Trade show for granules, powder & bulk solids technologies

In parallel with
RECYCLING-TECHNIK
Dortmund 2018

Messe Dortmund
www.solids-dortmund.com
Trade show for granules, powder and bulk solids technologies

On 7th & 8th November 2018 SOLIDS Dortmund takes place in parallel with RECYCLING-TECHNIK at Westfalenhallen Dortmund. As one of the leading trade shows for granules, powder and bulk solids technologies, SOLIDS Dortmund combines a first-class exhibition with a high-calibre show programme and countless networking opportunities.

The show’s 9th edition is all about technology: more than 500 companies present their machinery, components and services for the various processing stages of fine to coarse-grained materials. In addition to the exhibition and the public lectures, the 4th German Fire and Explosion Protection Congress will take place as one of the most important interdisciplinary conferences on the topic.

Since the trade show is becoming increasingly important at a national and international level within the bulk solids industry, it now has a new logo and will also be known as SOLIDS within Germany, where it was previously called SCHÜTTGUT. SOLIDS Dortmund also contributes to the standardization of the SOLIDS European Series brand portfolio. The trade shows’ profile, date and location remain the same.

THE SUCCESS FACTORS

- **The right contacts**
  As an exhibitor at SOLIDS Dortmund, you will meet decision-makers from the granules, powder and bulk material processing industries. 85% of the exhibitors rate the quality of the show contacts as excellent or good.

- **Market presence in the most efficient form**
  Present your products, machines and technical components in two days to a specialist audience. You will be able to get your fully-furnished stand without any effort and can therefore concentrate on making business contacts for two days.

- **Ideal location**
  No other region in Germany and Europe has such a high concentration of industrial enterprises as North Rhine-Westphalia. Meet your potential customers in one of the most powerful German states!

- **Must attend event**
  94% of the exhibitors rate the event as a significant sales platform and a ”must attend event“ for their company.

- **Knowledge transfer**
  Not only the exhibitors but also the 100 lectures are a reason for the growth in visitor numbers.

In two days, SOLIDS Dortmund compactly combines supply and demand – business contacts are the main focus!
Present your products as an exhibitor

The trade show covers the entire process engineering value chain and showcases technologies for the processing, handling, storage and transport of granules, powders and bulk solids. You cannot be missed here!

### Solids processing
- Crushing
- Agglomeration
- Cooling, drying
- Separating, sieving
- Mixing

### Materials handling
- Sorting, filtering
- Dosing, Weighing
- Compressors
- Conveyor technologies
- Measuring and control technology

### Storage of solids
- Storage, packaging
- Silos, warehousing technology
- Unloading
- Blending bed technology

### Solids transport / Multi-modal systems
- Delivery, logistics, transport and loading technology, security
- Intelligent coding technology
- Coding and tracking systems

### Safety and environment
- Explosion protection closures
- Dust filters, explosion and fire-protection equipment
- Metal detectors, protective housings for machinery
- Recycling, disposal
- Health and safety

### Services
- Materials analysis
- Laboratory testing
- Online measurement
- Simulation
- Quality assessment and control

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We were participating at SOLIDS Dortmund for the third time, and again it was more than successful for us. Due to the high quality of the visitors, we have been able to carry out specific technical discussions leading to successful contracts.

Roland Muhr, CEO, Muhr mbH

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**DEVELOPMENT OF EXHIBITOR NUMBERS SOLIDS & RECYCLING-TECHNIK DORTMUND**

![Graph showing the development of exhibitor numbers from 2006 to 2017](chart.png)

88% of the exhibitors stated that they expected to generate business deals from the contacts they made in 2017.

In 2017, 500 exhibitors and 6,731 visitors came together at the show.
Meet with decision-making visitors

Managing Directors, Business and Technical Managers from manufacturing enterprises from the following industries visit SOLIDS Dortmund*:

- **Transport & Logistics**
  - Andermatt Logistik Systems
  - BARO Lagerhaus
  - EVAG Ender

- **Plant & Mechanical Engineering**
  - GEA Group
  - Krones
  - Linde
  - Robert Bosch

- **Chemicals, Pharma & Cosmetics**
  - 3M
  - BASF
  - Bayer
  - Clarion
  - Evonik
  - Fresenius Kabi
  - GE Healthcare
  - Henkel
  - Huntsman
  - Merck
  - Novartis

