



07 | 08 November 2018 **DORTMUND**

Trade show for granules, powder &
bulk solids technologies



RECYCLING- TECHNIK

07 | 08 November 2018 **DORTMUND**

Trade show for recycling technologies



PREMIUM PARTNERS:



ContiTech



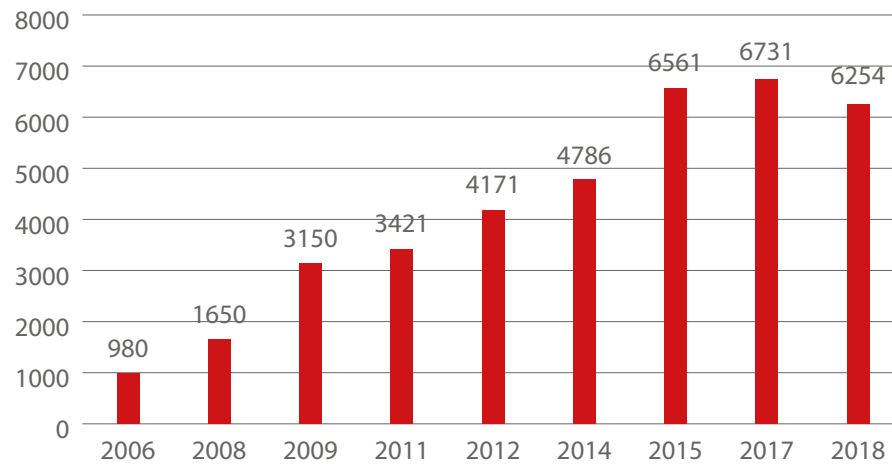
Post show report 2018

Show profile for SOLIDS & RECYCLING-TECHNIK Dortmund 2018

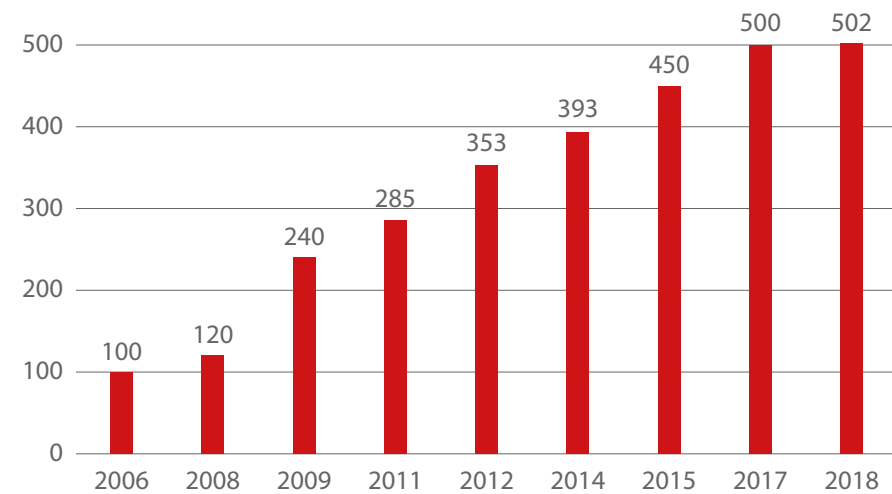
	Number
Trade visitors	6254
Exhibitors	502



Growth in visitor numbers 2006 - 2018*



Growth in exhibitor numbers 2006 - 2018*



* Numbers for SOLIDS & RECYCLING-TECHNIK Dortmund.
SOLIDS has been co-located with RECYCLING-TECHNIK Dortmund since 2012.

