61st INTERNATIONAL ENGINEERING FAIR

OCTOBER 7 – 11, 2019
BRNO – CZECH REPUBLIC

www.bvv.cz/msv
NEW MARKETS, NEW TOPICS, NEW BUSINESS OPPORTUNITIES, NEW CONTACTS, INVESTMENT OPPORTUNITIES

The largest and most important industrial trade fair in Central Europe, 1,651 exhibitors, 80,937 visitors

- Latest trends in industrial production with a focus on production, materials and resources.
- Industry 4.0 and digital factory – digitisation of production.
- Circular economy – management of material resources.
- Investment opportunities – start up projects, new ideas, innovation as an opportunity for investment.
- One of the most important marketing and business tools for most exhibitors.
- Large international attendance = new opportunities and markets.
- Unique visitor structure.
- 90% exhibitors confirm that their participation contributed to their business.
- Strong brand, intensive promotion and media support = ideal platform.
- Attractive supporting programme focusing on current trends and topics. Conferences, seminars, discussion forums.

The fair is held under the auspices of

ASSOCIATION OF SMALL AND MEDIUM-SIZED ENTERPRISES AND CRAFTS CZ

MINISTRY OF LABOUR AND SOCIAL AFFAIRS

MINISTRY OF FOREIGN AFFAIRS OF THE CZECH REPUBLIC

MINISTRY OF INDUSTRY AND TRADE OF THE CZECH REPUBLIC

CZECH CHAMBER OF COMMERCE

OFFICE OF THE GOVERNMENT OF THE CZECH REPUBLIC

CONFEDERATION OF INDUSTRY OF THE CZECH REPUBLIC
MINING, METALLURGICAL, CERAMIC AND GLASS ENGINEERING, THE FOUNDRY INDUSTRY

Machines and equipment for geological prospecting • Machines and equipment for open cast mines and pits • Machines working and processing raw minerals • Equipment for metallurgical plants, steel works, rolling mills and for manufacturing ferrous and non-ferrous metals • Machines and equipment for the ceramic and glass industries • Foundry equipment • Melting plant equipment • Patterns, core boxes, permanent moulds, moulds • Casting machines and equipment

MATERIALS AND COMPONENTS FOR MECHANICAL ENGINEERING

Metallurgical semi-products, forgings, pressings, work pieces • Connecting materials, fittings, products of wire • Steel and tube structures • Apparatuses, vessels, tanks • Glass and technical ceramic products, carbon components • Seals, bearings • Gears, clutches, brakes, lubricating technology

DRIVES, HYDRAULICS, PNEUMATICS, COOLING TECHNOLOGY, AIR-CONDITIONING

Electric and mechanical drives, engines • Compressors, pneumatic elements, airconditioning equipment • Cooling equipment • Driers • Hydraulic elements and systems • Fittings, pipelines, tanks, pumps

PLASTICS, RUBBER, COMPOSITES, CHEMICALS FOR ENGINEERING

Polymers • Composite materials • Machines and equipment for plastics and rubber processing • Semi-finished and finished plastic and rubber-based products • Machinery and accessories for the chemical industry • Equipment for the chemical industry • Lubricants, oils, coating compositions, cements, adhesives • Chemicals for industrial production

METALWORKING AND FORMING MACHINES, TOOLS, WELDING, SURFACE TECHNOLOGY

Metalworking machines • Forming machines • Flexible manufacturing systems (FMS) • Measuring and checking instruments for machining and forming • Precision tools • Hand-operated tools • Welding machinery and equipment • Thermal spray machinery and equipment • Additional and auxiliary materials • Welded structures, subsupplies of welded parts • Electroplating equipment • Lacquering systems, enamelling systems, plastic coating systems • Coating materials, putties, thinners, solvents • Laser and plasma coating technologies

POWER ENGINEERING, HEAVY-CURRENT ELECTRICAL ENGINEERING

Primary sources for power engineering • Industrial boilers and their accessories • Motors, cogeneration units • Turbines • Nuclear power engineering • Cables and conductors • Electrotechnical insulators and insulators • Power capacitors, accumulators • Electric light supplies • Transducers, rectifiers, electric current distribution frames, transformers • Uninterruptible power supplies
Electric HV and VHV instruments ● Electric motors, rotary current supplies ● Electric industrial heating ● Electric drives

