

Press Release

SOLIDS Basel 2015: Top trade show for decision makers and industry experts

Exhibitors are very satisfied with the high-calibre technical discussions and intensive networking

Muttenz, 18 May 2015

With over 1,000 visitors to the fourth edition show, SOLIDS Basel 2015 reconfirmed its leading position in Switzerland as the event for granules, powders and bulk solids technologies. "The discussions onsite and the positive feedback from 83 exhibitors have been very gratifying," says Daniel Eisele, Event Director for the show organiser, Easyfairs. "The national flagship show on process engineering for solids and powders has again proven its intrinsic value here in Switzerland."

Over the course of two show days (6 & 7 May 2015), decision makers - from both the supply and the demand sides - took advantage of SOLIDS Basel 2015 as a platform for intensive networking and focused business. The exhibitors - a mix of regional and international industry players - displayed a range of process engineering technologies for bulk solids of all kinds. They presented products, solutions and services especially in the areas of dosing, measuring, sieving, mixing, crushing and transporting. The show offerings are relevant for such diverse industries as the food and drink sector, chemicals and pharmaceuticals, mechanical engineering, construction and mining, as well as recycling and disposal.

Complementing the exhibition was an attractive programme of renowned speakers, expert seminars and best-practice case studies lined up by the show organiser and its partners. For the first time ever and to the visible delight of the audience, on the afternoon of the first show day IND EX® e.V. ran its intensive workshop on industrial explosion protection; the lectures on recycling technologies, hygienic design and solids technologies were also well-attended. Informative offerings such as the guided show tours made it easy for trade visitors to get an overview of what was on offer.

A further highlight of the show was the SES award ceremony, held during the after show aperitif. The criteria for winning included the number of visitors invited by the exhibitor and the number of clicks on the exhibitor's online profile on the show website, as well as the number of products offered there. The award is bestowed at each of the individual shows in the SOLIDS European Series: in Antwerp, Basel, Dortmund, Kraków, Rotterdam and St Petersburg. The winner of the SES award at SOLIDS Basel 2015 was the exhibitor EMDE Industrie-Technik GmbH from Nassau. Hansjürg Emde accepted the €1,000 prize on behalf of his company.

In-depth technical discussions and real business deals

Exhibitors at SOLIDS Basel 2015 expressed great satisfaction with their participation and reported making numerous interesting business contacts - including some concrete orders for new projects. The steady stream of visitors was met with general approval, as were the number of new prospects and the high calibre of the discussions that took place at the stands.

Some exhibitor testimonials from SOLIDS Basel 2015:



Frédéric Dietrich, Managing Director, Dietrich Engineering Consultants sa

"SOLIDS Basel is a trade show that suits us well because it's designed for exactly our target audience. Here, we meet people from the right industries; we generate new contacts and confirm our presence in the market. As an internationally oriented supplier, we exhibit globally at more than 20 shows annually - and that includes SOLIDS Dortmund 2015. Next year we will be back at SOLIDS Basel 2016. We're already signed up!" (www.dec-group.net)



Martin Siegenthaler, Technical Representative, VEGA Messtechnik AG

"SOLIDS Basel is a good platform for presenting innovations; experts speak eye-to-eye with company representatives, discussing their challenges together in deep technical detail to come up with potential solutions. The show even allows us to display complex products that you cannot really sell so well by telephone. In short: we observe that in any sales interactions, people would always rather buy from another person; here, personal contacts play an important role. SOLIDS Basel is ideal for us because we can combine technical consultation with customer relationship management." (www.vega.ch)



Heinz Staub, Sales Director Switzerland, AVITEQ Vibrationstechnik GmbH

"We feel well placed here at Solids Basel. As far as we are concerned, there is not any better opportunity in Switzerland for us to present our products. Because of our focus on materials handling, we have traditionally concentrated on the sectors of stones/soil and gravel, but we have also been able to expand to new tasks in other markets. At SOLIDS Basel, we often find this kind of positive stimulus. And furthermore, the quality of the visitors is very good. Most of them come to our stand with concrete questions in hand. Two days are perfect, because it's still do-able with the employee resources we have. And its location in the heart of the Switzerland-Germany-France triangle is ideal. We're thoroughly satisfied." (www.aviteq.de)





Alfred von Wyl, Project Director, REMA-TIP TOP Vulc-Material AG

"We've been exhibiting at SOLIDS Basel for several years. This show pays off for us; here we always make very promising contacts and win new customers. For example, two years ago we exhibited our new maintenance software, REMA CMMS, and during the show we won a large new contract. They're still our customer! In 2015 we had very good visitor traffic to our stand, on both days. The guided tours are also helpful for boosting the visibility of our products. And beyond that, the guided tours allow the visitors to get a quick, goals-oriented overview of the most important offerings of the show." (www.rema-tiptop.ch)



Bruno Luchsinger, Ciro Graziano, both Technical Consultants/Sales, ROSTA AG

"For us, SOLIDS Basel is the perfect show because we can meet our ideal customers here and, in general, there's huge business potential. In 2015 the first show day was excellent, with lots of visitors, and the second day was also good; both the quality and the quantity of the contacts were spot-on. Through the guided tours we got potential customers to our stand without having to do much of anything ourselves. That's a real plus!" (www.rosta.ch)