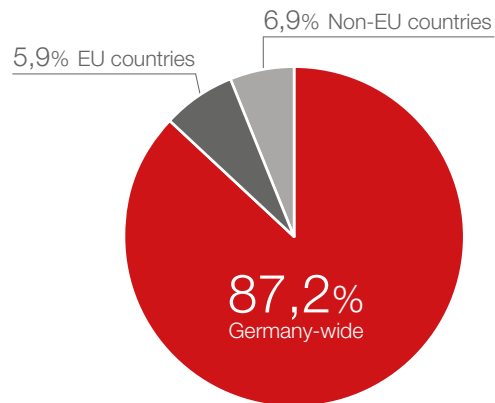
—Visitors

6.254

Origin of trade visitors SOLIDS & RECYCLING-TECHNIK Dortmund 2018

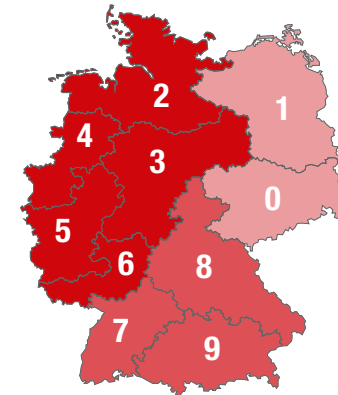
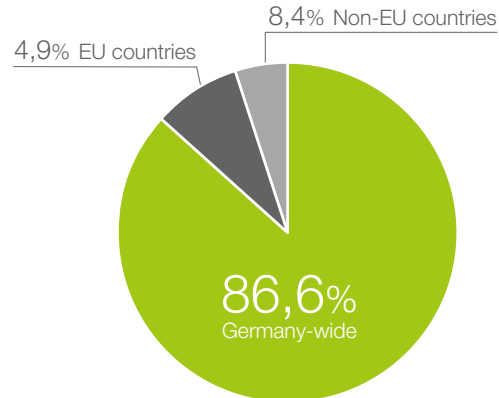
Details about the visitor structure - 6.254 Visitors from 22 countries

SOLIDS



13 % of the trade visitors came from abroad

RECYCLING-TECHNIK



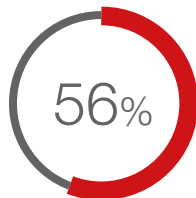
72% = post codes: 2, 3, 4, 5 & 6

19% = post codes: 7, 8 & 9

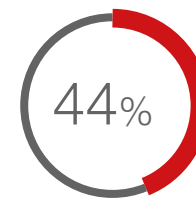
9% = post codes: 0 & 1

3/4 of the German visitors came from Northern or Western Germany

New and returning visitors



of the **trade visitors** were visiting SOLIDS & RECYCLING-TECHNIK Dortmund 2018 **for the first time**



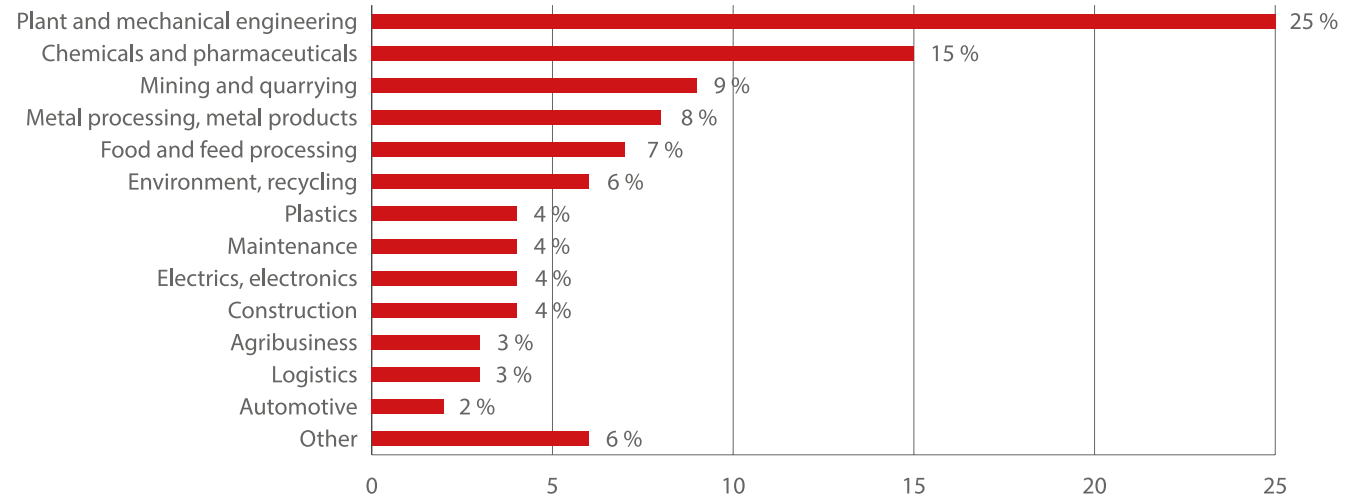
of the **trade visitors** had attended the show(s) **at least once before**

