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GERMAN
WELDING SOCIETY

MESSE

ESSEN

Place of Events

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SCHWEISSEN
& SCHNEIDEN



No.1
IN THE WORLD

INTERNATIONAL TRADE FAIR
JOINING CUTTING SURFACING

16-21 SEPT. 2013
ESSEN GERMANY

INFORMATION FOR EXHIBITORS

SCHWEISSEN & SCHNEIDEN 2013

"Once you have seen Essen, you don't need to see any other trade fair in the world." This quote from Dr.-Ing. Mauro Scasso, Managing Director of the Istituto Italiano della Saldatura, at the 2009 trade fair impressively demonstrates the unique position of the SCHWEISSEN & SCHNEIDEN as the world's No. 1 trade fair of this industry. The international trade world of joining, cutting and surfacing will meet once again in Essen from 16 to 21 September 2013 to present the entire spectrum of products, processes, services and machines.

Bringing ideas to life, presenting innovations, stir up enthusiasm: as the "Olympics" of welding technology, the SCHWEISSEN & SCHNEIDEN is more than just a product show or an information event. It is the measurement for progress and the newest developments. It not only shows everything that is possible today but also where the future is headed.

However, the show is not only about the future but also about the present and the tangible business success which, in times of digital technology and the Internet, also crucially depends on good contacts and convincing negotiations, in brief – face to face discussions. Contacts put a face to the name at SCHWEISSEN & SCHNEIDEN. This trade fair is the ideal location to make new business contacts, solidify existing ones, initiate and conclude business transactions. It is only here that your customers can see, touch and experience your products in a competitive setting. Customers who have travelled from all over the world for this purpose. At the same time, you can convincingly demonstrate the quality of your product to the many market players at the SCHWEISSEN & SCHNEIDEN.



CLOSING DATE FOR APPLICATIONS

Please note the closing date for applications for exhibitors: **30 April 2012.**

"The visitor traffic at our booth at the SCHWEISSEN & SCHNEIDEN was over 20% higher than at other trade fairs."

Dr. Ing. Walther Spies, Managing Partner of Dalex Schweißmaschinen GmbH & Co. KG, Germany

The 18th International Trade Fair SCHWEISSEN & SCHNEIDEN will once again offer a complete overview of the highest quality, covering all aspects of this branch of industry with attractive supporting events and topics such as testing technology and metal bonding.

The exhibitor and visitor feedback from developers, designers, engineers, facilities managers and specialist retailers at previous fairs shows that the return on investment of your participation is beyond expectations. Use SCHWEISSEN & SCHNEIDEN 2013 to achieve your marketing, sales and image objectives. Impress your customers and competitors! We are happy to advise you and recommend that you sign up early.

A STRONG TEAM: NETWORK PARTNERS OF THE SCHWEISSEN & SCHNEIDEN 2013

- Federal Metal Association (BVM)
- German Society for Non-destructive Testing (DGZfP)
- German Cutting Association
- German Welding Society (DVS)
- Fraunhofer Institute for Manufacturing Technology and Advanced Materials (IFAM)
- German Welding Institute (GSI)
- German Industrial Gases Association (IGV)
- Association of Manufacturers of Welding Consumables (SEV)
- Association of Welding Specialists (VDS)
- German Engineering Federation (VDMA)
- German Electrical and Electronic Manufacturers' Association (ZVEI)



SUCCESS WITH TRADITION

SCHWEISSEN & SCHNEIDEN 2009 FIGURES

The high level of the SCHWEISSEN & SCHNEIDEN was maintained in 2009 in spite of the global economic crisis. The last SCHWEISSEN & SCHNEIDEN recorded one of the best results in its history.

1,016 exhibitors from **42 countries** presented their latest joining, cutting and surfacing technologies to **52,655 visitors***.

The fair has become even more international. The number of countries from which visitors came to see the SCHWEISSEN & SCHNEIDEN 2009 rose by more than one third from 90 to **128 countries**.

Altogether, more than **41.4% of the visitors** came from abroad*.

Over **81% of the visitors** are involved in decision-making processes within their companies.

95% of the exhibitors have already stated they plan to exhibit at the SCHWEISSEN & SCHNEIDEN in 2013.

26.4% of the visitors placed orders at the fair for machines, tools and fillers.

According to surveys, the volume of the investments planned and made at the trade fair amounted to **1.5 billion euros**.

