

| TO EXHIBITORS **AND** POTENTIAL EXHIBITORS |

MESSAGE FROM

Travelling Mining & Technical Exhibitions

MTE®

SA's Travelling Exhibition Company

“ THERE IS HARDLY ANYTHING IN THE WORLD THAT SOMEONE CANNOT MAKE (DO) A LITTLE WORSE & SELL A LITTLE CHEAPER AND THE PEOPLE WHO CONSIDER PRICE ONLY ARE THIS PERSON'S (COMPANY'S) LAWFUL PREY. ”

JOHN RUSKIN





Meet the MTE team



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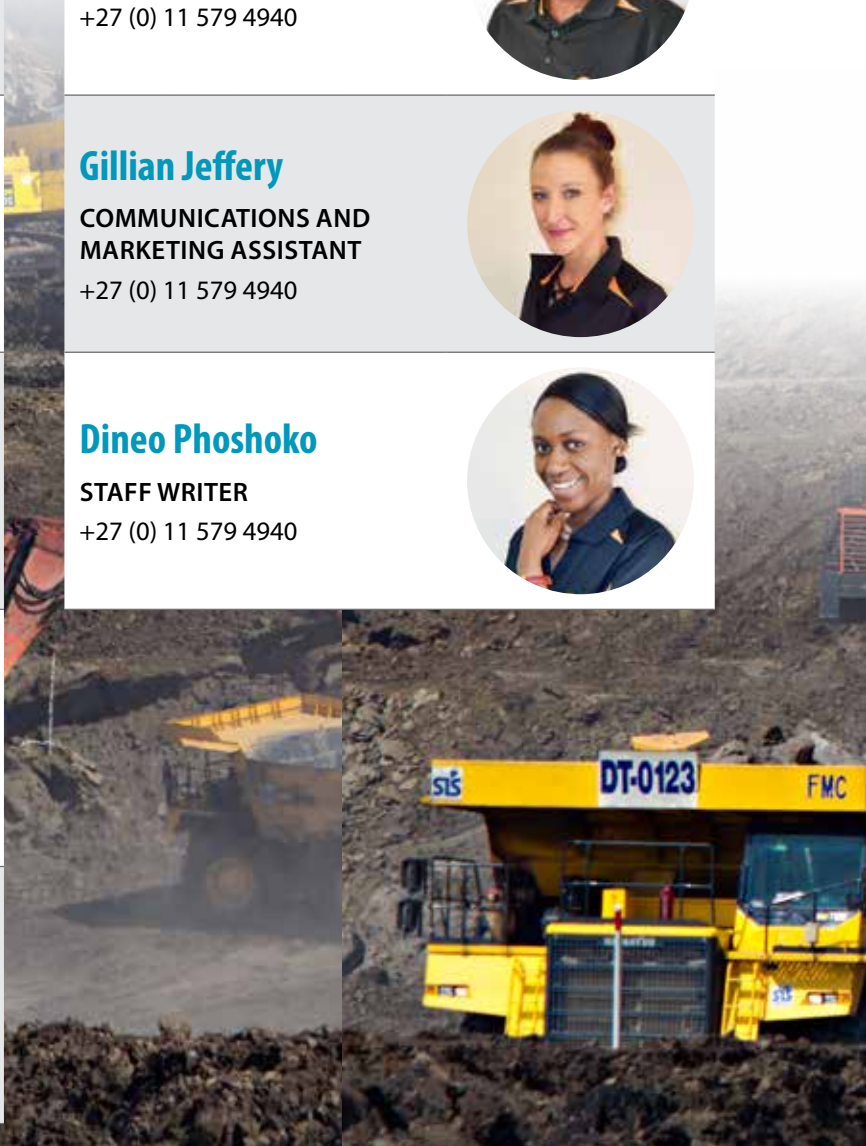
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#MTEexpos lead the pack in organising and hosting travelling exhibitions

South Africa is blessed with a wide spectrum of minerals which include gold, platinum, copper, coal, chrome and diamonds. Some minerals illustrate sheer beauty while others grease the machinery of our continent's – and the world's – economy.

The business of mining is probably one of the best businesses to be involved in, especially when it comes to doing business in South Africa. Cities, power stations and jobs are the result of an industry that has survived the toughest economic and political times.

