

Press release 1 – January 2011

Expansion for 4th Leading International Trade Fair for Industrial Coating Technology from 17 through 20 April 2012 in Karlsruhe (Germany)

PaintExpo Profits from Worldwide Investment Requirements

Oberboihingen – **Growth is plainly foreseeable for the 4th PaintExpo, which will take place in Karlsruhe from the 17th through the 20th of April 2012: Roughly 15 months before the next leading trade fair for industrial coating technology, the exhibitor list already includes more than 180 companies from 13 countries. Promoter Jürgen Haußmann attributes the high levels of international interest in participation to, on the one hand, extensive investment requirements for companies with in-house painting facilities. This is being triggered by ever stricter requirements regarding efficiency, quality, flexibility and environmental protection, as well as by new materials and material combinations. On the other hand, PaintExpo is the number one information and procurement platform for users, due to the fact that it presents the world's most comprehensive offerings ranging from pre-treatment right on up to final inspection.**

“PaintExpo has evolved into one of the principal trade fairs for the coatings industry. Consequently it's an important platform for presenting our innovations, and our product spectrum”, says Ulrich Schmid; head of sales for general finishing at Eisenmann Anlagenbau GmbH & Co. KG. As is also the case with this manufacturer, nearly all industry and technology leaders from the fields of equipment manufacturing, application technology and paints have already decided in favour of participating at PaintExpo 2012 in Karlsruhe. “Due to the fact that participation at the trade fair was highly positive for us in 2010, we've already registered for the upcoming event and we assume that it too will be very successful for us”, explains Michael Pleuse, German accounts manager at paint manufacturer Oxyplast Belgium, regarding the company's early decision. All other sectors, for example pre-treatment, are already well represented in the exhibitor list as well with companies like Forster Chemicals, Haug Chemie, Plasmatreat and Walther Trowal. “Positive effects have also resulted from the first

PaintExpo Eurasia, which will take place in Istanbul from the 6th through the 8th of October, 2011, because a number of exhibitors from that region have also registered for PaintExpo in Karlsruhe”, reports Jürgen Haußmann, managing director of event promoters FairFair GmbH.

Market-Oriented, Representative, Forward-Looking Offerings

PaintExpo’s recipe for success is its focus on the process sequences for liquid painting, powder coating and coil coating. The trade fair offers the world’s most extensive offerings in these areas. And that’s what attracted roughly 6400 visitors from 62 countries to Karlsruhe in the economically critical spring of 2010 – 8% more than in 2008. “We’re expecting significant growth in visitor numbers again in 2012”, says Jürgen Haußmann. This seems very likely based on the investment requirements which have become apparent amongst companies with in-house painting facilities around the globe. Although users are faced with different requirements in the various parts of the world, they’re becoming stricter in general everywhere. Amongst other things, the use of technical innovations that contribute to energy saving operations and make efficient use of resources is absolutely essential in order to be able to stand up to international competition. After all, this is the only way to assure that painting systems can be operated highly efficiently and ecologically, and with low operating costs. “The combination of painting systems with technological opportunities from the field of renewable energy sources such as solar-thermal energy conversion is also becoming more and more important. In this way, energy intensive production processes like painting can be integrated into energy concepts which are laid out for the entire plant”, notes Ulrich Schmid. Michael Pleuse cites energy saving opportunities resulting from coating materials as well: “We expect further demand increases for low-temperature powdered enamels which contribute to reduced operating costs and CO₂ emissions.” Internationally growing demand for coating materials, and at the same time ever scarcer resources, will lead to further price increases according to Pleuse. And thus the use of application and recovery technologies which reduce material consumption will continue to gain in significance. “All over the world, users of industrial painting technology must adjust to actual requirements to an ever greater extent, which necessitates the use of new materials, for example lightweight structural components made of fibrous composite

materials and the use of various materials within the finished product. This is why it's so important to offer systems technology for associated production steps such as joining and bonding, and at the same time to maintain high processing speeds in manufacturing", elucidates Ulrich Schmid further.