The exhibitors at SOLIDS & RECYCLING-TECHNIK Dortmund made many new contacts with an increasing number of international visitors, and they intensified their existing business contacts. An ideal mix for successful business resulting from the trade show.

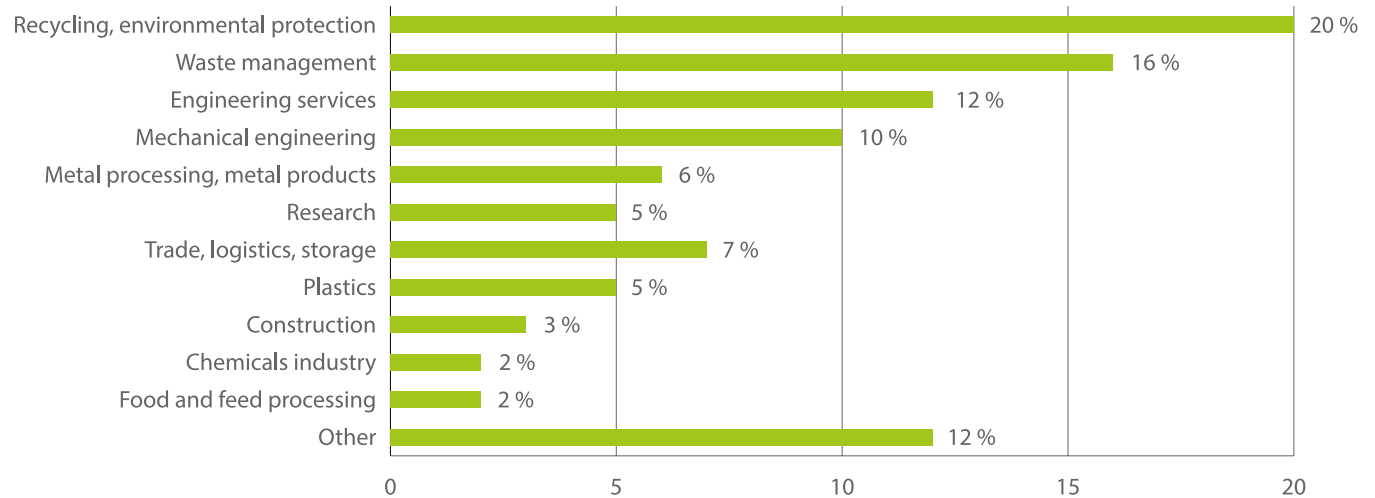
Visitor profiles by industry

The top visitor industries:

