



28·29·30

—MARCH 2017—

Paris expo porte de Versailles - Hall 4

[www.forumlabo.com](http://www.forumlabo.com)

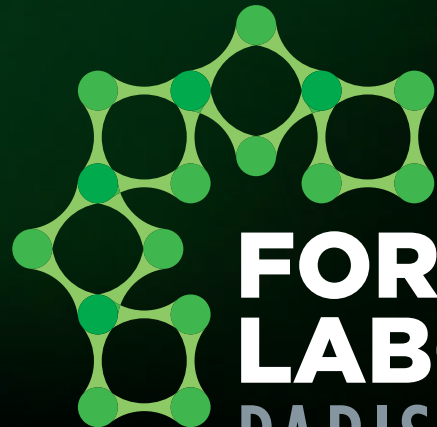
DISCOVER  
YOUR LABORATORY  
OF FUTURE

Analysis

Biotech

Control

Research



**FORUM  
LABO  
PARIS**

The exhibition of laboratory materials  
and services suppliers



# AN EVENT YOU CANNOT IGNORE!

From 28<sup>th</sup> to 30<sup>th</sup> March 2017 at Paris expo Porte de Versailles in France, exhibitors will present their products, solutions and innovations in the fields of Research, Analysis and Control in Industry sectors ranging from Biotechnology to Environment, Pharmaceuticals, Cosmetology and Agro-food.

This unique event is entirely managed by the laboratory profession.

## FANTASTIC SHOWCASE FOR YOUR BUSINESS!

- More than **400** companies represented
- **8 000** qualified professional visitors, from public and private laboratories
- **300** innovations

## CATALYST OF INNOVATION AND RESEARCH

2015 Edition\*

**93%**

of the exhibitors  
satisfied with the  
quality of visitorship.

**50%**

new visitors.

**108**

new exhibitors  
(is 37%).

**90%**

of the visitors satisfied  
with the **innovations**  
presented.

## PRODUCTS EXHIBITED FOR RESEARCH, ANALYSIS AND CONTROL

Consumables

Products / Reagents

Equipment

Instrumentation

Services

## SPECIAL FOCUS ON "ENVIRONMENT" AND "WORK SAFETY"

The eco-industries represent a potential around 125 M€ (7 % of the laboratory market) in sectors as diverse as energy, chemistry, food-processing industry or biotechnologies. This big challenge will be to develop and to adapt, for this new market, services, products and technologies allowing to reduce the environmental impacts, to optimize the natural resources' consumptions and to improve the energy efficiency.

Scientists are also aware of the equipment and product design, giving them a simplicity of utilization and a grater safety in laboratory

# VISITORS PROFILE

**PRIVATE SECTOR:** Research, Control, Quality, Analysis, Process, Industry...

**PUBLIC SECTOR:** Basic, academic, applied Research.

**MANUFACTURERS/DISTRIBUTORS** of equipment and services for the laboratory.

**OTHER** (Students, Associations, Institutionals...).

## MAIN INDUSTRY SECTORS\*

### PRIVATE SECTOR

Biology Laboratory / LAM / Clinic / Health .....	12%
Pharmaceutical - Biotech industry .....	29%
Chemical industry/Petrochemistry .....	15%
Agribusiness industry .....	13%
Cosmetics industry .....	12%
Other industries (Metallurgy / Motor vehicles / Electronics...)	11%
Environment - Energy industry .....	8%



### PUBLIC SECTOR

EPST (1) .....	25%
Education / Universities .....	24%
Government bodies and institutes .....	21%
Establishment of Health .....	13%
EPIC (2) .....	11%
Army / Police / Gendarmerie .....	5%

(1) French Public Scientific and Technological Establishment  
(2) French Public Industrial and Commercial Establishment

## SERVICES

- ▣ 34% .....Research & Development
- ▣ 20% .....Salesman, Business manager
- ▣ 14% .....Inspections, Quality, Testing, Process
- ▣ 11% .....General Management
- ▣ 7% .....Technical and consumable purchases
- ▣ 5% .....Marketing, Communication
- ▣ 5% .....Production, Operation
- ▣ 3% .....Maintenance, Safety
- ▣ 1% .....Metrology

