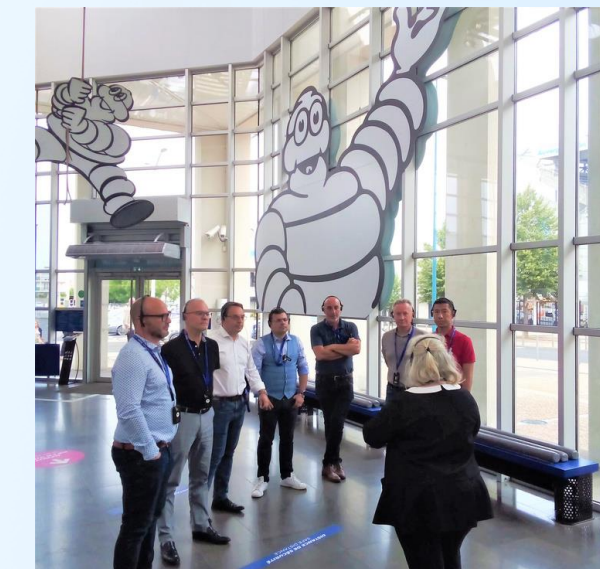
- An annual congress that brings together all members.
- To deepen the work themes
- To define GIFEC's medium-term actions.



# 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

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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

## BOARD MEMBERS



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IWIS France



**Christophe LORDET**  
NTN



**Dominique PAGNIEZ**  
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**  
Parker





# INSTITUTIONAL RELATIONS

## CONTACT

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