SOLIDS
07 | 08 November 2018 DORTMUND
Trade show for granules, powder & bulk solids technologies

RECYCLING-TECHNIK
07 | 08 November 2018 DORTMUND
Trade show for recycling technologies
Show profile for SOLIDS & RECYCLING-TECHNIK Dortmund 2018

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<tr>
<th>Number</th>
<th>Trade visitors</th>
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Growth in **visitor numbers** 2006 - 2018*

Growth in **exhibitor numbers** 2006 - 2018*

* Numbers for SOLIDS & RECYCLING-TECHNIK Dortmund. SOLIDS has been co-located with RECYCLING-TECHNIK Dortmund since 2012.
Visitors

6.254
Details about the visitor structure - 6,254 Visitors from 22 countries

13 % of the trade visitors came from abroad

New and returning visitors

56% of the trade visitors were visiting SOLIDS & RECYCLING-TECHNIK Dortmund 2018 for the first time

44% of the trade visitors had attended the show(s) at least once before

The exhibitors at SOLIDS & RECYCLING-TECHNIK Dortmund made many new contacts with an increasing number of international visitors, and they intensified their existing business contacts. An ideal mix for successful business resulting from the trade show.
Visitor profiles by industry

The top visitor industries:

**SOLIDS**

- Plant and mechanical engineering: 25%
- Chemicals and pharmaceuticals: 15%
- Mining and quarrying: 9%
- Metal processing, metal products: 8%
- Food and feed processing: 7%
- Environment, recycling: 6%
- Plastics: 4%
- Maintenance: 4%
- Electrics, electronics: 4%
- Construction: 4%
- Agribusiness: 3%
- Logistics: 3%
- Automotive: 2%
- Other: 6%

**RECYCLING-TECHNIK**

- Recycling, environmental protection: 20%
- Waste management: 16%
- Engineering services: 12%
- Mechanical engineering: 10%
- Metal processing, metal products: 6%
- Research: 5%
- Trade, logistics, storage: 7%
- Plastics: 5%
- Construction: 3%
- Chemicals industry: 2%
- Food and feed processing: 2%
- Other: 12%
Visitor profiles by industry

Size of trade visitors’ companies / Number of employees:

SOLIDS & RECYCLING-TECHNIK Dortmund is a meeting place for the entire industry and draws visitors from small and medium-sized companies as well as large corporations.

**SOLIDS**

- 24% Large companies (501+)
- 39% Mid-size (51 - 500)
- 37% Small businesses (up to 50)

**RECYCLING-TECHNIK**

- 22% Large companies (501+)
- 31% Mid-size (51 - 500)
- 47% Small businesses (up to 50)
Visitor profiles by industry

Top 10 visitor profiles:

**SOLIDS**

- Unit manager: 17%
- Executive/Management: 15%
- Project manager: 14%
- Head of sales: 13%
- Production/Manufacturing: 8%
- Maintenance/Repair: 6%
- Technical management: 5%
- Head of purchasing: 4%
- Research & Development: 5%
- Industrial/Manufacturing engineering: 3%
- Plant manager: 3%
- Marketing: 2%
- Other: 6%

**RECYCLING-TECHNIK**

- Executive/Management: 24%
- Unit manager: 15%
- Head of sales: 13%
- Project manager: 10%
- Technical management: 6%
- Consultant: 4%
- Purchasing manager: 4%
- Research: 3%
- Maintenance: 3%
- Product manager: 2%
- Environmental manager: 2%
- Production/Manufacturing: 2%
- Marketing: 2%
- Warehouse and/or logistics manager: 2%
- Other: 7%
Visitor survey

Investment decision-makers

60% of the trade visitors are decision-makers or take part in purchasing and procurement decisions on behalf of their companies.

Planned investments within the next 6 months

Over 2/3 of the trade visitors plan to make investments within the next 6 months.

Amount of investments planned for the coming year

SOLIDS

- Over EUR 250,000: 34%
- EUR 100,000 - EUR 250,000: 20%
- EUR 50,000 - EUR 100,000: 20%
- Up to EUR 50,000: 22%

RECYCLING-TECHNIK

- Over EUR 250,000: 35%
- EUR 100,000 - EUR 250,000: 17%
- EUR 50,000 - EUR 100,000: 20%
- Up to EUR 50,000: 28%

More than 1/3 of the decision-makers planned to make investments of over 250,000 Euro.
**Visitor survey**

**Reasons that visitors gave for attending**

Trade visitors use SOLIDS & RECYCLING-TECHNIK Dortmund in particular to prepare for upcoming purchasing decisions, to search for new products and/or business partners, as well as to get a general overview of the market.

9 out of 10 trade visitors use the show to prepare for purchasing decisions and to find out about the latest solutions and products on the market.

**Evaluation of trade show success**

- **Visit existing suppliers Market orientation & order placement**
  - 72% of the trade visitors considered their achievement of this goal as either **very good** or **good**.

- **Meet new suppliers**
  - 80% of the trade visitors considered their achievement of this goal as either **very good** or **good**.

