

## GIFA, METEC, THERMPROCESS, NEWCAST 2011: Right on target with new exhibitor and visitor records

The quartet of technology trade fairs GIFA, METEC, THERMPROCESS and NEWCAST closed right on target after five trade fair days in Düsseldorf. The trade fairs posted new records both in terms of exhibitors and visitors. 1,958 exhibitors from throughout the world met with 79,000 visitors from 83 countries. With these results the trade fairs impressively confirmed their standing as the leading trade fairs in their sectors.

In particular, the high percentage of both international exhibitors and visitors evidenced just how popular the trade fairs are globally. The share of international visitors was up again over the previous events: Over 54% of visitors travelled to Düsseldorf from abroad, especially from India, Italy, France, Austria and the USA. The long journey proved worthwhile because nearly all visitors voiced great satisfaction with the trade fairs (98%) and regard the aim of their visit fulfilled (97%). Also outstanding is the number of experts from top management. Some 80% of visitors plan capital expenditure over the next two years – and the majority of them prepare for these at GIFA, METEC, THERMPROCESS and NEWCAST. However, more often than not, even concrete business deals were concluded at the four trade fairs under the umbrella brand “The Bright World of Metals”. For instance, at the trade fair a US\$ 54 million deal was concluded between a German casting machinery manufacturer and the Uzbek railway company. A Dortmund-based induction furnace producer also reported the sale of one of the world’s most powerful melting furnace to an Indian steel producer.

Both the international flair and the percentage of decision-makers present are important indicators of the success of a trade fair, according



The Bright World of Metals

**Düsseldorf, Germany  
28 June - 02 July 2011**

**12<sup>th</sup> International Foundry  
Trade Fair with  
WFO Technical Forum**

**8<sup>th</sup> International Metallurgical  
Trade Fair with Congresses**

**10<sup>th</sup> International Trade Fair  
and Symposium for  
Thermo Process Technology**

**3<sup>rd</sup> International Trade Fair  
for Precision Castings**

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Mitgliedschaften der  
Messe Düsseldorf:

 The global  
Association of the  
Exhibition Industry

 Ausstellungs- und  
Messe-Ausschuss der  
Deutschen Wirtschaft

Öffentliche Verkehrsmittel:  
U78, U79: Messe Ost/Stockumer Kirchstr.  
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to Managing Director Joachim Schäfer who says: “The trade fairs have hit the bull’s eye at the right point in time. Those casting a glance into the trade fair halls over the past five days could see that we were host to the entire international expert audience.”

This was also confirmed by leading spokespeople from associations and companies of the exhibiting industries in casting technology, metallurgy as well as thermoprocess technology and castings. They especially praised visitors’ high professional competence. Dr. Ioannis Ioannidis, board spokesman of Oskar Frech GmbH and President of GIFA, noted that GIFA 2011 had taken place in a positive economic environment saying: “We were visited by a great number of international customers voicing concrete intentions to buy. The atmosphere was fantastic.” For Dieter Rosenthal, Board Member at SMS Siemag AG and President of METEC, the trade fair has entirely fulfilled and in part even exceeded all his company’s expectations. “We were particularly impressed by the high quality of conversations with interested parties and business associates from throughout the world. This provides us with a very good basis for developing these contacts, following up conversations and intensifying business relations.” Rosenthal also reported that a company part of SMS group had already been awarded with an order for an inductive combined heat & power plant by a Russian producer of forged spheres for milling units. Dr. Hermann Stumpp, Chairman of the LOI Italimpianti Group, LOI Thermprocess GmbH and President of THERMPROCESS, underlined how the trade fair has pooled the entire competence of the industry in terms of both exhibitors and visitors. “THERMPROCESS is a unique centre for international thermal process engineering worldwide! We succeeded in making many new contacts welcoming a particularly high number of experts from India to our stand. THERMPROCESS 2011 was once again a top-notch event – we are very satisfied!”

The promoter associations VDMA and bdguss reported that their innovative member companies were highly delighted with the wide representation of the machinery market on the one hand, and the high



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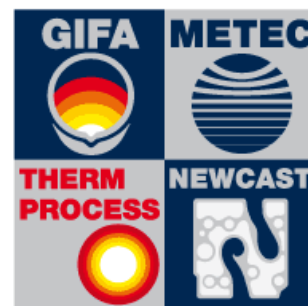
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internationality of well-informed visitors, on the other, who came to the event with specific purchasing intentions. Summing up the response of the represented member companies, Dr. Gutmann Habig, the responsible General Manager at VDMA, said: “After overcoming the economic crisis this, the global get-together of the metallurgy sectors in 2011, has proven once again to be an efficient platform for making new contacts. Current trends were discussed at a very high level and the trade fairs also served as marketplaces for preparing and concluding business deals.” Habig went on to say: “The trade fairs took place at a perfect point in time. Investment in cutting-edge technologies is imminent in our companies.”

The Germany Foundry Association was delighted with the response both from exhibitors and visitors. Commenting on this bdguss General Manager Dr. Gotthard Wolf said: “The international casting industry confirms its competitive edge over alternative manufacturing process on a broad basis. The trade fairs were a resounding success.“ He added that numerous technical innovations and a very high propensity to invest internationally among foundries has been typical of the foremost trade fairs in the casting industry, GIFA and NEWCAST.

Also meeting with special interest among trade visitors was the campaign for energy efficiency and saving resources “ecoMetals” participated in by 28 high-calibre international exhibitors. This means the four technology trade fairs also served as forums for discussing medium and long-term sustainability strategies and, hence, for the development of metallurgical technologies of the future. And the diverse programme of side events also gave trade visitors excellent value added. Each of the four trade fairs came with matching congresses, seminars, discussion forums or competitions meeting with avid interest.

The city of Düsseldorf also benefited from the many international guests: hotels were booked to high capacity and the Rhine promenade and Old Town offered visitors unrivalled opportunities for a pleasant close to a successful trade fair day.



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GIFA, METEC, THERMPROCESS and NEWCAST will again be presented jointly as technology trade fair quartet in summer 2015.

**Press Department for GIFA, METEC, THERMPROCESS, NEWCAST 2011**

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*Press photos, logos and the site map can be found in our photo database under Press Service on the websites of the trade fairs.*



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