ELECTRONICS, AUTOMATION, MEASURING TECHNOLOGY
Electronic components and elements ● Control, automation and regulation technology ● IT, system integration ● Measuring and laboratory technology ● Studio and broadcasting technology ● Machinery and equipment for electrical engineering

RESEARCH, DEVELOPMENT, TRANSFER OF TECHNOLOGIES, FINANCIAL AND OTHER SERVICES
Science and research ● Financial services ● Standards, certificates, tests, design ● Marketing, advertising and promotional services ● Literature, technical information ● Organisation, institutions, schools ● Offer of industrial real estates and localities, regional development
INDUSTRY 4.0 AND DIGITAL FACTORY – MAIN TOPIC

Digitisation of industrial production is one of the main trends in the innovation process and a prerequisite for success.

- Offer your solution to experts and manufacturers.
- Demonstrate the practical use of digitisation in production, logistics and trade.

We offer to exhibitors:

- Opportunity to take an active part in the digitisation of industrial production in the Czech market and abroad.
- Opportunity to address a large variety of industrial companies.
- Chance to benefit from the strong media support of the topic.

Most represented fields (branches)
- Systems for additive manufacturing
- Basic software and software solutions
- Cloud & industrial IT services, digital factory services
- Internet systems for the industry and industrial automation
- Automated production systems usable for the Smart Factory
- Electronic components and elements
- Control, automation and regulation technology
- Information technologies system integration
- Measuring and laboratory technology

AUTOMATION 2018 in Figures:
- 298 exhibiting companies from 15 countries, 23% from abroad
- A high increase in attractiveness: 82% of registered visitors noticed INDUSTRY 4.0 as the main topic at the fair.
Comprehensive system solutions in transport and logistics

Most represented fields (branches)
Transport technology • Handling equipment • Storage technology • Assembly machinery and devices • Packaging materials, packaging technology • Services for transport • Telematics, communication, information and control systems for logistics • Research and development, engineering and design services for logistics

Transport and Logistics 2017
116 exhibiting companies from 9 countries, 28% from abroad

Largest foreign participations:
Slovakia, Germany, Russia, Italy, Poland
5,468 registered visitors showed interest in the fair.
Circular economy will be an innovation and a key topic of this edition of ENVITECH. Circular economy is a trend which is one of the priority areas in sustainable development. It is going to be the direction of industrial and trade adaptations.

**Most represented fields (branches)**
- Circular economy
- Air-conditioning equipment
- Pumping stations
- Technologies for the treatment of drinking, service and technological water
- Technology for sewage water treatment plants
- Sewage water treatment plants
- Waste processing and utilization
- Soil and landscape protection
- Environment-friendly technologies for industry
- Removal of old environmental burden
- Noise reduction
- Instrumentation for environment control
- Machines for industrial cleaning and washing
- Research, services, literature, environmental organizations

**ENVITECH 2017**
41 exhibiting companies from 8 countries, 54% from abroad.

**Largest foreign participations:** Slovakia, India, Netherlands.

2,004 registered visitors showed interest in the fair.
TECHNOLOGY AND INNOVATION TRANSFER 2019

Presentation of scientific and research activities of universities, research centres and other entities for their use in industry.

Offers of capacity in science and research to industrial companies, demonstration of research projects in practice.

Favourable conditions of participation.

Technology Transfer 2018
Participants: Czech Technical University in Prague, Brno University of Technology, University of West Bohemia in Pilsen, Technical University of Liberec.

CONTACT-CONTRACT

Traditional matchmaking event supporting new business contacts.

Organizer: Brno Regional Chamber of Commerce – www.rhkbrno.cz

Contact–Contract 2018
176 participants, 324 events
FACTS AND FIGURES 2018

MSV and IMT 2018 with concurrently held FOND-EX, WELDING, PLASTEX and PROFINTECH

EXHIBITORS

1,651 exhibiting companies from 32 countries
858 foreign exhibitors, i.e. 52%

Largest foreign participations:
Germany 242 companies, Slovakia 119 companies, China 109 companies, Italy 80 companies, Austria 41 companies, Taiwan 28 companies, Switzerland 26 companies, France 21 companies

Most exhibitors consider their participation in MSV as one of the key marketing tools. The share of satisfied respondents among exhibitors grew from 84% to 96% year-on-year.

