

Stainless2019

10th International Stainless Steel Fair

Final report

124 exhibitors from **24** countries
2869 m² of net exhibition area
1848 visitors from **45** countries

15-16 May 2019
Brno, Czech Republic
www.bvv.cz/stainless

BW Trade Fairs Brno
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CZ-603 00 Brno
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Central
European
Exhibition
Centre

BVV

Veletřhy
Brno

EXHIBITORS

124 exhibitors from **24** countries

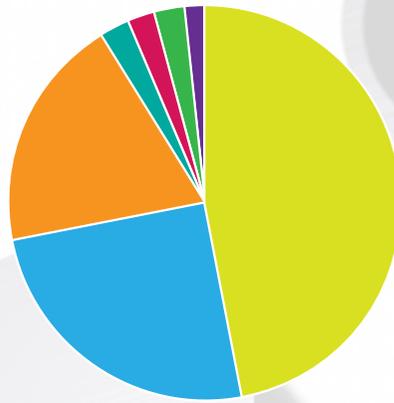
85 % from abroad

2,869 m² of net exhibition area

Germany	34 companies
Czech Republic	18 companies
Italy	11 companies
India	9 companies
Poland	9 companies

Participating countries

Austria, Belgium, Bulgaria, China, Croatia, Czech Republic, Denmark, Finland, France, Germany, Hong Kong, India, Indonesia, Italy, Netherlands, Poland, Russia, Slovakia, Slovenia, Spain, Switzerland, Taiwan, Turkey and UK



Structure of exhibitors by branches

● Stainless steel	47.6%
● Stainless steel products	25%
● Metallurgical products of stainless steels	19.4%
● Semi-finished products of stainless steels	2.2%
● Machinery, equipment and implements for treatment and processing of stainless steels	2.2%
● Stainless steel services	2.2%
● Stainless steel products from foundries, forges and pressing mills	1.4%



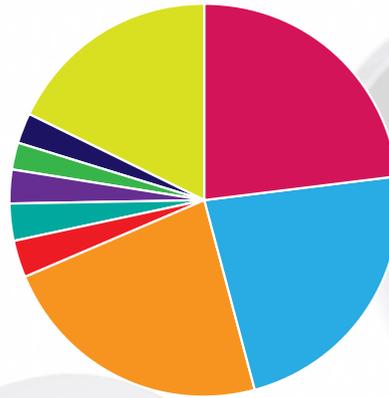
VISITORS

1,848 visitors from **45** countries
51 % from abroad

Most foreign visitors came from Poland, Germany, Austria, Slovakia, Hungary, Italy and Turkey

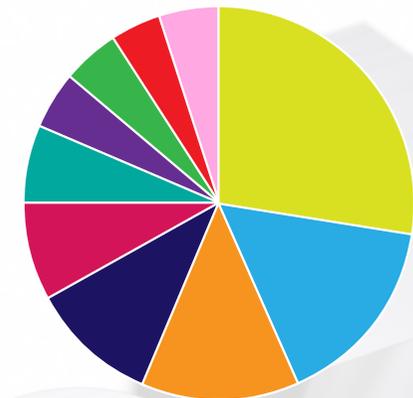
Participating countries

Austria, Belgium, Belarus, Bosnia and Herzegovina, Bulgaria, China, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Georgia, Germany, Greece, India, Ireland, Israel, Italy, Latvia, Lithuania, Luxembourg, Hungary, Macedonia, Morocco, Moldova, Netherlands, Norway, Poland, Portugal, Romania, Russian Federation, Saudi Arabia, Singapore, Slovakia, Slovenia, Serbia, South Korea, Spain, Sweden, Switzerland, Taiwan, Turkey, Ukraine and United Kingdom



Fields of activity of visitors

- Metallurgy, foundry 23.2%
 - Mechanical engineering 22.8%
 - Trade 22.8%
 - Services 3.0%
 - Chemical industry 2.9%
 - Food industry 2.8%
 - Energy 2.4%
 - Automotive 2.3%
 - Other* 17.8%
- * Electrical engineering, construction, ecology and more



Fields of interests of visitors

- Stainless steels 27.8%
- Stainless steel products 15.9%
- Metallurgical products of stainless steels 12.9%
- Metallurgical semi-finished products of stainless steels 10.7%
- Raw materials and materials for or production of stainless steels 8.1%
- Stainless steel products of foundries, forges and pressing mills 6.5%
- Black steel and black steel products 4.7%
- Machinery, equipment, equipment for treatment and processing of stainless steels 4.7%
- Services in the field of stainless-steels 4.1%
- Other 4.9%



HIGH SATISFACTION OF PARTICIPANTS

Marcus Dreischer, Commercial Director, Nirotec, Germany

We are particularly satisfied with the quality of our customers. People came to us excellently prepared, they knew exactly what we are dealing with. I'd say even more new customers stopped by than the existing ones. As far as nationality is concerned, I would say that about a third of customers are from the Czech Republic, the rest from foreign countries such as Poland, Russia, Ukraine, Romania and other countries of Eastern Europe. But it is interesting that people from France or Finland came here as well. It's a very interesting visitor mix. Overall, we are really satisfied with the fair.

Jakub Chundela, Business Manager, VALBRUNA GROUP, Czech Republic

We are manufacturers who supply goods to distributors, so mostly Czech customers come to us. At the Stainless fair I met with my regular customers, so I'm happy. The fair fulfilled its purpose for me.