*FKM-checked figures (Society for the Voluntary Control of Trade Fair and Exhibition Statistics)



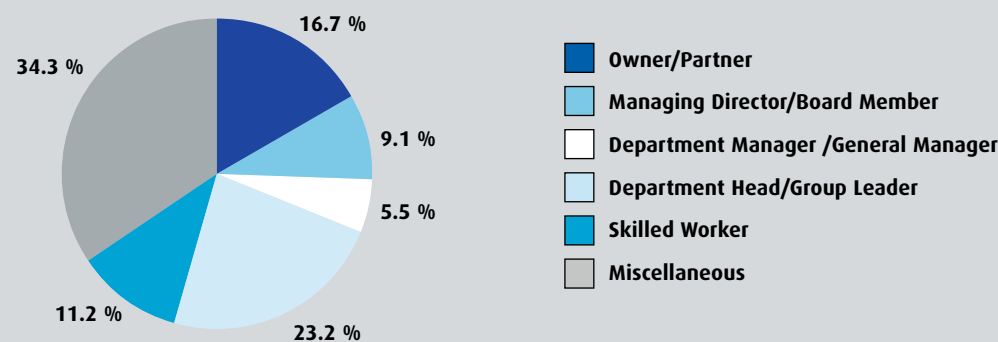
THE WHOLE WORLD OF WELDING AND CUTTING TECHNOLOGY

The SCHWEISSEN & SCHNEIDEN 2013 will be presenting the latest developments and innovations in all fields.

- Plants and equipment for joining, surfacing and cutting processes
- Plants and equipment for heat treatment and other production processes
- General production plants, systems for computer-aided production, data processing, instrumentation and control technology, automation
- Production plants for fillers, consumables and auxiliary materials

- Thermal spraying
- Workshop and workplace equipment, safety devices, occupational safety and health
- Accessories
- Fillers
- Bonding, sealing, applying
- Consumables and auxiliary materials
- Quality assurance, measuring and testing technology
- Industry Services
- Organisations, vocational and further training, research, information, specialised literature and regulations

OCCUPATIONS OF THE VISITORS



"For us the fair is above all an opportunity to finalise business transactions and negotiations prepared long beforehand."

Stelvio Rocco, President Trafilerie di Cittadella, Italy

MESSE ESSEN – YOU EXPERIENCED PARTNER

COMPREHENSIVE SERVICE

With 110,000 square meters of exhibition area and over 1.4 million visitors per year, MESSE ESSEN is one of the top 10 exhibition complexes in Germany. Its programme comprises ca. 50 events per year - including 11 international leading fairs.

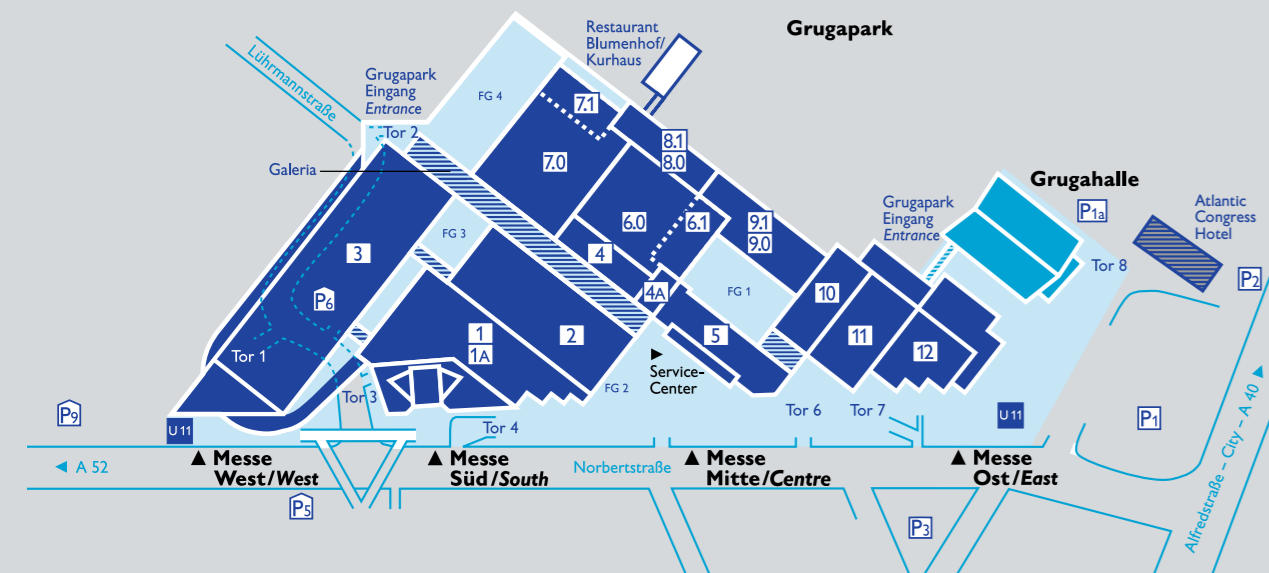
The venue offers a sophisticated technical infrastructure in all 18 halls as well as the latest information and communication technology. A congress area with halls and conference rooms for 70 to 1,000 people located on site offers tailor-made space concepts for supporting congresses - such as the IIV Congress in 2013 - or other trade events.