89% are decided to participate again next year
97% made contacts with potential local or international customers
39% succeeded in opening talks about new deals; it is the highest number in the last five years
81% classified the visitors as the appropriate target group
VISITORS

80,937 visitors from 57 countries
7,747 of foreign registered visitors
– mostly from Slovakia, Germany, Poland, Austria, Hungary, Russia, Italy, France, Belgium, Romania and China

94% were overall happy with their visit to the fair
91% plan to come again next year
77% were happy with the number of obtained contacts
70% consider information about new technology, materials and machinery and obtaining new contacts as the main benefit of the fair
79% are decision-makers or participate in deciding on investments and purchases

Satisfaction
with the professional standard of the fair.............................96%
with the quality of exhibited products and services..................96%
with the presence of key players in the industry.........................94%
with the number of exhibited products or services....................91%

More information can be found under
www.bvv.cz/msv – FINAL REPORT
EXHIBITORS’ VIEW

Dominika Zalubelová, project manager, SARIO agency
This year Slovakia was the partner country of MSV. So far the exhibiting companies are very happy. I think many of them found new business contacts and thanks to the proximity of Slovakia and Czech Republic many long-term partners have met here to talk about their business.

Oldřich Paclík, Director, Association of Engineering Technology
We are rather optimistic about this edition of the fair. It is the year of IMT and, at the same time, the year of culminating economic activity in our industry. There is a high presence of our international competitors which is a sign that they view the situation in the Czech market as positive. For our industry of cutting and forming machines this year should bring even better results than the record year 2015.

Barbora Mocová, Communications Department, Siemens
This year we are marking the 60th anniversary of our participation in the International Engineering Fair in Brno. Moreover, we are taking part in the nice exhibition “100ries” in Hall A. We were satisfied with the attendance, we had many visitors at our booth. We are happy to have been able to present our latest portfolio at the Exhibition Centre. We had almost 500 business meetings with partners. We were also visited by representatives of new companies. For the company the trade fair was a success.

Jan Hruška, Head of Marketing, KOVOSVIT MAS a.s.
For us this edition of MSV was very beneficial. However, I would appreciate greater interest from engineers from the Slovak Republic because there is a permanent discussion about deepening cooperation between us and this country which, in my view, is a good step. As a whole I evaluate MSV positively, from the European perspective it is standard.

Libor Horník, Sales Manager, FANUC Czech s.r.o.
Our booth was always full because we introduced a collaborative robot. This is an automaton with a direct participation of a human factor. This year’s MSV was good because it is transpiring that companies still have an appetite to invest in new technology. For my company it was a success.

Tania Vainio, Managing Director, ABB Czech Republic and Slovakia
Our company is a leader in robotics. This is why at MSV we exhibit as well as organise discussions about automation and robotisation. I see that many people are interested in this topic and I am happy for the dialogue.

Josef Sláma, Director, Renishaw s.r.o.
We have been exhibiting at MSV every year since our entry in the Czech market in 1994. We see this trade fair as an East-European EMO, a flagship show. Our branch that is responsible for the Czech and Slovak markets exhibits only here and in Nitra, Slovakia. And it makes sense for us because you can find everything online and you can communicate with people using electronics but the trade fair is the only chance where we can actually meet our customers.
Leoš Sehnal, Executive Manager, SA Trade s.r.o.
The turnout at this year’s fair was very good, there were also many students of mechanical engineering professions. We are glad to have the students because we supply machine tools to their schools and fit out their workshops. This year visitors were much interested in conventional machine tools. Our booth was always full, we spent a lot of time on business meetings of which we had around thirty every day. We also had visitors from Slovakia, Russia, interesting visits from Siberia and Romania. It is the Romanian partner who wishes to exhibit together with us at the next MSV in Brno. For the company the trade fair was a success.