SOLIDS



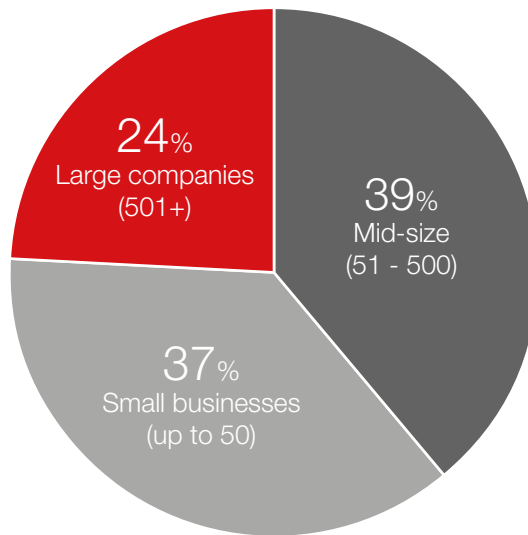
RECYCLING-TECHNIK



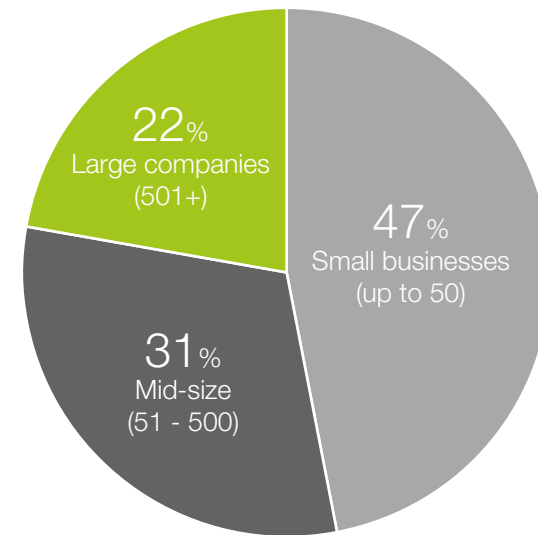
Visitor profiles by industry

Size of trade visitors' companies /
Number of employees:

SOLIDS



RECYCLING-TECHNIK

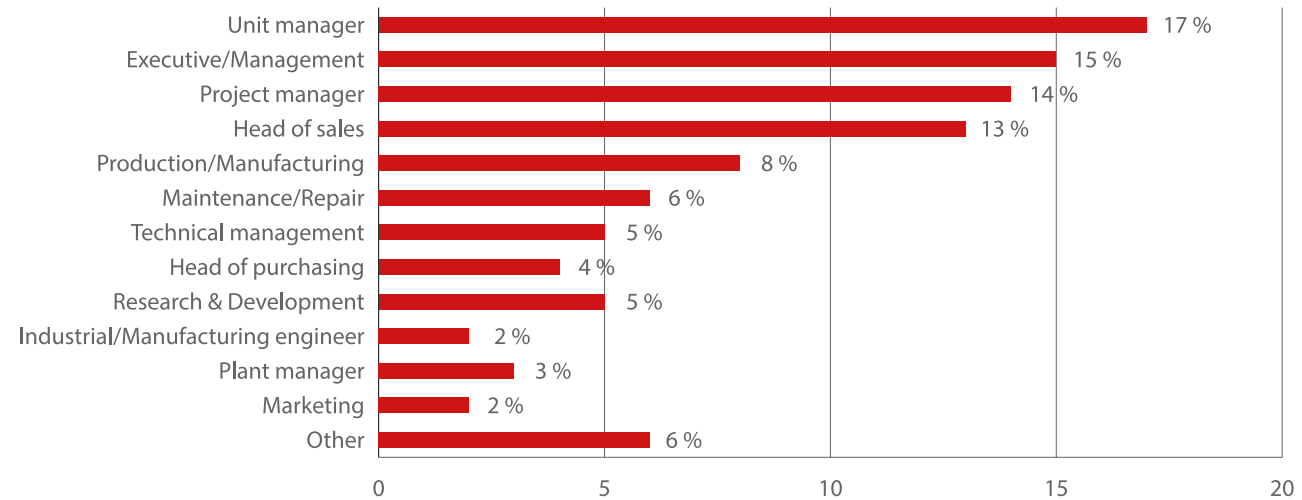


SOLIDS & RECYCLING-TECHNIK Dortmund is a meeting place for the entire industry and draws visitors from small and medium-sized companies as well as large corporations.