Thanks to its complete and fully representative exhibition offerings including systems and equipment for liquid painting, powder coating and coil coating, application systems and spray guns, liquid paints and powdered enamels, automation and conveyor technology, cleaning and pre-treatment, drying and curing, environmental technology, compressed air supply and exhaust purification, water treatment, recycling and disposal, accessories, measuring and test technology, quality assurance, paint stripping, job-shop coating, services and technical literature, PaintExpo presents future-oriented solutions in all areas of industrial coating technology. Beyond this, downstream process steps such as printing and packaging are covered as well. Further information and a preliminary exhibitor list can be accessed at www.paintexpo.de.

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We would be pleased to receive copies of, or links from/to, all of the publications in which the contents of this press release appear.

Contact persons for the editors, and for requesting image files:

SCHULZ. PRESSE. TEXT
Doris Schulz
Martin-Luther-Str. 39
70825 Korntal, Germany
Phone: +49 (0)711 854085
Fax: +49 (0)711 815895
ds@presstextschulz.de
www.schulzpresstext.de

FairFair GmbH
Jürgen Haußmann
Max-Eyth-Str. 19
D-72644 Oberboihingen, Germany
Phone: +49 (0)7022 6025510
Fax: +49 (0)7022 60255 77
info@paintexpo.de
www.paintexpo.de

Press release 2 – June 2011

**4th PaintExpo, Leading International Trade Fair for Industrial Coating Technology from 17 through 20 April 2012 in Karlsruhe (Germany)
Material and Energy Efficiency as Innovation Drivers**

Oberboihingen – For companies with in-house painting facilities as well as job-shop coaters, increasing material and energy efficiency in coating processes has top priority. Appropriate solutions will be presented at PaintExpo, whose exhibitor list already includes roughly 230 companies nine months before the event opens (status as of 27 June 2011). The exhibition programme at the leading international trade fair for industrial coating technology, which will be held at the Karlsruhe Exhibition Centre from 17 through 20 April 2012, ranges from pre-treatment right on up to quality control.

Regardless of the industry sector for which metals, plastics, glass, wood, wooden materials and other materials need to be coated – strong demand for improved efficiency and, at the same time, enhanced quality and ecology is being felt in all market segments. Increased flexibility is an additional issue which concerns companies with in-house painting operations. On the one hand, this involves smaller and smaller manufacturing lot sizes in many areas. On the other hand, painting systems are in demand which can be flexibly expanded and set up for various processes.

Companies with in-house painting operations and coating job-shops will find solutions to these challenges at PaintExpo from 17 to 20 April 2012 at the Karlsruhe Exhibition Centre. After all, 230 companies from 17 countries have already decided to participate at the leading international trade fair for coating technology (status as of 27 June 2011). They come from the fields of equipment and application technology, paints, drying and cross-linking systems, conveyor systems, automation solutions and painting robots, pre-treatment, measuring and test equipment, quality control, environmental engineering, filtration technology, accessories, consumable materials, services and paint stripping – and nearly all of the market and technology leaders are included in the exhibitor list. As a result, the upcoming event will not only encompass the world's most comprehensive offerings for liquid painting, powder coating and coil coating, it will also present innovative

developments and new trends in all of the sectors represented at the exhibition.

Optimising Painting and Coating Processes

In order to reduce energy and material consumption, efforts are being made to decrease the number of painting steps required when coating parts made of metal and plastic in various industry sectors. One of the solutions to this problem involves primerless liquid painting systems. These make it possible to replace the conventional 3-coat system consisting of primer, base coat and clear coat with a 2-coat finish. This results in more demanding requirements for the surface of the substrate, and thus for pre-treatment as well. Apropos pre-treatment, a certain trend towards CO₂ snow-jet technology is apparent in this respect, especially for cleaning plastic parts. This is not least due to savings of as much as 50% for investment costs, 20% for operating costs and up to 80% for floor space requirements in comparison with power washing systems. Where metallic substrates are concerned, a trend away from conventional zinc and iron phosphating and towards nano-based pre-treatment systems is taking shape. The reasons for this include, on the one hand, the better environmental compatibility demonstrated by this process. On the other hand, pre-treatment can be carried out lower temperatures, even at room temperature, thus resulting in reduced energy consumption.

Nano-technology is playing an ever greater role in paint production as well, amongst others the nano sol-gel process. Applications for these paint systems include, for example, the application of transparent, highly scratch-resistant protective coatings on high-gloss anodised, decorative aluminium parts. The significance of UV paints continues to grow as well – for plastic as well as metal substrates. In the field of solvent-based paint systems, the trend is moving towards higher and higher solid content levels in order to reduce the solvent percentage.

