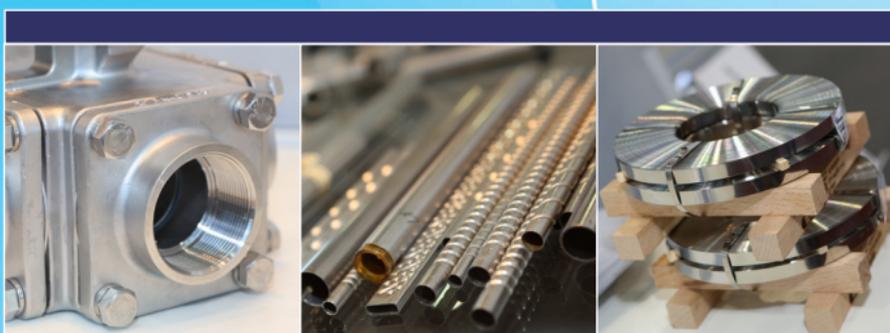


**INVITATION TO EXHIBITORS**



# **Stainless 2019**

**10<sup>th</sup> International Stainless Steel Fair**

**May 15-16, 2019**

**Brno, Czech Republic**

[www.stainless2019.com](http://www.stainless2019.com)

[www.bvv.cz/stainless](http://www.bvv.cz/stainless)

BVV



**Veletrhy  
Brno**

# Stainless Brno – new markets, new contacts, new business

- A specialised international meeting of manufacturers, sub-suppliers, dealers, processors and suppliers of machines and equipment operating in the field of stainless steels
- An ideal platform for presentation and communication particularly for those with an interest in the Czech, Slovak, Austrian and Polish markets
- High-quality visitors from 45 countries of Europe, Asia and USA
- High internationality – 80% of exhibitors, 40% of visitors come from abroad
- A unique opportunity for networking with potential co-operation partners and customers
- The facilities offered by a modern exhibition centre of the highest standard
- Networking



# Stainless 2019 – Fair Profile

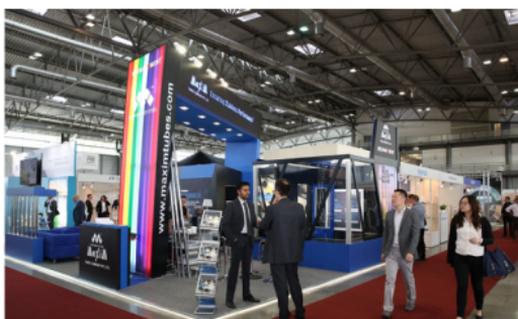
- Raw materials and materials for the production of stainless steels
- Stainless steels
- Stainless steel metallurgical semi-products
- Stainless steel metallurgical products
- Stainless steel products of foundries, forging shops and pressing shops
- Stainless steel products
- Stainless steel parts and products for selected areas of the industry and final consumption
- Machines and equipment for stainless steel treatment and processing
- Computers, testing and measuring instruments for stainless steels
- Stainless steel research, services and institutions

## Register online!

### Electronic application form

Stainless 2009–2017 exhibitors will receive an e-mail with a link to their individual electronic application form with basic data already completed.

Electronic application form for new exhibitors is available at <http://www.bvv.cz/e-application.stainless>



# Stainless 2017 – Exhibitors

142 exhibitors from 27 countries

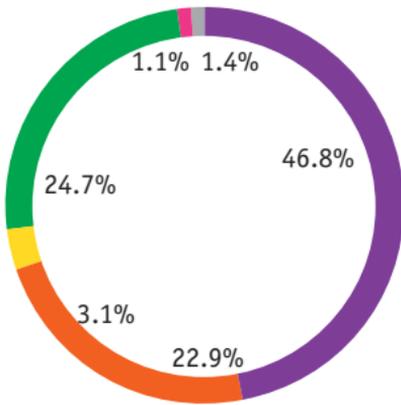
79 % foreign exhibitors

2,994 sqm of net exhibition area

## Largest foreign participations

Germany 35 companies, Czech Republic 30 companies, Italy 15 companies, India 10 companies, Poland 9 companies