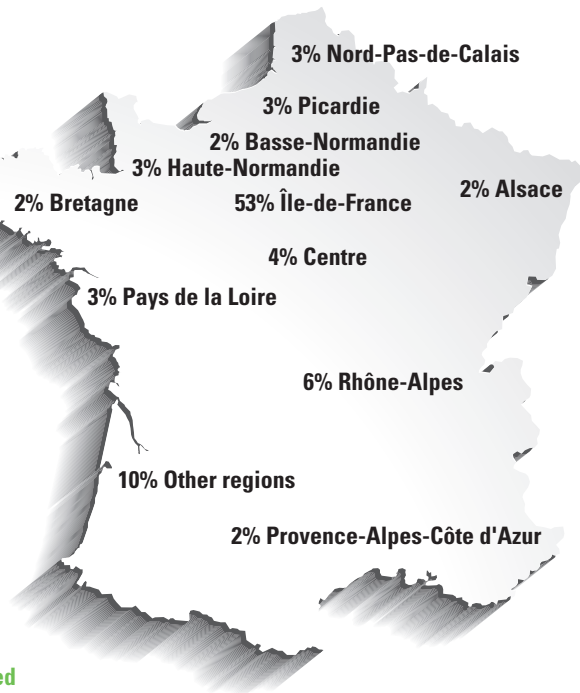
## FROM VISITORS

France **91%** Foreign **9%**

### The most represented countries

Germany  
Swiss  
Belgium  
UK  
Algeria  
Italy  
Tunisia  
Morocco

### FRENCH REGIONS DISTRIBUTION



**82%**

said they are directly involved in purchasing decisions (users, purchasing advisors, buyers)

**96%**

of visitors are satisfied with their visit

## VISITOR OBJECTIVES

	% OF VISITORS	% SATISFACTION RATE
Discover innovations	54%	91%
Observe new trends and market developments	43%	93%
Meet new suppliers	45%	88%
Meet regular suppliers	56%	97%
Find a solution for a project	40%	90%
Prepare for a purchase/investment	41%	92%
Take part in a scientific conference	17%	90%
Take part in training session	10%	89%





## LAB'MEETINGS BUSINESS MEETINGS

Make your attendance at the exhibition profitable thanks to our pre-arranged and perfectly adapted programme of meetings between exhibitors and visitors. As exhibitor, the Lab'Meetings will give you the chance to make special and productive contacts with visitors. As visitor, this service is ideal for discovering new suppliers and specific solutions.

### Visitors join the service to:

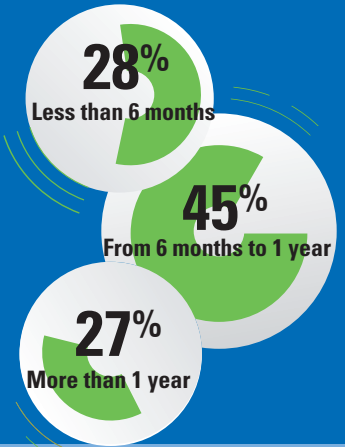
Benefit from customized meeting business meetings with exhibitors **35%**

Save time on-site **50%**

Find concrete solutions **15%**



### Project realization term of the visitors



## INNOVATION AWARDS showcasing innovation and research



This 3<sup>rd</sup> edition of the Awards will reward the most innovative initiatives, Tuesday, March 28 at the show, as part of a moment of friendly and festive meetings.

The Trophies will be awarded by a jury consisting of public and private laboratory scientists and professional journalists.



- Safety Trophy: HORIBA SCIENTIFIC with Vulcan
- Miniaturization Trophy: SMART INST with SmartPart
- Ergonomics Trophy: SAFAS with TouchSnake™
- Productivity Trophy: ENVOLURE with Enverdi-DBO
- French Innovation Prize : CELENYS with Biomimesys®
- Visitors Favourite: ERLAB DFS with Halo

## AN ATTRACTIVE PROGRAMME OF SCIENTIFIC CONFERENCES AND TRAININGS



Forum LABO & BIOTECH will implement a unique program of conferences and qualifying, general, scientific and technical trainings.

- **2-hour training sessions**, led by exhibitors, will bring deeper knowledge to attendees on new technical analysis and technological advances.
- **Conferences held by the scientific associations** who will present their works.
- **The SEP 2017 Congress** - 12<sup>th</sup> congress of the French-speaking Association of the Separation Sciences - will be held back to back with Forum LABO & BIOTECH for the third consecutive edition. Three days of exchanges on the separative techniques, with 260 specialists, 40 conferences and about 150 posters.



## REASONS FOR EXHIBITING

	% EXHIBITORS	% SATISFIED
Become known	26%	89%
Finding new clients	25%	73%
Improving client loyalty	20%	89%
Presenting innovations	16%	73%
Seeing competitors	9%	71%
Finding distributors/suppliers	4%	33%