An optimised application technique which assures greatest possible transfer efficiency is a prerequisite for reduced material consumption. This is made possible by paint guns and high-speed rotary atomizers with a spray jet which is matched to workpiece geometry. Electrostatic application processes are even more efficient, and necessitate electrical isolation when processing hydro paints. New electrical isolation systems which are located directly on the robot arm not only minimise paint loss and rinsing agent

consumption, they reduce time required for colour changeovers as well. The use of painting robots, which are available as standard products in the meantime, contributes to reduced paint consumption thanks to targeted application, reduced scrap rates and generally better quality. Another approach to reducing material consumption and increasing flexibility involves intelligent paint logistics with flexible paint feeding systems. For example, pipe-clearing technology makes it possible to recover unused paint from the feed lines and to dose defined quantities of paint to the application equipment.

Integrated Downstream Work Steps

In the case of job-shop coaters, a trend towards identifying painted/coated parts in house is becoming apparent as well. And it's no wonder since this saves time, money and resources. PaintExpo will present suitable pad printing and screen printing systems to this end, as well as laser marking devices. Packaging materials for reliable, protected transport of coated parts are also included in the trade fair programme.

Further information and a preliminary exhibitor list can be accessed at www.paintexpo.de.

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Contact persons for the editors, and for requesting image files:

SCHULZ. PRESSE. TEXT, Doris Schulz, Martin-Luther-Str. 39, D-70825 Korntal, Germany, phone: +49 (0)711 854085, ds@pressetextschulz.de
www.schulzpresstext.de

FairFair GmbH, Jürgen Haußmann, Max-Eyth-Str. 19, D-72644 Oberboihingen, Germany, phone: +49 (0)7022 6025510, fax: +49 (0)7022 60255 77, info@paintexpo.de, www.paintexpo.de

Press release 3 – November 2011

**4th PaintExpo, Leading International Trade Fair for Industrial Coating Technology from 17 through 20 April 2012 in Karlsruhe (Germany)
International Growth for PaintExpo**

Oberboihingen – More than five months before the 4th PaintExpo opens at the Karlsruhe Exhibition Centre, the exhibitor list already includes roughly 300 companies (revision level: 8 November 2011). They come from 19 nations with 23.6% from countries other than Germany. Further growth in exhibitor numbers and internationalism is thus being experienced by the leading international trade fair for industrial coating technology. Nearly all of the market and technology leaders are already represented in the various exhibition segments.

“Offerings which are focused exclusively on the process sequences for liquid painting, powder coating and coil coating provide exhibitors and visitors with a clear-cut value advantage. And this is being recognised by more and more manufacturers of industrial coating technology both inside and outside of Germany.” This is how Jürgen Haußmann, managing director of event promoters FairFair GmbH, explains the relentless growth of the international trade fair for industrial coating technology. What he didn't mention is the fact that the majority of the visitors from all over the world come to PaintExpo with concrete tasks, investment plans and the intention to place orders. And this will also be the case at the upcoming event, which will take place at the exhibition centre in Karlsruhe from 17 through 20 April 2012, because companies from all sectors with in-house painting operations, as well as job-shop coaters, are interested in increasing the efficiency, the quality and the ecology of the painting process. And in this respect, it doesn't make any difference at all which industry sector requires painting of parts made of metal, plastic, wood, glass or other materials.

Solutions Ranging from Pretreatment right on up to Final Inspection

Exhibitors from all sectors are offering new products and services, as well as further developments targeted at optimising processes. Where the pretreatment of metals is concerned, for example, a trend towards nano-ceramic conversion coatings is becoming apparent. Alternatively, solutions

are being offered which generate a plainly visible oxidized protective layer with a thickness of just a few nanometres. This allows for easy visual inspection. Moreover, pretreatment can be completed very quickly (within 20 to 120 seconds) at temperatures ranging from 20 to 35° C, by means of which energy savings and high throughput rates are made possible.

Ever smaller lot quantities and a continuously increasing variety of colour tones, as well as shorter and shorter life cycles, also represent significant challenges for operators of painting and coating systems. With system concepts and optimisation solutions which are laid out consistently for flexibility and efficient use of materials, the exhibitors are making a significant contribution to streamlined operations, and thus a sharp competitive edge, for companies with in-house painting facilities.