## Exhibitors according to branches



- Stainless steels 46.8%
- Stainless steel metallurgical products 22.9%
- Machines and equipment for stainless steel treatment and processing 3.1%
- Stainless steel products 24.7%
- Services, computer, testing and measuring instruments for stainless steels 1.1%
- Stainless steel products of foundries, forging and pressing shops 1.4%

## Represented countries

Austria, Belgium, Bulgaria, China, Croatia, Czech Republic, Denmark, Finland, France, Germany, Great Britain, Hong Kong, Hungary, India, Italy, Netherlands, Norway, Poland, Russia, Slovenia, Slovakia, Spain, Sweden, Switzerland, Taiwan, Turkey, USA



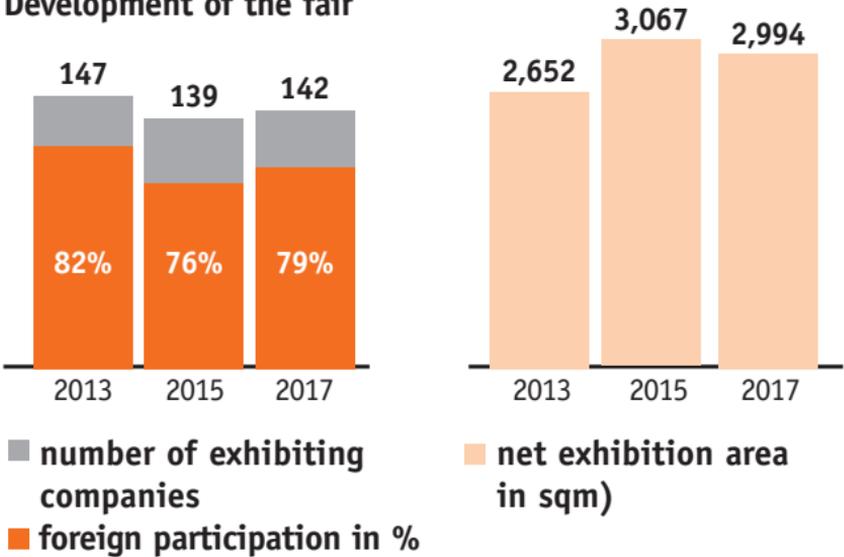
89% of exhibitors were satisfied with their participation in the fair  
 28% of them were even very satisfied  
 85% of exhibitors intend to take part next year

**The exhibitors determined these areas as the greatest benefit of their participation in the fair:**

- new customers, new contacts
- a unique opportunity for networking with customers from Eastern Europe – 82% of visitors came from Eastern Europe
- strengthening relationships with current customers
- presentation of the company and its products

75% of exhibitors take part in the fair on regular basis  
 95% of exhibitors consider Stainless 2017 more successful than the previous year

**Development of the fair**



Source: marketing survey of BVV Trade Fairs Brno

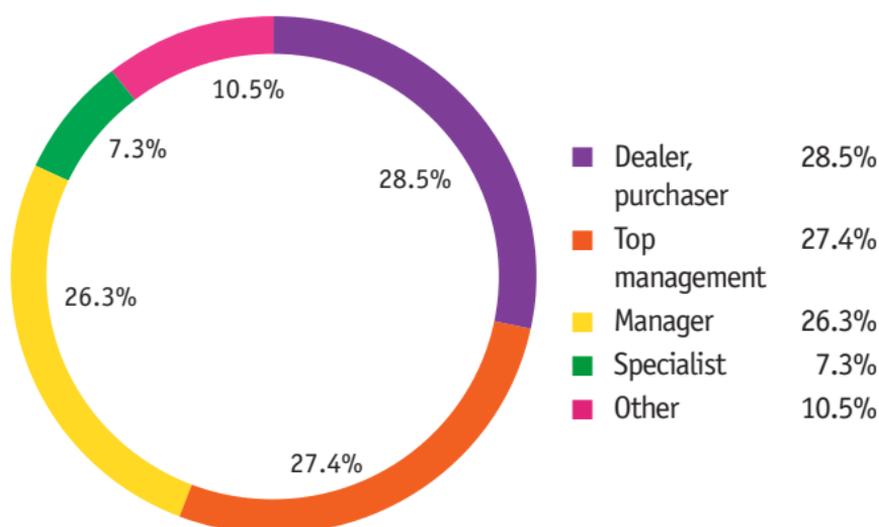


# Stainless 2017 – Visitors

**2,064** visitors from **45** countries  
**40%** from abroad

The highest number of foreign visitors came from Poland, Germany, Austria, Slovakia, Hungary, Italy and Turkey.