The exhibitor service of MESSE ESSEN relieves you of the details during the fair - from the technology and logistics, security and stand personnel to the catering, decoration and advertising. Take advantage of the opportunity to order all services from one source with ease and make use of the support of a team of specialists. This way you can concentrate on the real priority: your customers!

Regardless of whether you are interested in our ready-to-use system stands in all sizes and price categories or require a tailored solution: the fair service team is there for you from the beginning. You can find further information at www.messe-essen-service.de.



LAYOUT PLAN



CENTRE OF ACTION

HEART OF THE METROPOLITAN REGION

The Ruhr metropolitan region is one of Europe's leading economic areas and, after London and Paris, the third largest conurbation in Europe. Some 6 million people live and work here, generating a gross domestic product of around 144 billion euros.

In the centre of this innovative and traditionally successful economic region lies Essen, a city which with MESSE ESSEN offers a business platform used every year by around 13,000 exhibitors and up to 1.4 million visitors from all over the world.

In addition to its economic significance, the outlying areas of the venue in the district of Rüttenscheid have a lot to offer. Cultural and social life pulsates in Rüttenscheid. This district combines a broad assortment of attractive shopping opportunities and a lively cultural scene with recreational facilities in the Gruga Park and the green belt in the south of Essen. In addition, you can enjoy an assortment of high-quality culinary delights along the "golden mile" Rüttenscheider Straße, known in short as "Rü", and its many small side streets.

"Of all the trade fairs I have experienced so far, this has provided the greatest return on investment."

Brandon Boyd, Global Sales Manager Mathey Dearman, USA

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LEADING FAIRS FOR THE INDUSTRY

The SCHWEISSEN & SCHNEIDEN in Essen and its subsidiary trade fairs, the BRAZIL WELDING SHOW in Sao Paulo, the RUSSIA ESSEN WELDING & CUTTING in Moscow, the INDIA ESSEN WELDING & CUTTING in Mumbai and the BEIJING ESSEN WELDING & CUTTING in Beijing or Shanghai, and the ESSEN WELDING PAVILION at the SVARKA in St. Petersburg, are innovation showcases and important indicators of future developments in the industry, both globally and in the respective countries.



FURTHER INFORMATION

Need further information?
Visit our website at:
www.schweissen-schneiden.com.

ARRIVAL

MESSE ESSEN is easy to reach by all means of transport.

PLANE Düsseldorf International Airport is only 20 minutes by car from the exhibition complex. Exhibitors and visitors can travel by airport express bus, taxi or hired car. Further information at www.duesseldorf-international.de.

CAR If travelling by car, you easily reach your destination on the Rhine-Ruhr motorways A52, A3 and A40/A42.

TRAIN Essen's main railway station is the hub for over 120 ICE, InterCity, EuroCity and Inter-Regio connections in all directions every day. The website of Deutsche Bahn, www.bahn.de, offers detailed information. The underground line U11 travels directly from Essen's main railway station to the fair in five minutes. You will find more information about local transport at www.vrr.de.

ACCOMMODATIONS

Essen has close to 85 hotels and guest houses with over 6,200 beds for exhibitors and visitors to its fairs and congresses. A further 28,000 beds are available in the entire Ruhr area. The prices range from low-priced guest houses to five-star hotels. You can find a hotel guide at www.essen.de.

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**"We had only highly qualified contacts -
from all over the world."**

Felix Binzel, Managing Director TBI Industries GmbH, Germany