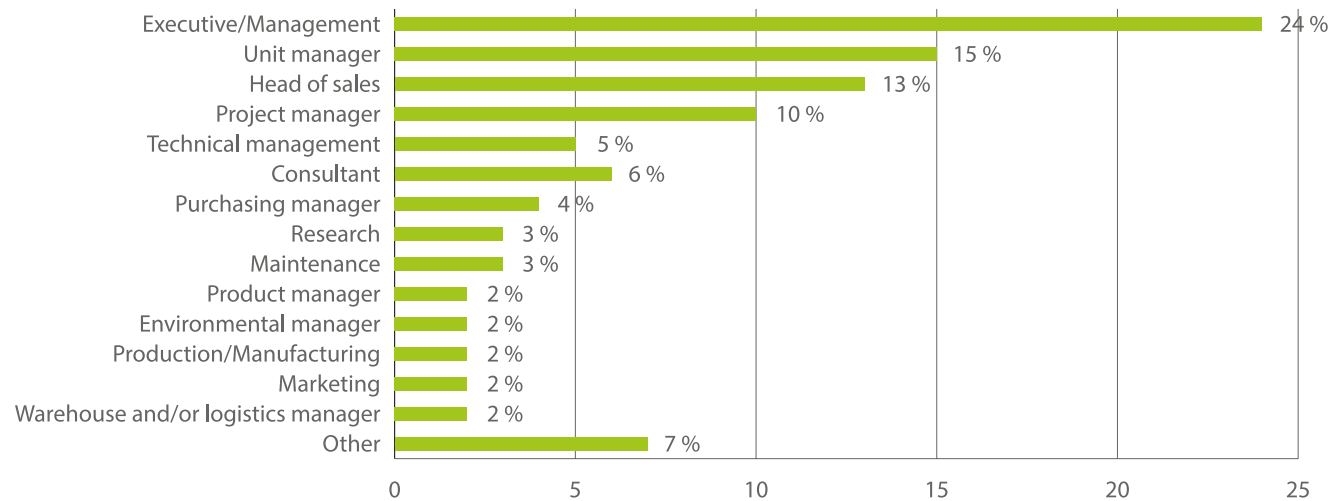
Visitor profiles by industry

Top 10 visitor profiles:

SOLIDS

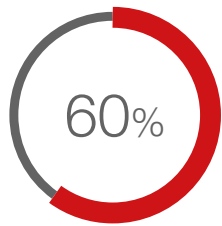


RECYCLING-TECHNIK



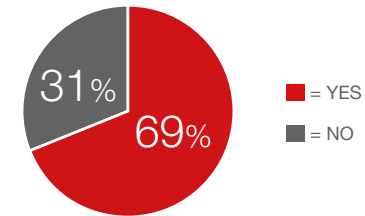
Visitor survey

Investment decision-makers



of the **trade visitors** are **decision-makers** or take part in **in purchasing and procurement decisions** on behalf of their companies.

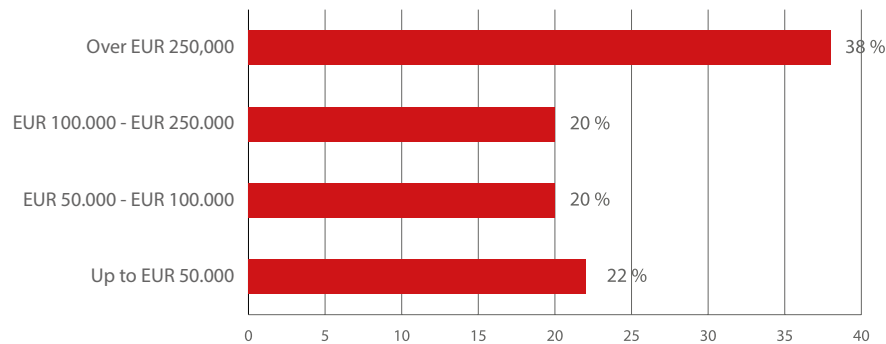
Planned investments within the next 6 months