Position within the company



## Represented countries

Algeria, Austria, Belgium, Belarus, Bosna and Hercegovina, Bulgaria, Canada, Croatia, Czech Republic, Denmark, Egypt, Estonia, Finland, France, Germany, Great Britain, Greece, Hungary, India, Italy, Iran, Ireland, Japan, Dem. Peoples Rep. Korea, Latvia, Lithuania, Luxembourg, Makedonia, Netherlands, Norway, Poland, Portugal, Romania, Russia, Serbia, Slovenia, Slovakia, South Korea, Spain, Sweden, Switzerland, Taiwan, Turkey, Ukraine, United Arab Emirates



91% of visitors were very satisfied with their visit to the fair

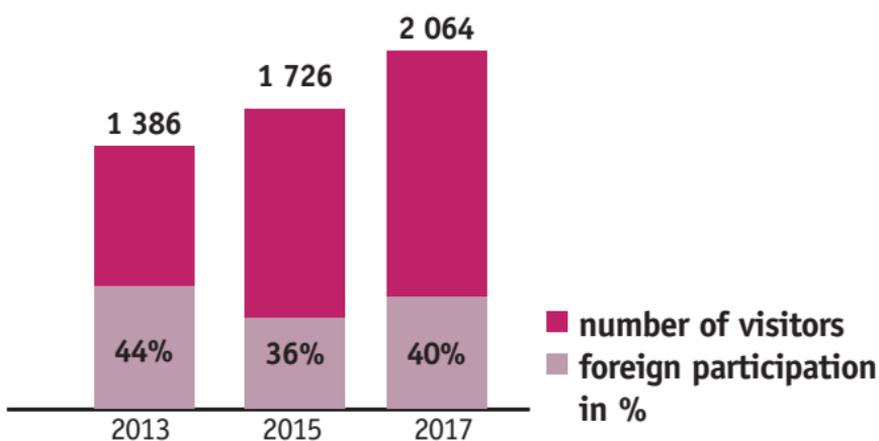
55% of visitors came to the fair for the first time

**Visitors were most satisfied with:**

- the number of eminent companies from this industry
- the level of networking
- the professional level of the fair

75% of visitors decided to come to the next year's fair

**Attendance in numbers**



Source: marketing survey of BWV Trade Fairs Brno



# Stainless 2017 – Exhibitor's View

## **André van der Veen, Sales Manager, Hego Stainless Steel & Aluminium, Netherlands**

We are very satisfied, because we meet all of our clients from Eastern Europe here. These days, everything is done via Internet, and that is why it's really nice to meet real people, we really like to come here.

## **Tomáš Rýpar, Executive, Schwer Fittings, s. r. o., CZ**

In terms of organization, this exhibition fair is still very good and I think that in comparison with the last year, there are more visitors. It is livelier. It is important to be here. Overall, we are satisfied this year.

## **Anna Buszmann, sales representative, Böllinghaus Steel GmbH, Germany**

As specialists in stainless steel, we have exhibited regularly at this fair. Visitors are not so numerous, but they are real professionals. We met people we wanted to meet, from many countries around the world. We are satisfied here.

## **Jan Kopecký, Director, Strojírny a opravy Milenov spol. s. r. o., CZ**

We manufacture stainless steel pipes, which we supply to Czech, Slovakian, Austrian and German market. I think that the number of visitors is higher than the last time, that the good name of this exhibition fair keeps improving and we will definitely come again in two years.

## **Martin Zálešák, sales department, 1. Miroslavská strojírna spol. s r. o., CZ**

We come here every two years, this exhibition fair is perfect for promotion of our company within the stainless steel trade, but of course we come here with the goal of acquiring new customers. There are a lot of foreign prospective clients and every single one of them knows what they want.

