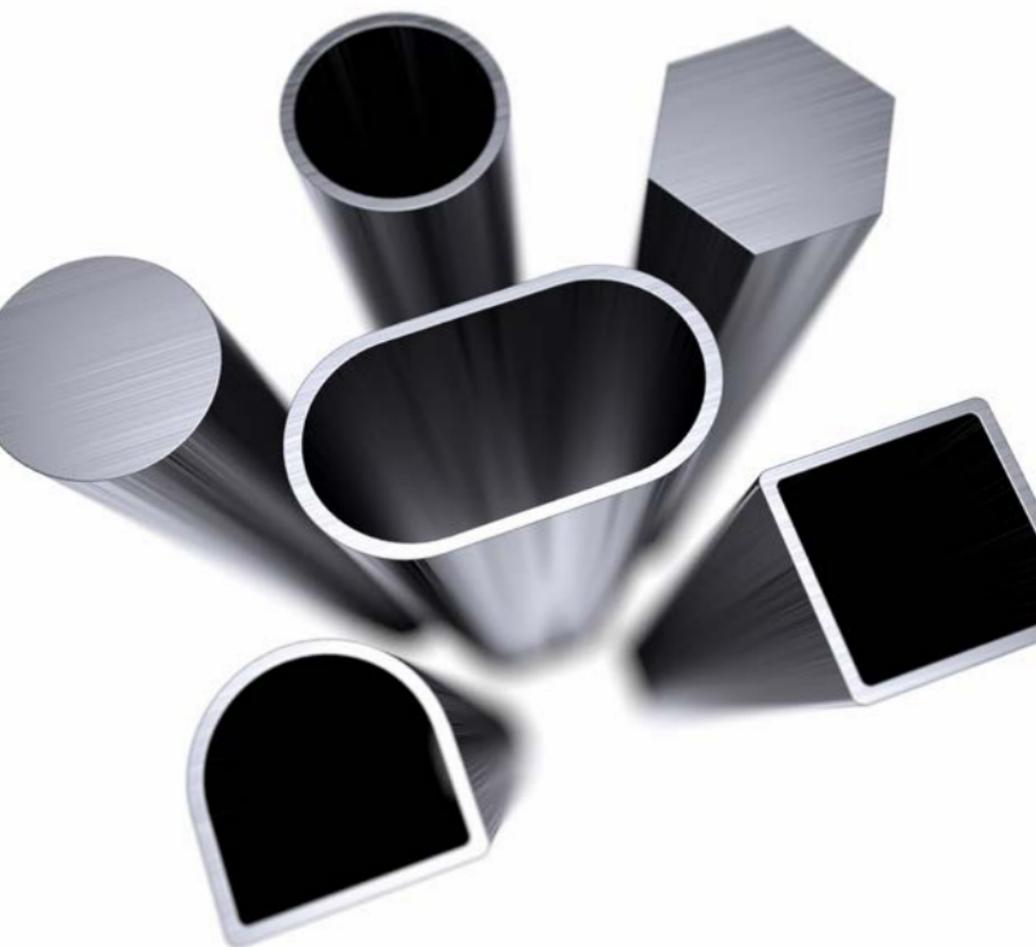


Stainless2021

11th International Stainless Steel Fair



15 – 16 September 2021

Brno Exhibition Centre

www.bvv.cz/stainless

Central
European
Exhibition
Centre

BVV



**Veletřhy
Brno**

Stainless – your way to new markets, contacts and business opportunities

Stainless is a highly specialized international meeting point for manufacturers, subcontractors, traders, processors and suppliers of equipment operating in the field stainless steels. It is an ideal presentation and communication platform especially for those interested in Czech, Slovak, Austrian and Polish markets.



High quality clientele



High international diversity of expo participants



Opportunity to establish and strengthen contacts with partners and customers



TRUBKY

Svařované trubky kruhového průřezu
Svařované trubky čtyřhranného průřezu
Bezešvové trubky

Sectors of Stainless

- Raw and ready materials for the production of stainless steel
- Stainless steel
- Metallurgical semi-finished products of stainless steel
- Metallurgical products of stainless steel
- Products of foundries, forges and pressing mills made from stainless steel
- Stainless steel products
- Stainless steel parts and products for selected industries and end consumers
- Machinery, equipment and tools for treatment and processing of stainless steel
- Computing, testing and measuring technology for stainless steel industry
- Research, services and institutions for stainless steel industry



Stainless 2019

Information about exhibitors

124 exhibitors from **24** countries

85 % from abroad

2 869 m² of net exhibition area

Participating countries

Germany **34 companies**

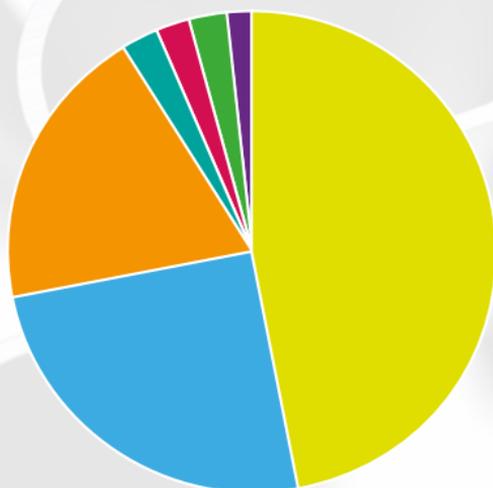
Czech Republic **18 companies**

Italy **11 companies**

India **9 companies**

Poland **9 companies**

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 %

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



Stainless 2019

Information about visitors

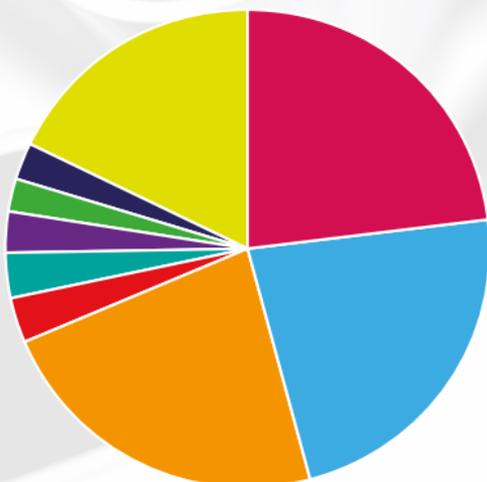
1 848 visitors from **45** countries
51 % from abroad

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 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 %



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 1,215,000 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).
- 13 multi-functional exhibition halls.
- Provides world class exhibition halls with net exhibition area of 66,122 sq m (711,731 sq ft).
- Exhibition halls are equipped with A/C and WiFi internet.



Stainless2021



-  ENTRANCE
-  CAR ENTRANCE

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, Head of Marketing, STAPPERT, Germany

We have taken part in Stainless for a long time. In the course of time we have expanded our stand, because we are interested in the Czech market. We were visited not only by Czech customers, but also by customers from all over Europe.

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 opravny 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 Leppe 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.

Present your company at Stainless

Price terms: CZK 4,300 per square meter

Registration fee: CZK 4,000



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