However, nothing so exquisite and life-dependent comes cheap or easily. Strike action has left some operations practically crippled, health and safety is more critical, water and electricity are more precious and the growing need for sustainable practices is more vital than ever before.

Mines know this and so do suppliers. In 2019 MTE celebrates 26 years of bringing mines and suppliers together. Mines will always need expert consultation, not holistically, but on issues such as flooding from damaged pumps, rock falls, power blackouts and power tools that don't emit sparks in a gaseous environment. The list is endless. Owing to our relationships in the mining industry in southern Africa,

MTE is able to successfully host beneficial and impactful exhibitions on or close to key operations.

Over the past two years, MTE has experimented with incorporating general industry and construction into the picture and the areas we have visited over the years have a massive appetite for these industries. Feedback illustrates that this has worked and so, aside from pure mining, there will be specific expos which incorporate other trade aspects, especially those that best reflect the area such as our sugar, agricultural and industrial exhibition in Malelane. Golf days are a winner with exhibitors and visitors alike and have proved to be an excellent way for continued networking, so please take advantage of this fantastic opportunity.

With more than a quarter of a century under its belt, it's safe to say that MTE is an established leader in organising and hosting travelling exhibitions across a diversity of industries that reflect the brand's growth and versatility. Its success is attributed to the relationships that MTE has developed with mines and exhibitors alike, our excellent team of dedicated MTE staff, our growing footprint in Africa and consistency in delivering high-quality and high-impact exhibitions. With these elements, greater success in the future is inevitable for MTE – your travelling exhibition specialist.

We consistently consider the state of the mining industry. Our stats speak for themselves...

Year-on-year stats	2011	2012	2013	2014	2015	2016	2017	2018
Visitors	6 181	5 878	6 459	8 212	8 476	8 959	6 450	5 453
Exhibitors	1 237	1 296	1 414	1 456	1 517	1 452	1 108	990

We've visited over 171 southern Africa mines in 2018

Over the past 25 years MTE has visited over 4 355 mines and hosted more than 650 exhibitions.

...can you say the same about other exhibition companies?

Place your trust in a proven travelling exhibition company; we are serious about what we do!

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Follow #MTEexpos on Facebook, Twitter or LinkedIn for the latest industry news, events and so much more!
@Mining Online

Your checklist of a professional exhibitions company:

Do they have their own investment in safe equipment like tents and shell scheme?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they invest in their own transport?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they visit the mine managers one year before to discuss suitable dates and the mine needs in terms of equipment and services?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they maintain a regular contact with the mine manager/delegated person ensuring that everything is on track?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they encourage exhibitors to exhibit what the mines need?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they have regular face to face contact with exhibitors and the market?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they have a dedicated telemarketing team who call visitors to establish whether they will be attending the exhibition?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they have a dedicated telesales person who can assist exhibitors with queries and get direct answers?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they have a director that is easily accessible to exhibitors?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they have print and online media to support their exhibitions?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they promote the event effectively and invest in local newspapers to promote their exhibitions?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they have people you can identify with for queries and who keep in regular contact with exhibitors?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Do they provide a list of MTE registered visitors to exhibitors after the event for follow up?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No
Does the company offer exhibitors the opportunity to invite special guests?	<input type="checkbox"/>	Yes	<input type="checkbox"/>	No

If you cannot answer YES to all these questions - BEWARE – it may not end well for the exhibitor or the mine.



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www.interactmedia.co.za

“We get to interact with prospective customers.”
Andrew Tswai from Shell

“Our stand was well visited by the mine staff.”
H.v.d. Westhuizen from Engen

“Very good first experience.”
JJ Fourie from Hydroscand

“Since then I must confess my company has grown with heights and leaps.”
Dimakatso from Thulasmanga

“Love MTE Expos.”
Nicole from Parker Store Limpopo

“Always get our money’s worth.”
Mpho from Karcher

Testimonials

Extracts from #MTEexpo's feedback forms

“This has been an eye opener and very exciting. At first I was worried because of the distance from the town but I was impressed by the attendance.”

Kago from Barloworld Botswana

“Worth the investment especially in the tough economy.”
Aiden Van Der Merwe from Wika Instruments

“I have not done an MTE show without getting business out of it.”
Corniel de Beer from Flotek