## **Alois Vašek, Executive, BIBUS METALS s. r. o., CZ**

As a meeting of material manufacturers and distributors, this exhibition fair is perfect. There are companies, from which we purchase goods, and we can meet them here for a relatively

cheap price, otherwise we would have to travel around Europe or the entire world. We like the ratio of price, service and the advantages the fair gives us.

**Timo Gabelmann, heco GmbH, Germany**

I visited the exhibition fair for the last time in 2009, because it felt like it was losing its original charm. This year, I tried again and I was very pleasantly surprised. Many exhibitors of good quality, lots of visitors and first-rate audience.

**Isabelle Bretagnolles, sales manager, RTI Industries, France**

We are here for the second time and we are satisfied with the number of visitors and newly established contacts. Its narrow focus on stainless steel brings the right visitors here. This fair is important for the whole of Eastern Europe, so we will be back in two years.

**Krzysztof Kurjański, managing director, Outokumpu Distribution Polska Sp. z o. o., Poland**

STAINLESS Brno is the most important event of its kind in our part of Europe. It is not just about the Czech market, but the whole Eastern Europe. We have had a number of important meetings here and we are very satisfied with our participation.

**Matej Burger, director, MATICA MB D.O.O, Slovenia**

It is our first time at this fair, but in two years' time we are going to be here again, it is a useful event for us. We can present our entire range, the production programme and address potential buyers. We met with many interesting customers and take home a number of new contacts.

**Václav Zibner, purchaser, ITALINOX, s. r. o., CZ**

This year we have a lot of meetings. We are satisfied with the stand, we are visiting each other with our suppliers and business partners. I mainly meet people I personally see only once every two years right here, so I'm happy because personal contact is important. All major players on the Czech market are exhibiting here.

**Meerle Bosman, export sales, Arcus Nederland B.V., Netherlands**

We are exhibiting here for the second time, our goal is to meet new customers and develop our business. We have a lot of business in Eastern Europe and especially in the Czech Republic and neighbouring countries, hence it is good to be here. We are still satisfied with our participation

# Brno – The Trade Fairs Capital

## With its superior infrastructure and excellent services

- Located between Prague and Bratislava. Brno is acknowledged as the “The Trade Fairs Capital”.
- In the Czech language, the city of Brno is synonymous with exhibitions. No wonder that 90% of the Czech population relate the city to exhibitions and trade shows.
- Brno is the Czech Republic’s No. 2 business city – a city of commerce, logistics, and education. The city’s six universities make Brno a knowledge hub for IT, biotech and medical research.
- Conveniently located, Brno is within easy reach of 5 Central European capitals: Prague, Vienna, Bratislava, Budapest, Ljubljana, and southern Poland.

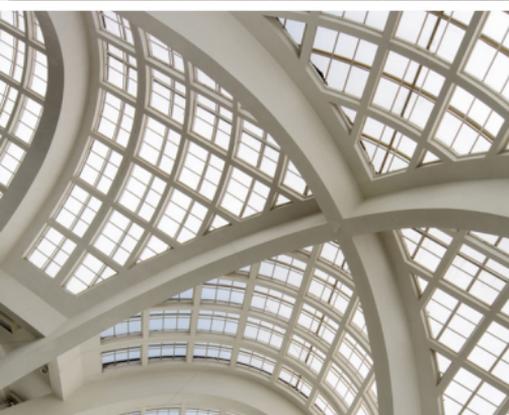
[www.brno.cz](http://www.brno.cz)



# The Brno Exhibition Centre

## BVV Trade Fairs Brno is a leading organizer of trade shows in Central Europe

- Hosts about 50 exhibition events a year.
- Registers 800 thousand visitors a year.
- Occupies a site on 630,823 sq m (6,790,122 sq ft).
- Provides a total gross exhibition area of 192,429 sq m (2,071,289 sq ft).
- Provides world class exhibition halls with net exhibition area of 66,122 sq m (711,731 sq ft).
- 13 multi-functional exhibition halls.
- The latest multi-functional hall P with 10,407 sq m (112,020 sq ft) of net exhibition space, added in June 2009, is the largest exhibition facility of its kind in Central Europe.
- Exhibition halls are equipped with A/C and WiFi internet.
- Accommodates 25,000–30,000 visitors a day; maximum up to 60,000.



# Contact

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**B | R | N | O**

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