- **Food & Feed Industry**
  - Conditorei Coppenrath & Wiese
  - Danone
  - Dr. Oetker
  - Haribo
  - MARS
  - Nestlé

- **Electronics & Electrics Industry**
  - ABB
  - Miele
  - Siemens AG

- **Environment & Recycling**
  - Der Grüne Punkt
  - Remondis
  - Rhenus Recycling
  - RWE Power

- **Construction, Minerals, Mining**
  - HeidelbergCement
  - Holcim Beton
  - K+S Kali
  - Kiesel West
  - Krauf Gips
  - Rheinkalk

- **Metal Industry**
  - Ceratizit
  - Deutsche Edelstahlwerke
  - thyssenkrupp

- **Automotive & Components**
  - Daimler
  - Vertax
  - Volkswagen

- **Glass Industry**
  - Euroglas
  - Heraeus Quarzglas
  - Schott
  - Ziesel Kristallglas

- **Plastics**
  - 3M
  - A. Schulman
  - ALBIS
  - Covestro
  - Quadrant

- **Agriculture**
  - Deutsche Saatveredelung
  - KWS Saat
  - Mèrlett

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An excellent balance of small and large suppliers, as well as the good mix of national and international exhibitors.

Theo Beermann, Senior Engineer BU Steel, thyssenkrupp

**DATES AND FIGURES**

- **92%** of the visitors rated the show excellent or good
- **92%** of the visitors rated their success in achieving their goals (networking, business contacts and engaging suppliers) as excellent or good
- **94%** of exhibitors rate the event as a “must attend event” (for their company)
- **85%** of the exhibitors rate the quality of the show contacts as very good or good

Since the first show in 2006, the number of visitors has already increased sevenfold.
Your trade show presence – online and onsite!

The attractive, all-inclusive stand packages encompass the stand, many marketing services and networking opportunities. Your stand is ready when you arrive, so you can start immediately with what is important: Doing business!

**ALL-IN STAND PACKAGES**

Choose your package:

- **ALL-IN**
  - Suitable for 15 – 23 sqm
- **ALL-IN UPGRADE**
  - Suitable for 15 – 23 sqm
- **ALL-IN PLUS**
  - Suitable for 24 – 49 sqm
- **ALL-IN PREMIUM**
  - From 50 sqm

**EASYGO MARKETING PACKAGE**

The EasyGo package is an integrated component of your participation and a key to your success. Choose your preferred EasyGo package to boost your reach, exposure, ROI and to win new leads – online and onsite.

**PREMIUM PARTNERSHIP**

Become a premium partner and maximize your trade show success!

- Exclusive opportunities for lead generation and follow-up
- High-value package of services before, during and after the show
- Presence and marketing through all media of the show

Please ask us for further information - we are happy to help!

As a premium partner of SOLIDS Dortmund 2018, we have the perfect setting required to present ourselves as an innovative full-service partner of the bulk solids industry. The trade show has now become one of the most important events for us.

Dr. Michael Hofmann, Manager for Conveyor Technology, ContiTech Transportbandsysteme GmbH
Do you supply machinery, equipment or solutions for granules, powder or bulk solids technologies?

Then do not miss out and secure the stand of your choice!

Leslie Hall  
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Dates and opening hours  
Wednesday, 7th November 2018  
9.00 am – 5.00 pm  
Thursday, 8th November 2018  
9.00 am – 5.00 pm

Venue  
Messe Dortmund  
Halls 4, 5, 6 & 7  
Rheinlanddamm 200  
44139 Dortmund, Germany

www.solids-dortmund.com

SOLIDS European Series
Along with the trade shows in Antwerp, Krakow, Moscow, Rotterdam and Zurich, SOLIDS Dortmund represents the heart of the SOLIDS European Series. With 1,100 exhibitors and 15,000 visitors, the SOLIDS European Series is Europe's largest series of expert trade shows focusing exclusively on powder and bulk solids technologies.

SOLIDS Russia  
29 – 30 May 2018  
Expocentre Moscow

SOLIDS Kraków  
10 – 11 October 2018  
EXPO Kraków

SOLIDS Antwerp  
17 – 18 October 2018  
Antwerp Expo

SOLIDS Dortmund  
7 – 8 November 2018  
Messe Dortmund

SOLIDS Rotterdam  
2 – 3 October 2019  
Rotterdam Ahoy

SOLIDS Zurich  
12 – 13 February 2020  
Messe Zürich

Media partners (an extract)

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