

Final Report

Valve World Expo 2012: Three Days of Technology Power at the Top Level in Düsseldorf

Düsseldorf, 29 November 2012 - With excellent business contacts and prospects of promising post-event deals, Valve World Expo 2012, the international trade fair for industrial valves and fittings, has come to an end for exhibitors and visitors in Düsseldorf.

A total of 10,300 trade visitors from more than 50 countries came to get information on the state-of-the-art in industrial valves and fittings in the Düsseldorf exhibition halls. And the supporting expert conference was a resounding success, as its approx. 60 lectures and workshops attracted a total of 350 participants. The programme of the 2012 conference was even more closely aligned with the interests and requests of the participants than the previous event.

The Valve World Conference and Exhibition held at the Düsseldorf Exhibition Centre from 27 to 29 November 2012 was already the second event of its kind. On the three days of the fair, 593 international companies from 37 countries presented innovative technologies, components and systems from the industrial valves sector.

“Valve World is already well established in Europe”, says Matthias Stein, Marketing Manager of LESER GmbH & Co. KG, in his summary of three successful trade fair days. “Our visitors do not focus on standard products but product solutions for special applications and their requirements. This year, we also show many innovations such as special designs for corrosive media or high counter pressures.”

All leading companies from the valves and fittings industry presented their products in exhibition halls 3 and 4. The special feature of Valve World Expo is the intensive linkage between the exhibition, the conference and the resulting networking opportunities. The focus was clearly on enabling meetings between manufacturers and end users at the Düsseldorf Exhibition Centre.

The product range of the valves and fittings sector is particularly broad and deep: At Valve World Expo 2012, companies from numerous subsectors presented themselves on a total exhibition space of approx. 15,700 m². The highlights were valves, their components and parts, actuators and positioners, pumps, compressors, engineering services and software.

“The exhibitors praised the compact diversity of the products presented at the trade fair and the clear presentation in exhibition halls 3 and 4”, commented a pleased Joachim Schäfer, Managing Director at Messe Düsseldorf GmbH. “Düsseldorf has been established as an ideal site with further growth potential for the industrial valves segment”, said Mr Schäfer.

Valves and fittings are used in a wide variety of industries. They ensure the safety of the oil and gas industry, control and guide media in the chemical industry, regulate water inflows and water discharges, and ensure a free fluid flow in the beverage industry.

“We were particularly impressed by the internationality of the trade fair’s visitors from more than 50 countries”, summarised Marcus Rohrbacher, General Manager of KCI GmbH.

“This year again, Valve World Expo has proven that it is the right event to present our innovative product, the intelligent, electro-hydraulic TriVAX valve actuator made by HOERBIGER to the trade in a world premiere”, rejoiced Marcus Grödl, Head of the Business Segment Valve Automation with Hoerbiger Automatisierungstechnik Holding GmbH. “For us, Valve World Expo 2012 has again been a resounding success, and the next Valve World Expo in 2014 is already a firm commitment in our calendar”, added a satisfied Mr Grödl.

10,300 trade visitors came to Düsseldorf

All in all, 10,300 trade visitors came to see the Valve World Expo in Düsseldorf. Approx. 70% of them came from abroad this is a significant increase of the international visitor share and confirms Valve World Expo as the no. 1 platform of the entire industrial valves and fittings sector.

The European trade fair visitors came primarily from Italy, the Netherlands, the United Kingdom, France and Germany. Most overseas visitors of the Düsseldorf trade fair came from India.

75% of the visitors of the trade fair were executives. 25% of the trade visitors were valves and fittings manufacturers (mostly valve manufacturers), 18% were valves and fittings users and another 18% came from the valves and fittings trade. The visitors were primarily interested in the valves segment (80%), followed by actuators and positioners (40%), valve components and parts (40%), and pumps (18%). 95% of the visitors gave Valve World Expo 2012 top marks.

Expert conference with approx. 60 lectures and workshops

At the same time as the trade fair, the Valve World Conference was held at Congress Center South (CCD South) of the Exhibition Centre – organised by the expert organisers of KCI Publishing/NL also in 2012. A total of approx. 60 specialised lectures and workshops addressed a wide variety of topics.

“I am very happy with the events at the conference”, said Christian Borrmann, Conference Manager of the Valve World Expo Conference 2012. “There was a particularly intensive and lively discussion on the interaction of global and local markets”, continued Mr Borrmann. “A conference with a high standard”, said the conference expert with pleasure.

This year, the focus of the workshops and specialist presentations was primarily on topics such as control valves, cast-iron parts, maintenance, repairs, inspections and tests as well as new trends and designs. 350 delegates from around the world travelled to Düsseldorf to attend this expert exchange at top level.

Valve World Expo and its accompanying expert conference will be held for the third time at the Düsseldorf Exhibition Centre from 2 to 4 December 2014. Topical information will be provided and regularly updated on the trade fair portals at: www.valveworldexpo.de and www.valveworldexpo.com

Press Contact:

Petra Hartmann-Bresgen M.A.

Kathrin Kleophas v.d. Bongardt

☎ +49 (0)211/4560-541

☎ +49 (0)211/4560-544

📠 +49 (0)211/4560-87 541/-87 544

✉ HartmannP@messe-duesseldorf.de

✉ KleophasK@messe-duesseldorf.de