Silke Löser, Marketing Manager, STAPPERT, Germany

We have been attending Stainless for a long time. In the course of time we enlarged our stand because we are interested in the Czech market. But not only Czech customers came to us, customers from all over Europe also arrived here.

Frank Kniezner, Sales Executive, Walzwerke Einsal, Germany

If I should evaluate the first day of the fair, it was very successful for me. A lot of visitors dropped by in our exposition, most of them our existing customers. But I like the fact that thanks to this expo I saved on my business trips throughout the Czech Republic and Slovakia, as I meet all these people in one place. As a benefit of the fair I see for sure that it is the gateway to Eastern Europe for us.

Vendula Žůrková, Sales Rep, Strojírny a opravy Milenov, Czech Republic

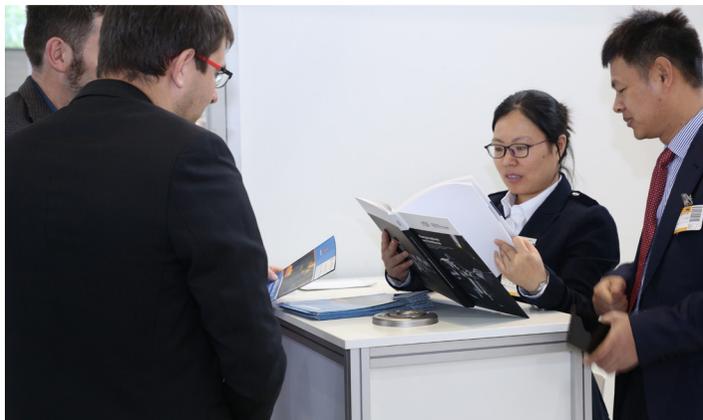
We are a manufacturing company and at the fair we are mostly visited by suppliers. So far we have mainly met with existing customers here. Participation in Stainless is enlivening for me, we show customers that we are here and we work. We see it as a good marketing tool.

Marcus Kramer, Sales Manager, Chr. Höver & Sohn GmbH & Co. KG Lepe Edelstahl, Germany

We participate in Stainless for the first time. And to be honest, we did not come here with predetermined expectations. I can say, however, that the first day was very good for us, we met with customers from all over the world here. I see that as one of the advantages of the fair – I have meetings with customers in one place.

Marc Verbeeck, Sales Rep, Helaxa, Belgium

Attending this expo met our expectations, we are satisfied with it. We are glad that our regular customers stopped by our stand. We don't have any objections concerning the organization of the fair, and we definitely count on coming to the next edition of Stainless.



**Izabella Suchorzynska, Marketing Manager,
NOVA TRADING, Poland**

We have been participating in Stainless since the very first year. Also this year we are very happy with the number of customers who came to us, a lot of them being invited by ourselves. All our sales reps are busy. We do not focus only on the Czech and the Slovak markets, so we like that customers come to us also from Germany, Austria, Croatia or Belarus. We'll meet all of them at the same time in one place. In short, our attendance brings us a lot of benefits.

**Birgit Asmus, Sales Department,
Damstahl, Germany**

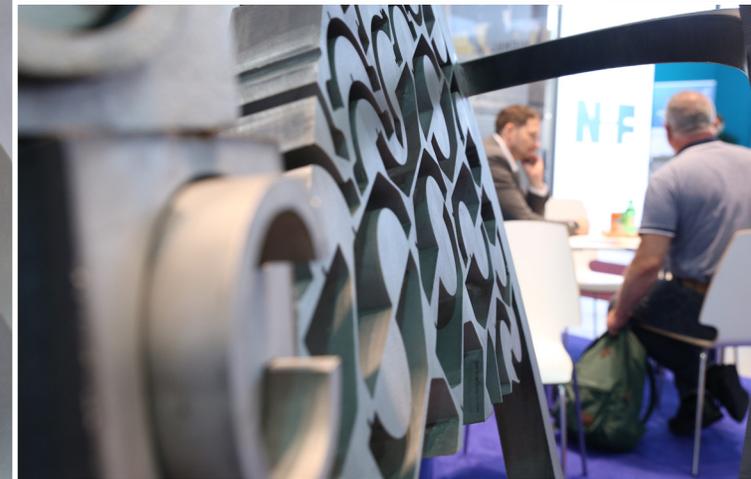
A lot of customers, it's fine, it's great to see our customers in two days. And we don't have to travel anywhere. Czech customers are the most frequent at our stand, but people came here also from Belarus, and the Baltic states. It's good for keeping in touch, it's better than by phone or e-mail.

**Jeppe Jensen, Product Manager,
Inox, Denmark**

The first day was very good for us, we are happy with the customers who came to us. We were here for the first time two years ago, so some people come back to us, but we also have new contacts. Customers are coming to us especially from the Czech Republic, Slovakia, Hungary and Poland, but there were also a few Russians. Of course I wouldn't be angry, if there were more. I also appreciate the organizational side, people from BVV Trade Fairs Brno have done a great job.

**Sebastian Krok, CEO,
Hempel Special Metals, Poland**

We are happy with Stainless just as always. I am pleased that we met the existing customers and at the same time we got new interesting contacts. We will definitely not miss the next expo.





The next **STAINLESS**
will be held
May 2021

