

PRESS RELEASE

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Reports from METAV 2010 exhibitors

“Gildemeister’s summary of METAV is positive. We are registering increasing demand for machine tools and services. Numerous experts – more than expected – attended the first major industry event of the year in Germany. The focus was on the entire manufacturing process, from the initial technical idea to the finished product. Even though we are confident about our prospects, there is no denying the fact that we have another difficult year ahead of us. The industry is expecting a substantially better trend in 2011.”

Dr Rüdiger Kapitza, Executive Board Chairman, Gildemeister Aktiengesellschaft, Bielefeld

“We chose METAV as the occasion to introduce something new. Heller had a joint stand with a partner – Ingersoll – for the first time. As a result, Ingersoll tool and mould customers got to know Heller, while companies from the car industry got to know Ingersoll. We complemented and helped each other wonderfully.”

Klaus Winkler, Managing Director, Gebr. Heller Maschinenfabrik GmbH, Nürtingen

“We are very satisfied with the way METAV 2010 went. Our customers from North Rhine-Westphalia and the neighbouring states and countries appreciate it when we present ourselves in their market too. METAV is therefore a very important event for us and we will be exhibiting here in Düsseldorf in future as well.”

Dr Jörg Gühring, owner, Gühring oHG, Albstadt

“We were right to opt for METAV and for the biggest stand at the trade fair. The stand was full every day. Our aim is to demonstrate that there is an upward trend and to take the opportunity to encourage our customers. They are indicating to us that investments are being made in the next few weeks and months, when a start is being made on the implementation of projects, e.g. wind farms. In the first three days, we already sold machines and wrote more than 1 000 high-quality customer reports. This is more than two years ago in the middle of the boom. We would like to thank our loyal customers for visiting us.”

Gisbert Krause, Director, Hommel GmbH, Cologne

“The quality and quantity of the visitors were good. We have obtained some business here that we hadn’t expected. The overall atmosphere among the visitors was also very good, with great optimism about the future.”

Walter Huber, Stand Manager, Hurco GmbH, Landsham

“Our participation in the two special METAV activities (“metal meets MEDICAL” and “Blue Competence”) was very worthwhile. The medical technology process chain was an excellent platform to present our special product for this field; we were able to provide additional information via the lectures and the panel discussion. We have received very positive feedback from customers that all the subjects Index was involved in were interesting.”

Michael Czudaj, Domestic and Austrian Sales Manager, Index-Werke GmbH & Co. KG Hahn & Tessky, Esslingen

“The trade fair has gone very well so far. We are more than satisfied with the numbers of visitors. From both the quantity and quality points of view, we have met the customers we defined in advance as the target group and therefore expect that the trade fair will be a great success.”

Burkhard Braas, Advertising Manager, Ingersoll Werkzeuge GmbH, Haiger

“It was the right decision to exhibit at METAV 2010. The trade fair was a complete success.”

Hans-Jürgen Büchner, Director, Iscar Germany GmbH, Etlingen

“The quality and quantity of the visitors were a very positive surprise to us. METAV is and will remain an important platform for the industry, mainly in North Germany.

Rolf Wald, Division Manager / Switzerland, Kellenberger & Co. AG, St. Gallen, Switzerland

“We are surprised that METAV is going better than expected. We have made numerous new contacts, primarily in Germany, Austria, Switzerland and the Netherlands.”

Lee Bairstow, Lenox, Helmond, Netherlands

“We are delighted that the halls are full. Liebherr is participating in METAV for the first time, exhibiting material flow technology rather than machines. Our aim is to present this technology to potential end-users among industrial suppliers and machine manufacturers. We have succeeded in doing this. We have been surprised positively in many different respects. Very large numbers of discussions have been held, which may lead to orders. Our customers tell us that they are operating in three shifts again and that they are expecting business to increase.”

Dr Klaus Finkenwirth, Director, Liebherr-Verzahntechnik GmbH, Kempten

“We are very satisfied with the way the trade fair went – in spite of the current situation in the industry – and succeeded in establishing very interesting contacts with customers from Germany as well as other countries.”

Walter Pfister, Senior Partner, Microtest AG, Wollerau, Switzerland

“It is apparent after three days of the trade fair that a positive development can be anticipated for Profiroll in a difficult economic environment. There is considerably greater interest in projects again, particularly in the car industry. This is being reflected here at the trade fair. It is becoming very clear to us that car manufacturing will be the driving force in the next few months. The Volkswagen Group and Daimler from Stuttgart have demonstrated the greatest presence. Car industry suppliers have come from Germany. We have welcomed customers from Austria and Russia as well.”

Jens Wunderlich, Marketing Manager, Profiroll Technologies GmbH, Bad Döben

“The response we have received at the trade fair so far makes me cautiously optimistic. METAV is one of the most important trade fairs of all for us, because it takes place in the heart of North Rhine-Westphalia, which is the most important market for us as a company that focusses on the machining of large parts.”

Thomas Ulrich, Sales Manager, Union Werkzeugmaschinen GmbH, Chemnitz

“We invested in our METAV presence in spite of the difficult environment, so that we can stay close to our customers and provide them with intensive service in this difficult period too. Our expectations were neutral. We were therefore positively surprised to see that there was a very large flow of visitors from the first day of the trade fair onwards. This exceeded our expectations by far.”

Alexander Eisler, Corporate Management, Weiler Werkzeugmaschinen GmbH, Emskirchen

“North Rhine-Westphalia continues to be a major market for Wohlhaupter. We were positively surprised by the quality and number of the visitors to our stand throughout Metav. I am therefore glad that we decided to exhibit at METAV after all.”

Rolf Wohlhaupter-Hermann, Director, Wohlhaupter GmbH, Frickenhausen

“Although the trade fair in 2010 is smaller than it was in 2008, we are very satisfied with the response we have received from the trade visitors. We have been able to hold interesting discussions and have obtained inquiries and orders. And we will certainly be agreeing on the implementation of further projects in the next few weeks. So we have been very satisfied so far.”

Joachim Herberger, Director, Yamzaki Mazak Deutschland GmbH, Göppingen

Düsseldorf, February 2010