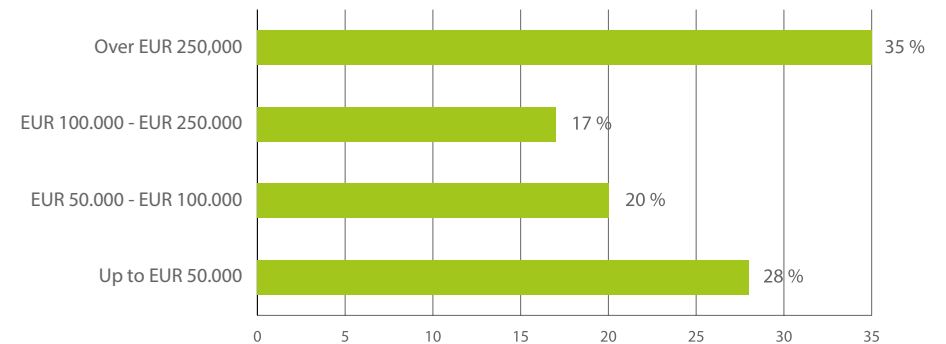
Over 2/3 of the trade visitors plan to make investments within the next 6 months

Amount of investments planned for the coming year

SOLIDS



RECYCLING-TECHNIK

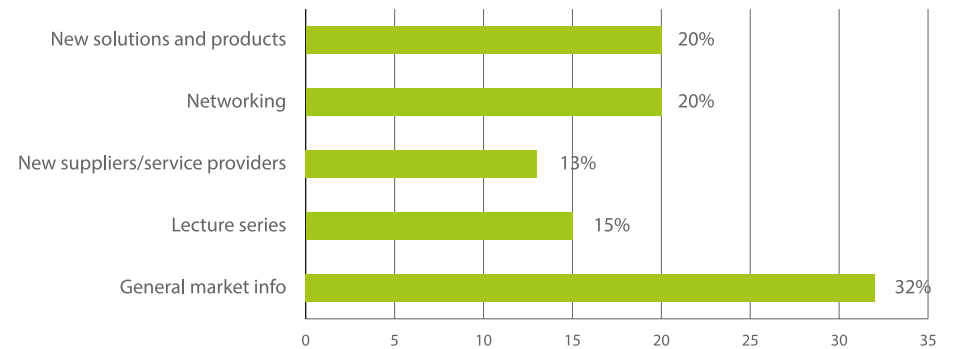
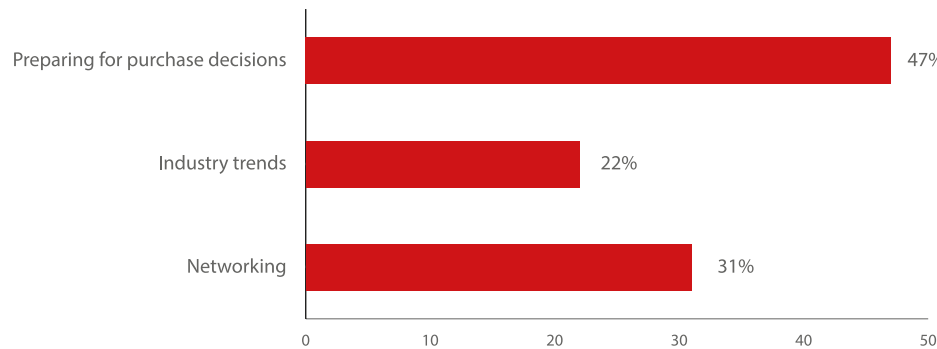


More than 1/3 of the decision-makers planned to make investments of over 250,000 Euro.

Visitor survey

Reasons that visitors gave for attending

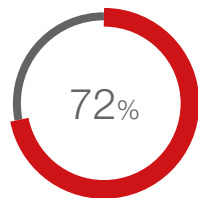
Trade visitors use SOLIDS & RECYCLING-TECHNIK Dortmund in particular to prepare for upcoming purchasing decisions, to search for new products and/or business partners, as well as to get a general overview of the market.