René Stöcklin, Key Account Manager, EBRO Armaturen Est. & Co. KG

"In Switzerland, SOLIDS Basel is the best place for us to present our offerings. This year, we purposely concentrated on solids-related requirements and came to the conclusion that there's definitely demand for it! This positive resonance naturally pleases us, as does the large number of visitors we met. With the operations managers and specialist engineers who attend, we can have well-founded discussions about real-world challenges. That's why we feel completely comfortable at this show; also because, as an event for experts, SOLIDS concentrates on process engineering in this niche market and doesn't try to cover too many areas at once." (www.ebroswiss.ch)



Roger J. Bürki, EMDE Industrietechnik

"Thank heavens that Switzerland has a show like SOLIDS Basel! It's exactly the right size and the atmosphere is pleasant but focused. And even if slightly fewer visitors attend than one may be used to from the mega-shows in neighbouring countries, you can still make high-quality contacts, win new customers and exercise your existing networks. That's great! We've already booked for 2016." (www.emde.de)





René Hangartner, Sales Director, Bizerba Busch AG

"The thing we really appreciate about Easyfairs' shows like SOLIDS Basel is the easy stand build. I don't have to worry about a thing: the modules are pre-defined. It also means that the show doesn't turn into a three-ring circus, at which every exhibitor is trying to out-do the other; rather, everyone stays within similar, reasonable bounds. It helps to focus on the essentials. In 2015 our visitor contacts were good; the price-benefit ratio works well for us. We've already reserved for 2016 and will be back in Switzerland at SOLIDS Basel once again." (www.bizerbabusch.ch)



Paul Wirth, Prodima Mixers SA

"We've begun targeting the food sector with our products, because here the demand is higher than from pharmaceuticals. At SOLIDS Basel 2015 we made good new contacts and also met with existing ones. Personal networking is very important in our business; that's one of the reasons why SOLIDS is an ideal platform. I've already signed up for the 2016 show." (www.prodima.ch)



Stefan Penno, Managing Director, REMBE GmbH Safety+Control

"In contrast to the big shows in Germany, at SOLIDS Basel 2015 we didn't have all that many conversations at our stand. But every visitor who did come by had something concrete to discuss. That's what I call efficient! Here, it's all about deep technical consultation and about specific solutions. The quality of the contacts is outstanding." (www.rembe.de)

- END



The SOLIDS European Series at a glance:

SOLIDS Russia 2015, St Petersburg	27 & 28 May 2015	ExpoForum St. Petersburg
SOLIDS Rotterdam 2015	30 September - 2 October 2015	Ahoy Rotterdam
SOLIDS Kraków 2015 / SyMas	6 & 7 October 2015	EXPO Kraków
SOLIDS Dortmund 2015 / SCHÜTTGUT	4 & 5 November 2015	Messe Westfalenhallen Dortmund
SOLIDS Basel 2016 / SCHÜTTGUT	16 & 17 November 2016	Messe Basel
SOLIDS Antwerp 2016	19 & 20 October 2016	Antwerp Expo

About Artexis Easyfairs

Artexis Easyfairs enables professional and private communities to "visit the future" at must-attend events that anticipate their needs and present solutions in the ideal format.

Under the brand name **Easyfairs** the Group currently organises 125 events in 16 countries (Austria, Belgium, Canada, Denmark, Finland, Germany, The Netherlands, Norway, Portugal, Russia, Singapore, Spain, Sweden, Switzerland, the UAE and the United Kingdom).

In the DACH region alone, Easyfairs organises Automation & Electronics (Lausanne and Zurich); Empack (Hannover and Zurich); Label&Print (Hannover and Zurich); labotec (Lausanne); Maintenance (Dortmund, Hamburg, Stuttgart, Wels and Zurich); Packaging Innovations (Hamburg, Vienna and Zurich); and Solids (Dortmund, Basel and St Petersburg).

Doing business as **Artexis** the Group manages eight events venues in the Benelux and Nordic regions (Ghent, Antwerp, Namur (two venues), Mechelen, Mons, Stockholm and Malmö). In the most recent fiscal year, the Group employed 420 people and generated revenues of over €100 million.

Artexis Easyfairs strives to be the most adaptable, agile and effective player in our industry by employing committed individuals, deploying the best marketing and technology tools, and developing strong brands. Visit the future with Artexis Easyfairs.

Please visit our website www.easyfairs.com.

For further information, please contact:

Ina Sinatsch
Marketing Project Manager
Easyfairs Switzerland GmbH
St. Jakobs-Strasse 170 a
CH-4132 Muttenz
Tel. +41 (0)61 588 08 54
ina.sinatsch@easyfairs.com
www.easyfairs.com/Schweiz

Press contact:

Büro für Kommunikation
PR | Texte | Medienberatung
Michaela Geiger
Döltschiweg 20
CH-8055 Zürich
Mobile: +41 (0)79 406 70 31
mail@michaelageiger.com