One of the focal points in the field of powder coatings involves low temperature powder coating systems and powdered enamels, which provide optimised corrosion protection. Newly developed powdered enamels with metallic effect will also be introduced. These include, for instance, high-temperature resistant metallic powder and paint systems which provide the coated surface with a certain 3D effect, as well as greater resistance to fingerprints and moisture. Innovative controllers and systems for effective powder conveyance and application also offer answers to questions about how quality and efficiency can be increased, end energy consumption reduced. Potential savings can also be exploited by means of greater degrees of automation. Modern painting robots will be demonstrated which are easy to programme and allow for improved reproducibility of painting results, reduced scrap rates and thus improved quality and economy. The exhibitors will also offer new products in the area of conveyor systems.

The use of infrared heat provides impressive results in many cases where shorter drying or curing times are required, and at the same time reduced energy consumption is desired. Space requirements can often be significantly reduced as well in this way.

Further exhibition segments for which PaintExpo's exhibitors will present numerous new solutions include paint stripping, quality assurance and accessories such as masks and hangers, as well as printing, identification and packaging.

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SCHULZ. PRESSE. TEXT, Doris Schulz, Martin-Luther-Str. 39, D-70825 Korntal, Germany, phone: +49 (0)711 854085, ds@presstextschulz.de
www.schulzpresstext.de

FairFair GmbH, Jürgen Haußmann, Max-Eyth-Str. 19, D-72644 Oberboihingen, Germany, phone: +49 (0)7022 6025510, fax: +49 (0)7022 60255 77, info@paintexpo.de, www.paintexpo.de

Press release 4 – February 2012

4th Leading International Trade Fair for Industrial Coating Technology from 17 through 20 April 2012 in Karlsruhe (Germany)

PaintExpo – Roughly 400 Exhibitors Present Solutions for More Efficient Painting and Coating

Oberboihingen – When the doors open for the 4th PaintExpo at the Karlsruhe Exhibition Centre on 17 April 2012, roughly 400 exhibitors from 22 countries will be on hand. During the course of the 4-day event, they will present solutions for more efficient liquid painting, powder coating and coil coating on more than 105,000 square feet of net exhibition floor space. Offerings cover the entire process sequence from pre-treatment right on up to quality control for practically all materials.

With roughly 400 exhibitors exclusively from the field of industrial coating technology, the fourth PaintExpo is experiencing significant growth amounting to more than 22% as opposed to the event in 2010. Approximately 25% of the exhibitors come from outside of Germany and a total of 22 countries are represented. With impressive increases in exhibitor numbers, internationalism and floor space, PaintExpo is further expanding its position as the leading international trade fair for industrial coating technology, and is providing visitors from companies with in-house painting operations and job-shop coaters with multi-sector offerings for a comprehensive range of materials which are unavailable anywhere else to this extent. The portfolio encompasses equipment and application technology, paints, drying and cross-linking systems, conveyor systems, automation solutions and painting robots, measuring and test equipment, quality control, environmental engineering, accessories, consumable materials and services, as well as printing, identification and packaging.

Lots of New Products and Enhancements in all Exhibition Segments

Numerous exhibiting companies take advantage of PaintExpo to present newly developed and enhanced solutions. These are laid out to conserve resources and reduce energy consumption, and at the same time to increase process reliability, quality, flexibility and ecology. Various

