

## Valve World Expo Düsseldorf 2016:

### Confirms Position as No. 1 Trade Fair for Industrial Valves

To the tune of 20,000 square metres of exhibition space, 725 exhibitors from 40 countries and 12,350 trade visitors – the fourth Düsseldorf Valve World Expo took place against the backdrop of a rather subdued business climate in the industrial fittings industry. Posting noticeable growth in both exhibitor numbers and square metres it proved the biggest Valve World Expo in Düsseldorf so far.

“As a key technology industrial valves are indispensable for just about every branch of industry. As an innovation platform and meeting point for this sector the Valve World Expo has developed into what is the international “place to be” today,” rejoices Joachim Schäfer, Managing Director at Messe Düsseldorf GmbH.

Halls 3, 4 and 5 of the Düsseldorf Exhibition Centre saw current technologies, components and systems presented from the most varied industrial fittings segments. Once again running as a parallel event was the Valve World Expo Conference in Hall 4. Short distances between the trade fair activities and conference for the approx. 400 participants ensured avid cross-fertilisation between theory and practice for exhibitors, visitors and conference delegates.

The 725 companies exhibiting at the Valve World Expo showcased the latest valves, valve components and parts, actuators and positioners, compressors, measuring and control technology, upstream supplies, service, support and consulting services, and engineering services. Software as well as relevant associations and publishing houses supplemented the ranges.

Exhibitors felt themselves and their products perfectly placed in Düsseldorf: “The Valve World Expo is also a must-go event for



**Düsseldorf, Germany**  
**29 Nov – 01 Dec 2016**

**10. Internationale  
Fachmesse mit Kongress  
für Industrie-Armaturen**

**10th Biennial Valve World  
Conference & Exhibition**  
[www.valveworldexpo.com](http://www.valveworldexpo.com)



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Öffentliche Verkehrsmittel:  
U78, U79: Messe Ost/Stockumer Kirchstr.  
Bus 722: Messe-Center Verwaltung

Hartmann Valves. We have invested heavily in our stand presentation. This really pays off since this trade fair is so important as a sectoral get-together. We also found that many international visitors came here this year. To my mind there is only one conclusion for us to draw: We have been part of it since the Expo has existed – and it will stay that way,” delighted Sonja Seitz, Marketing Manager at Hartmann Valves.

Thomas Schlösser from Pentair also rated the trade fair as a resounding success after three days: “The partnership between Valve World and Pentair has been lived and highly appreciated for a long time. 75% of the key decision-makers in the valve and actuator sector are here. This means the Expo is perfect for networking. We found our stand ideal to present Pentair’s complete package. And it is not only about products but also about complete solutions for customers: we analyse and improve processes,” says Pentair Managing Director, Regional Sales Director Central & Eastern Europe, Benelux, Russia & Kazakhstan.

Looking at 2018 Elif Er, Marketing & Quality Management at GFD – Gesellschaft für Dichtungstechnik, adds: “A customer came to see us to express his satisfaction - and he brought along another new customer. After all, these personal contacts are key for networking and canvassing. The follow-up business is of paramount importance for us – there will definitely also be some positive surprises we are still unaware of now. No doubt about it – we will be back again in 2018, too.”

### **12,350 Trade Visitors over three Trade Fair Days**

12,350 high-quality trade visitors from 88 countries came to visit the Valve World Expo 2016. Approximately 70% of the guests came from abroad, most of them from Italy, the Netherlands, Great Britain, France, Russia and Spain as well as from the fast growing economic regions in Asia, the Middle East and South America.



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With two satellite events held biennially in the USA and China in the odd years, the Valve World Expo is also well positioned on the international stage. This means it continues to further expand its position as the No. 1 trade fair in the industry.

In 2016 most trade visitors took an interest in valves, valve components and parts, actuators and positioners, engineering services and software, compressors as well as in associations and publishing houses. Some 50% were users of valves and valve producers, followed by valve dealers, service providers, other types of trade and skilled crafts.

Visitors came from the oil and gas industry, petrochemical, chemical, food, marine and offshore industries, water and waste water management, automotive production and mechanical engineering, pharmaceutical and medical device technology as well as power plant technology.

Over 60% of the visitors had purchasing and decision-making competence, 97% gave top scores when asked to rate the event.

Maintaining contacts with existing suppliers, finding new ones and an interest in trends and innovative technologies of the industry were given as principal reasons for visiting the trade fair.

### **Valve World Expo Conference: Again at the Heart of Trade Fair Activities in Hall 4**

Organised and executed by KCI Publishing, the international expert conference was once again held in Hall 4. The lectures, workshops and seminars focused on future themes such as material selection, new technologies and processes for valve production and applications, new energies, the analysis of new services and sectoral structures. To the tune of 400 high-calibre experts from the field of valve technology met at this international expert exchange in Düsseldorf.



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## **Pump Summit Düsseldorf 2016: Top-Notch Pump Technology**

The Pump Summit Düsseldorf was held as a forum for the pump industry on 29 and 30 November concurrently with the Valve World Expo.

State-of-the-art pump technologies were exhibited in Hall 7.0, in the immediate vicinity of the Valve World Expo. As an interface to the valve and fittings technology displayed at the Valve World Expo this event generated valuable synergies for visitors of both events. The second Düsseldorf Pump Summit was accompanied by a technical conference.

The next Valve World Expo with accompanying technical conference will be held in Düsseldorf from 27 to 29 November 2018.

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