9 out of 10 trade visitors use the show to prepare for purchasing decisions and to find out about the latest solutions and products on the market.

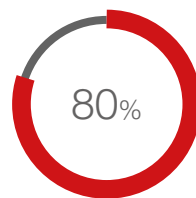
Evaluation of trade show success

Visit existing suppliers Market orientation & order placement



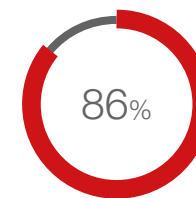
of the **trade visitors** considered their achievement of this goal as either **very good** or **good**.

Meet new suppliers



of the **trade visitors** considered their achievement of this goal as either **very good** or **good**.

Networking, general



of the **trade visitors** considered their achievement of this goal as either **very good** or **good**.

The trade show is used very effectively by the visitors to meet new and existing suppliers. More than 80% of the visitors rated the opportunities for networking, initiating business and concluding contracts as very good.

Sampling of trade visitors 2018

SOLIDS & RECYCLING-TECHNIK Dortmund 2018 was visited by representatives of the following companies, among others:

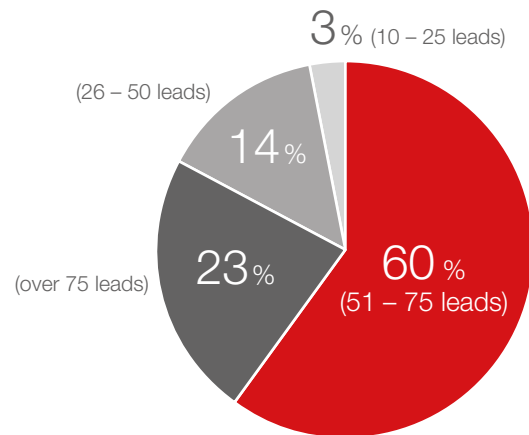
ABB AG • ABUS • Air Liquide • Aurubis AG • BASF Polyurethanes GmbH • Bayer AG • Beiersdorf AG
Big Dutchman International GmbH • BP Europa SE • BRITA GmbH • Buderus Guss GMBH • Carl Kühne KG
ContiTech Transportbandsysteme GmbH • Dalli Werke GmbH & Co.KG • Deutsche Saatveredelung AG • Dextro Energy
Dr. August Oetker Nahrungsmittel KG • Fresenius Medical Care Deutschland GmbH • Fuji Robotics
Haribo GMBH & CO. KG • HeidelbergCement AG • Henkel AG & Co. KGaA • Hipp GmbH • Hüttenwerke Krupp Mannesmann
Innogy SE • INTERSEROH Evert Heeren GmbH • K+S Kali GmbH • Kali und Salz • Knauf Gips KG • Krüger GmbH & Co. KG
Lanxess Deutschland GmbH • Mäurer&Wirtz • Merck KGaA • Moll Marzipan GmbH • Nestlé Deutschland AG • Paari Group
Polyplast Müller GmbH • Procter & Gamble • Quarzwerke GmbH • Radeberger-Gruppe Dortmunder Aktien Brauerei
REMONDIS Production GmbH • Rheinbraun Brennstoff GmbH • Rügenwalder Mühle • RWE Power AG • SCHOTT AG
Siemens AG • Südzucker AG • Swissfilter AG • THIELE GmbH & Co. KG • thyssenkrupp MillServices & Systems GmbH
TÜV SÜD Chemieservice GmbH • Valensina • Vorwerk & Co. KG • Vosschemie • Wacker Chemie AG • Deutsche Asphalt GmbH
Strabag Umwelttechnik GmbH • Der Grüne Punkt • Duales System Deutschland • E.ON SE • ikea
ALDI Einkauf GmbH & Co. oHG • STRABAG AG