exhibitors will present new processes and products based on nano-ceramics for more efficient and ecological pretreatment of metallic surfaces. And there's news with regard to blasting, grinding and ionising the surfaces of metals, plastics and wooden materials before they're sent to painting. System concepts which reduce energy consumption for powder coating, as well as for liquid and electrophoretic dip painting, and at the same time increase flexibility with regard to processes, manufacturing lot quantities and expandability, will also meet with great interest on the part of the visitors. In the field of application technology, new and enhanced paint guns and atomisers with increased transfer efficiency are allowing for cost reductions and quality improvements. A world's first in the field of paint feed based on a compact, high pressure, double diaphragm pump with gear ratios of 7:1 and 16:1 will also be presented. This innovation allows for large delivery rates of 2.6 or 1.25 litres per minute, and at the same a small number of double strokes, minimal shear effect in the fluid and extremely low-noise operation. Beyond this, up to 30% energy savings are made possible by the drive design with zero dead space as compared with the paint circulating pumps which are commonly used today. The exhibitors at this year's PaintExpo will also showcase lots of new products in the areas of liquid and UV paint systems, as well as powdered enamel systems. Where liquid paint is concerned, attention is still being focused on reducing VOC emissions through the use of so-called very high solid and ultra-high solid paints, as well as improved corrosion protection. UV paints which offer a broad range of applications for painting both plastic and metal surfaces will also be presented. In addition to developments involving increased corrosion protection, systems which offer reduced baking temperatures, as well as the associated savings and higher throughput rates, are also a focal point where powdered enamels are concerned. Systems will be presented to this end for which it has been possible to reduce the baking temperature from 180 to between 140 and 160° with baking times of 10 to 15 minutes. Beyond this, one of the large paint manufacturers will unveil his new worldwide product brand for liquid paint and powdered enamel coating solutions in the fields of wind power, aviation, yachts and other maritime applications, as well as general industrial applications. Other new developments deserve mention as well, for example painting robots, conveyor systems, test and inspection systems, accessories such

as covering materials, painting hangers, filters and pumps, as well as paint stripping systems and agents.

PaintExpo will take place at the Karlsruhe Exhibition Centre from 17 through 20 April 2012, and will be open Tuesday through Thursday from 9 a.m. to 5 p.m., and on Friday from 9 a.m. to 4 p.m. Further information and the exhibitor list can be accessed at www.paintexpo.de.

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SCHULZ. PRESSE. TEXT, Doris Schulz, Martin-Luther-Str. 39, D-70825 Korntal, Germany, phone: +49 (0)711 854085, ds@presstextschulz.de
www.schulzpresstext.de

FairFair GmbH, Jürgen Haußmann, Max-Eyth-Str. 19, D-72644 Oberboihingen, Germany, phone: +49 (0)7022 6025510, fax: +49 (0)7022 60255 77, info@paintexpo.de, www.paintexpo.de

Press Release 6 – Final Report April 2012

PaintExpo further expands on its position as a leading international trade fair for industrial coating technology
Record number of exhibitors and visitors at the 4th PaintExpo

Oberboihingen – **With over 25 percent more exhibitors and visitors, the 4th PaintExpo registered record growth. The 410 exhibitors from 24 countries experienced an excellent atmosphere thanks not only to the quantity but also the quality of the inquiries and concrete projects the 8,028 visitors brought with them when they came to the international trade fair for industrial coating technology in Karlsruhe from 17th till 20th April 2012. The visitors themselves were delighted with the numerous comprehensive and representative products on show.**

“You can tell that the PaintExpo was taken more seriously by the industry this year and that it has become more professional. Only trade visitors searching for solutions to their problems come to the fair. The fair has also become more international. Around one third of the enquiries and projects we received during the four days of the fair came from foreign visitors”, reported Petra Schotte-Pirker, head of for marketing at WIWA Spritztechnik Wilhelm Wagner GmbH & Co. KG. Nearly all of the 410 exhibitors were pleased with their trade fair attendance, 25.4 percent more than in 2010. Participating companies came from 24 countries and the proportion of foreign exhibitors was 26.3 percent – that’s about 6 percent higher than in 2010. The companies presented their products and solutions for wet painting, powder coating and coil coating on a net surface area of 10,406 square meters – a plus of 28.8 percent. The number of visitors to the international leading trade fair for industrial coating technology also rose by an impressive 25.5 percent to 8,028. 21.2 percent of trade visitors came to Karlsruhe from foreign countries. In total, 63 countries from all continents were represented.

Qualified inquiries and concrete projects

It wasn’t just the quantity and internationality but also the quality of the visitors coming to the event organized by FairFair GmbH that was positive. As a result of their excellent technical and decision-making skills, exhibitors