## AN EXHIBITION THAT IS PROFITABLE AND EFFICIENT

List of exhibitors Forum LABO & BIOTECH 2015 PARIS

A1-ENVIROSCIENCES / AALBORG / ABBOTT INFORMATICS FRANCE / ABCAM / ACAVI / ACTION EUROPE / ADGENIX / ADS LAMINAIRE / ADVANCED CHEMISTRY DEVELOPMENT / AGILAB / AIR LIQUIDE / AIR PRODUCTS / ALFA AESAR / ALPHAMOS / ALYTECH / AMBROSIA TECHNOLOGIES / AMETEK DIV SPECTRO / AMS ALLIANCE / ANALAB / ANALYTICAL SCIENTIST / ANALYTICS CONSULTING / ANALYTIK JENA FRANCE / ANALYT-MTC / ANDREW ALLIANCE / ANTON PAAR FRANCE / APOLLO INSTRUMENTS / ARCTIKO / ARGOLIGHT / ASECOS / ASEM FRANCE / ASSOCIATION FRANCAISE DES TECHNICIENS DE LABORATOIRES (AFTLM) / ASSOCIATION FRANCOPHONE DES SCIENCES SEPARATIVES (AFSEP) / ASSURANCES LA FLANDRE / AWEL / BECKMAN COULTER LIFE SCIENCES / BEHR LABOR-TECHNIK / BELLEVILLE / BERTHOLD FRANCE / BIMOS / BINDER / BIOLAB MOBILAB / BIOLINE MERIDIAN BIOSCIENCE / BIOLOGISTE INFOS-EDP SANTE / BIOMERIEUX / BIOPHARMA TECHNOLOGIES FRANCE / BIO-RAD LABORATORIES INFORMATICS DIVISION / BIOSIMS / BIOSOLVE / BIOTEK INSTRUMENTS / BIPEA-ESSAIS INTERLABORATOIRES (EIL) / BMG LABTECH / BRUKER / BÜCHI / BÜHLER / BURDINOLA FRANCE / CARBOLITE / CARLO ERBA REAGENTS / CELENYS / CERMAP / CHAUVIN ARNOUX GROUPE / CHROMACIM CAMAG / CHROMOPTIC / CIFL / CILAS / CISBIO BIOASSAYS / CLUB DE CHROMATOGRAPHIE SUR COUCHE MINCE (CCCM) / CLUZEAU INFO LABO / CML-ID (CML ET ELVETEC) / CNRS FORMATION ENTREPRISES / COFEMO / COLLEGE FRANCAIS DE METROLOGIE / COMELEC / CONTROLE ESSAIS MESURES / CRYOPAL / CYBIO FRANCE / DELAGRAVE / DELTA LABO / DUERRTECHNIK / DUTSCHER-DOMINIQUE DUTSCHER / EAU INDUSTRIE NUISANCES / ECOLE SUP DE V / ECOLE SUPERIEURE DES TECHNIQUES DE BIOLOGIE APPLIQUEE / ELECTROSPINNING COMPANY / ELEMENTAR FRANCE / ELEXIENCE / ELRIGFR / ELTRA / EMAL TECHNOLOGY FRANCE / ENVICONTROL / ENVOLURE / ENZO LIFE SCIENCES / EPPENDORF / EQUIP LABO / EQUIPEMENTS SCIENTIFIQUES / ERATIS / ERICHSEN - GHM-MESSTECHNIK - FUNGILAB / ERLAB / ERWEKA-PHARM-ALLIANCE / ESCO / ESSEN BIOSCIENCE / EUROBIO ABCYS / EVOBIOSYSTEM / EXACTA SAFETY STORAGE CABINETS / EXPEDEON / FAMECO ANALYTICAL INSTRUMENTS / F-DGSI / FESTO / FISHER SCIENTIFIC / FLUIDX / FLUXANA / FORMULE VERTE / FOSS FRANCE / FOURNI-LABO / FRANCE SCIENTIFIQUE / FRITSCH / FROILABO / GAZETTE DU LABORATOIRE / GCE-GAZ CONTROL EQUIPMENT / GE HEALTHCARE LIFE SCIENCES / GEMA ENVIRONNEMENT-VENTILAQUA / GENGAZ / GERHARDT FRANCE / GETINGE / GILSON / GIT LABORATORY JOURNAL / GRAM / GREINER BIO-ONE / GROSSERON / HACH LANGE / HAMILTON ROBOTICS / HAVER & BOECKER OHG ANALYSE DE PARTICULES / HB MESURES / HCS PHARMA / HETTICH / HI-RIS LAB / HNP MIKROSYSTEME / HORIBA SCIENTIFIC / HORIZON DISCOVERY / HORIZONS QUALITE / HUBER KÄLTEMASCHINENBAU / IBS-AIRSCIENCE / IKA WERKE / INDUSTRIAL LABORUM IBERICA / INDUSTRIE MAG / INDUSTRIE PHARMA / INDUSTRIE ET TECHNOLOGIES / INFO CHIMIE / INFORS / INNOVA BIOSCIENCES / INNOVATION REVIEW / INTEGRA BIOSCIENCES / INTERCHIM / INTERSCIENCE / INTERSCIENCE BELGIUM / IPBC-UNIVERSITE DE