Miroslav Mašek, Executive Manager, Pilous-pásové pily, spol. s r.o.
MSV keeps a good standard as one of the most important trade fairs in Europe following the global trends. The economic boom is simply showing. If there is a crisis, it will be reflected at all trade fairs worldwide. We always come to Brno because we live on orders obtained during the fair for the rest of the year. As always, our company introduced some innovations in Brno. There were more visitors than in previous years and we received a decent number of orders right on the spot. It was a nice surprise for us that companies were interested in larger sophisticated saws; they have more jobs and need to buy modern technology. We are among the traditional exhibitors and the fair is always a benefit for us. The companies do have orders but they are hindered by the lack of skilled labour but this is not the fault of the show. We have been coming to the Engineering Fair regularly since 1992 and we cannot imagine not coming again next year.

Jiří Novotný, Technical Support, První hanácká BOW, spol. s r.o.
We come to the trade fair regularly. We have to be in Brno so as not to lose our image. This year we had a fair number of visitors and made new contacts with representatives of new companies. This year our company celebrates the 25th anniversary. As always, we presented our new products which is always the core of our display because MSV is one of the prestigious shows in Europe. We were visited by companies from China, Ukraine and, naturally, Slovak Republic.

Martin Fanta, Sales Representative, GALIKA
The trade fair was a success for our company because we had 10 per cent visitors more than last year. The same applies to the number of demands of which the company received 15 per cent more than in the previous edition. Moreover, we expect many orders arising from these contacts. I liked that we had highly professional visitors who were specifically interested in individual equipment.
MSV 2014–2018 and Transport and Logistics 2013–2017 exhibitors will receive an e-mail with a link to their individual electronic application form with basic data already completed.

**PRICES**

**Exhibition space:**
- indoors – ground floor .............. 4,950 CZK/sq m
- indoors – gallery .................... 3,700 CZK/sq m
- outdoor areas ...................... 2,200 CZK/sq m

**Registration fee:**
- exhibitor ............................... 11,000 CZK
- co-exhibitor ............................ 11,000 CZK

**Additional fees for free sides**
- corner stand 30%, U-stand 40%, island stand 60%

Additional fees for free sides are charged for covered and open areas up to 100 sq m. For metres exceeding 100 sq m additional fees are not charged.

**Deadline bonus**
Exhibitors will be granted reduction of the standard price for the exhibition space if they register by March 31, 2019 and settle the first advance invoice at maturity. The reduction will be implemented in the final invoice. Deadline bonus does not apply to Hall P.

**Exhibition area price valid until 31 March 2019**
- indoors – ground floor .............. 4,600 CZK/sq m
- indoors – gallery .................... 3,450 CZK/sq m
- outdoor areas ...................... 2,050 CZK/sq m
CONTACTS

Organizer
BVV Trade Fairs Brno
Výstaviště 405/1
CZ – 603 00 Brno
www.bvv.cz

Project Director
Michalis Busios
tel.: +420 541 152 927
e-mail: mbusios@bvv.cz

Assistant
Šárka Chovančíková
tel.: +420 541 152 926
fax: +420 541 153 044
e-mail: msv@bvv.cz

Project team
Karin Broučková
tel.: +420 541 152 936
e-mail: kbrouckova@bvv.cz

Dagmar Darmopilová
tel.: +420 541 152 944
e-mail: ddarmopilova@bvv.cz

Pavel Dokládal
tel.: +420 541 152 571
e-mail: pdokladal@bvv.cz

Nikola Lekovski
tel.: +420 541 153 029
e-mail: nlekovski@bvv.cz

Petr Maliňák
tel.: +420 541 152 720
e-mail: pmalinak@bvv.cz

Radka Svobodová
tel.: +420 541 153 020
e-mail: rsvobodova@bvv.cz

Manager of trade fairs
Transport a Logistika
and ENVITECH
Pavel Dokládal
tel.: +420 541 152 571
e-mail: pdokladal@bvv.cz

Stand Construction
and Exhibitors’ Services
Lukáš Helan
tel.: +420 541 152 633
e-mail: lhelan@bvv.cz

Press and Public Relations
Jiří Erlebach
tel.: +420 541 152 836
e-mail: jeerlebach@bvv.cz

Accommodation
Jana Hirlíková
tel.: +420 723 858 174
+420 541 152 775
e-mail: jhirlikova@bvv.cz