- **Networking, general**
  - 86% of the trade visitors considered their achievement of this goal as either **very good** or **good**.

The trade show is used very effectively by the visitors to meet new and existing suppliers. More than 80% of the visitors rated the opportunities for networking, initiating business and concluding contracts as very good.
Sampling of trade visitors 2018

SOLIDS & RECYCLING-TECHNIK Dortmund 2018 was visited by representatives of the following companies, among others:

ABB AG • ABUS • Air Liquide • Aurubis AG • BASF Polyurethanes GmbH • Bayer AG • Beiersdorf AG
Big Dutchman International GmbH • BP Europa SE • BRITA GmbH • Buderus Guss GMBH • Carl Kühne KG
ContiTech Transportbandsysteme GmbH • Dalli Werke GmbH & Co.KG • Deutsche Saatveredelung AG • Dextro Energy
Dr. August Oetker Nahrungsmittel KG • Fresenius Medical Care Deutschland GmbH • Fuji Robotics
Haribo GMBH & CO. KG • HeidelbergCement AG • Henkel AG & Co. KGaA • Hipp GmbH • Hüttenwerke Krupp Mannesmann
Innogy SE • INTERSEROH Evert Heeren GmbH • K+S Kali GmbH • Kali und Salz • Knauf Gips KG • Krüger GmbH & Co. KG
Lanxess Deutschland GmbH • Mäurer&Wirtz • Merck KGaA • Moll Marzipan GmbH • Nestlé Deutschland AG • Paari Group
Polyplast Müller GmbH • Procter & Gamble • Quarzwerke GmbH • Radeberger-Gruppe Dortmund Actien Brauerei
REMONDIS Production GmbH • Rheinbraun Brennstoff GmbH • Rügener Mühle • RWE Power AG • SCHOTT AG
Siemens AG • Südzucker AG • Swissfilter AG • THIELE GmbH & Co. KG • thyssenkrupp MillServices & Systems GmbH
TÜV SÜD Chemieservice GmbH • Valensina • Vorwerk & Co. KG • Vosschemie • Wacker Chemie AG • Deutsche Asphalt GmbH
Strabag Umwelttechnik GmbH • Der Grüne Punkt • Duales System Deutschland • E.ON SE • ikea
ALDI Einkauf GmbH & Co. oHG • STRABAG AG
Exhibitors

502
Contacts made during the show

- 60% (51 – 75 leads)
- 23% (26 – 50 leads)
- 14% (10 – 25 leads)
- 3% (10 – 25 leads)
- 3% (over 75 leads)

83% of the exhibitors counted over 50 leads resulting from the show.

Assessment of contacts made at the show stand – business expectations

- 80% (probably)
- 12% very unlikely
- 8% most likely

88% of the exhibitors feel that orders and contracts will result from the contacts they made at the show.

The show is known for the high quality of business contacts one can make at the stands.
Conclusions from the visitor and exhibitor surveys

Trade visitors

95% of the trade visitors rated the show as either very good or good

90% of the trade visitors plan to attend the show again in future

95% of the trade visitors would very proudly or probably recommend visiting the show to others

Exhibitors

93% of the exhibitors regard the event as a must-attend event for their company

94% of the exhibitors said that SOLIDS & RECYCLING-TECHNIK Dortmund was a fixed date in their diaries

92% of the exhibitors either plan to exhibit again or have already booked a stand
Show highlights
Highlights of the exhibition

Exclusive presentation & networking opportunities at the Business Bars in Halls 4 & 5

- High-quality package of services before, during and after the show
- Marketing via all the media associated with the show (adverts, flyers, brochures, posters, website, etc.)
- Innovative bar concept combines exhibiting and networking with catering
- Exclusive lounge areas for Premium Partners provide space for in-depth customer interactions

Premium Partners of SOLIDS & RECYCLING-TECHNIK Dortmund 2018

Excerpt of Media Partners of SOLIDS & RECYCLING-TECHNIK Dortmund 2018
### Highlights of the exhibition

Two informative show days with a packed programme

- 2 conferences & 1 workshop
- 5 open lecture stages
- 4 guided exhibition tours
- Over 100 expert lectures
- Live explosion demos taking place in the outdoor demonstration area

### Bestowal of the SOLIDS und RECYCLING-TECHNIK Awards 2018

**SOLIDS Award 2018**

- **1st place** Hecht Technologie GmbH
- **2nd place** Jakob Söhne GmbH & Co. KG
- **3rd place** Schulte Strathaus GmbH & Co. KG

**RECYCLING-TECHNIK Award 2018**

- **1st place** Barradas GmbH
- **2nd place** Spaleck GmbH & Co. KG
- **3rd place** UNTHA Deutschland GmbH
Trade show for granules, powder & bulk solids technologies

In parallel with: RECYCLING-TECHNIK Dortmund 2020

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www.solids-dortmund.de
RECYCLING-TECHNIK
01 | 02 April 2020
DORTMUND
Trade show for recycling technologies

In parallel with:
SOLIDS Dortmund 2020

SAVE THE DATE
01 | 02 April 2020

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