POITIERS / JEOL (EUROPE) / JOHNSON TEST PAPERS / JRI / JULABO / JUN-AIR - GAS / KALTIS INTERNATIONAL / KAYE / KNF LAB / KONICA MINOLTA SENSING EUROPE / KÖTTERMANN SYSTEMLABOR / KRÜSS / KW APPARECCHI SCIENTIFICI / LA REVUE LAITIERE FRANCAISE / LABBOX FRANCE / LABCYTE / LABOGENE / LABOMAT ESSOR / LABOR & MORE / LABORATOIRE.COM / LABOXY / LABTIMES / LABWARE / LAMY RHEOLOGY / LA REVUE LAITIERE FRANÇAISE / LAUDA FRANCE / LCGC EUROPE / LECO FRANCE / LEE COMPANY / LEICA MICROSYSTEMS / LE LABORANTIN / LETEC / LIEBHERR-EBERHARDT FRERES / LIFETECHNOLOGIES / LIMSEO / LINDE FRANCE / LINSEIS MESSGERÄTE / LONZA BIOSCIENCE / MACHEREY-NAGEL / MALVERN INSTRUMENTS / MCE-MICROVU / MEMMERT / MERCK MILLIPORE / MESSER FRANCE / MESURES / METAUX PRECIEUX FRANCE / METROHM FRANCE / METTLER TOLEDO / MICROMERITICS / MICROVISION / MIELE PROFESSIONAL / MILTENYI BIOTEC / MITUTOYO / MOKASCIENCE / MOLECULAR DEVICES / NABERTHERM / NANOLIKE / NETZSCH / NEW ENGLANG BIOLABS / NOROIT / NOVAZINE / OCCHIO-FORS INSTRUMENTS / OCEASOFT / ODEMI / ODIL / OEGUSSA / OLYMPUS FRANCE / OPHELEIA INSTRUMENTS / OPTIMUS INSTRUMENTS / OPTION BIO / ORIENTAL MOTOR / OXYGEN / OZYME / PALL LIFE SCIENCES / PANALYTICAL / PANASONIC BIOMEDICAL SALES EUROPE / PANREAC APPLICHEM / PEAK ANALYSIS & AUTOMATION / PEAK SCIENTIFIC / PERKINELMER / PETROLE & GAZ / PHOTON LINES / PORVAIR SCIENCES / POTTEAU LABO / PREVOR / PRIMADIAG / PROMEGA / PROTEIGENE / QIAGEN / QUALIMS / QUANTACELL / R&D VISION / RECYLUM / RESEARCH INSTITUTE FOR CHROMATOGRAPHY / RETSCH / REVUE FRANCOPHONE DES LABORATOIRES / ROCHE DIAGNOSTICS FRANCE / ROGO-SAMPAIC / ROTAREX EQUIPMENT / SAFAS / SARSTEDT / SARTORIUS FRANCE / SCC SOFTCOMPUTER / SCHOTT FRANCE / SCIENCETEC / SCILABWARE / SCP SCIENCE / SCS-SYSTEMES CLIMATIQUES SERVICE / SEAT VENTILATION / SEDERE / SETARAM INSTRUMENTATION / SFSTP / SHIMADZU / SIDPA FRANCE / SIGMA-ALDRICH / SILVERSON / SKALAR ANALYTIQUE / SMARTINST / SOCACHIM / SOCIETE DE BIOCHROMATOGRAPHIE ET NANO SEPARATIONS (SFBC) / SOCIETE FRANCAISE DE BIOLOGIE CLINIQUE (SFBC) / SOCIETE FRANCAISE DE TOXICOLOGIE ANALYTIQUE (SFTA) / SOCOREX / SONY BIOTECHNOLOGY / SOPAC / SOREMA-FACIS / SOTAX-PHARMATRON / SPC / SPECTRA ANALYSE / SPECTRACER-STRATLAB-ICP / SPLIMS / STARLAB FRANCE / SYMALAB / SYMPATEC / SYNERGY / TARSONS PRODUCTS PVT / TECAN FRANCE / TESTO / THERMO FISHER SCIENTIFIC / THORLABS / TRANSCURE BIOSERVICES / TRIONYX / TTP LABTECH / UGAP / UNIVERSITE DE CERGY PONTOISE / UNIVERSITE DE GRENOBLE-UFR CHIMIE BIOLOGIE / USINE NOUVELLE / VACUUBRAND / VAISALA / VEOLIA WATER TECHNOLOGIES / VERDER SCIENTIFIC / VERFILCO / VERRERIE DUMAS / VWR INTERNATIONAL / WALDNER / WATERS / WEISSTECHNIK FRANCE / WIMESURE / WYATT TECHNOLOGY / WYNSEP / XPERT AUTOMATION / ZEISS / ZINSSER ANALYTIC