— Exhibitors

502

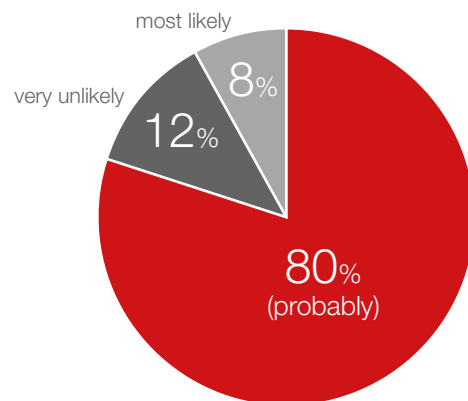
Show profile for SOLIDS & RECYCLING-TECHNIK Dortmund 2018

Contacts made during the show



83%
of the **exhibitors** counted
over 50 leads resulting from the show

Assessment of contacts made at the show stand – business expectations



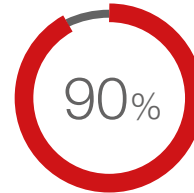
88%
of the **exhibitors** feel that **orders and contracts** will result from the contacts they made at the show.

The show is known for the high quality of business contacts one can make at the stands.

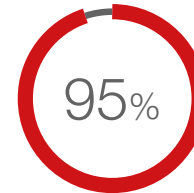
Conclusions from the visitor and exhibitor surveys

Trade visitors

95%
of the **trade visitors** rated the show
as either **very good** or **good**



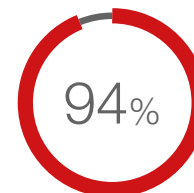
of the **trade visitors** plan to
attend the show again in future



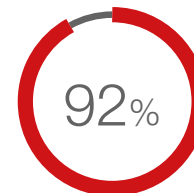
of the **trade visitors** would **very proudly**
or **probably recommend** visiting the show to others

Exhibitors

93%
of the **exhibitors** regard the event as a
must-attend event for their company



of the **exhibitors** said that SOLIDS & RECYCLING-
TECHNIK Dortmund **was a fixed date in their diaries**



of the **exhibitors** either **plan to exhibit again**
or have **already booked a stand**

— Show highlights

Highlights of the exhibition

Exclusive presentation & networking opportunities at the Business Bars in Halls 4 & 5

- High-quality package of services before, during and after the show
- Marketing via all the media associated with the show (adverts, flyers, brochures, posters, website, etc.)
- Innovative bar concept combines exhibiting and networking with catering
- Exclusive lounge areas for Premium Partners provide space for in-depth customer interactions



Premium Partners of SOLIDS & RECYCLING-TECHNIK Dortmund 2018



Excerpt of Media Partners of SOLIDS & RECYCLING-TECHNIK Dortmund 2018



Highlights of the exhibition

Two informative show days with a packed programme



2 conferences &
1 workshop



5 open lecture stages



4 guided exhibition tours



Over 100 expert lectures



Live explosion demos
taking place in the out-
door demonstration area

Bestowal of the SOLIDS und RECYCLING-TECHNIK Awards 2018

SOLIDS Award 2018

- 1st place Hecht Technologie GmbH
- 2nd place Jakob Söhne GmbH & Co. KG
- 3rd place Schulte Strathaus GmbH & Co. KG

RECYCLING-TECHNIK Award 2018

- 1st place Barradas GmbH
- 2nd place Spaleck GmbH & Co. KG
- 3rd place UNTHA Deutschland GmbH



TH SOLIDS

EDITION **DORTMUND** 01 | 02 April 2020

**Trade show for granules, powder &
bulk solids technologies**

In parallel with:
RECYCLING-TECHNIK Dortmund 2020

**SAVE
THE DATE**
01 | 02 April 2020

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www.solids-dortmund.de

by
 **EASYFAIRS**



RECYCLING- TECHNIK

01 | 02 April 2020

DORTMUND

Trade show for recycling technologies

In parallel with:
SOLIDS Dortmund 2020

**SAVE
THE DATE**
01 | 02 April 2020

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EASYFAIRS