stated that discussions with visitors were about very specific topics. “We attended the PaintExpo for the first time this year and trade fair has been a real bonus for our company. In contrast with other trade fairs, this one is only concerned with industrial coating technology, enabling us to make lots of interesting new contacts with important companies and arrange concrete dates for further talks”, enthused Claudia Vignati, Management Assistant of CHEMTEC Srl, an Italian manufacturer of pretreatment systems. Rüdiger Strunz, sales and marketing buyer at CWS Powder Coatings GmbH, was also very pleased with the way the trade fair went: “For us, the PaintExpo has become a major international trade fair. All of our foreign subsidiaries are represented here and we’ve also had many qualified inquiries from Eastern Europe, the Benelux countries and Asia. We’ll definitely be attending the PaintExpo again in 2014”. Karin Schumann, marketing representative at ITW Industrial Finishing Oberflächentechnik GmbH is also convinced that they’ll be back in two years’ time. “It exceeded our expectations. We had a lot of international visitors to our booth from the automotive, metal processing and plastics coating industries. We’ve also made many new important contacts. Our management also came to the trade fair and decided that it is a must to be represented here”. Martin Heinrich was equally surprised by the number of visitors. “It’s the first time we’ve exhibited here and the response has been overwhelming – we hadn’t reckoned with so much interest. Many visitors had already heard about nano ceramics and talked to us about very specific projects. We’ll definitely be back in two years time”, reported the CEO of D O K Chemie GmbH. “The trade fair was excellent for us. We were able to meet up with many of our South American customers and make new contacts, hold talks with partner companies and inform ourselves about the latest technologies and trends. We also found out that PaintExpo Eurasia is taking place in Istanbul next year and we’ll be attending that, too”, Pablo Meeuwes, CEO of Göttert SA in Argentina, summed up his trade fair experiences. The aim to get to know first tier suppliers was the reason why the Australian paint manufacturer Coating & Industrial Technologies Pty Ltd attended the PaintExpo and that was more than fulfilled. “We’ve been able to establish excellent contacts not only with visitors from the automotive industry but also with manufacturers of glasses, furniture and many other fields where plastics are coated. Visitors came, of course, from German-speaking countries but also from Italy, USA, Japan, Korea, France, Holland, Belgium

and Eastern Europe. We felt very much at home at the trade fair, which was also thanks to the super organization”, said CEO Joachim Riederich (Jogi).

Number 1 information and purchasing platform for users

For users around the world, the PaintExpo is also the first choice when it comes to solutions for wet painting, powder coating and coil coating. This is partly due to the high concentration of industrial coating technology companies participating and also due to the world’s most comprehensive and representative range of products on show, from pre-treating through paints, systems engineering and application technology right up to final inspection and packaging.

The next PaintExpo international leading trade fair for industrial coating technology will be taking place from 8th to 11th April 2014 in Karlsruhe. Together with the Turkish partner Artkim Fuarcelik, FairFair GmbH is organizing the 2nd PaintExpo Eurasia trade fair for industrial coating technology in Istanbul in Turkey from 12th till 14th September 2013.
www.paintexpo.de

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Contact partner for editorial matters and requests for photos

SCHULZ. PRESSE. TEXT, Doris Schulz, Martin-Luther-Straße 39, 70825 Korntal, Germany, Tel +49 (0)711 854085, ds@presstextschulz.de
www.schulzpresstext.de

FairFair GmbH, Jürgen Haußmann, Max-Eyth-Straße 19, 72644 Oberboihingen, Germany, Tel +49 (0)7022 6025510, Fax +49 (0)7022 60255 77, info@paintexpo.de, www.paintexpo.de

Further comments from exhibitors

Claudia Haimerl, Marketing, Sturm Gruppe, Germany,

“We’re again very pleased that we attended the trade fair. We were able to make excellent contacts. Decision-makers were at the trade fair, which made it possible to work effectively and make progress. We’ll definitely have a booth again at the PaintExpo in 2014.”

Angelo Pagani, Export Manager, ALCEA Srl, Italy

“The trade fair started rather quietly but from the second day onwards, things went really well for us. We could establish good contacts, which will help us to improve our presence on the German market and beyond. That’s because we had visitors to our booth from Lithuania, Bulgaria, Romania, Serbia, Singapore, Portugal and France. Our participation at the PaintExpo has therefore paid its way 100 percent.”

Fatih Dogan, CEO, Hertz Kompressoren GmbH, Germany

“The PaintExpo went well for us. We achieved our aim of making contacts with companies and users from the paint shop construction industry and coating technology. Around 80 percent of the contacts we made were from Germany, which is what we wanted. That made our attendance at the trade fair definitely worthwhile and I reckon on us coming back in 2014.”

Hans-Jürgen Multhammer, CEO, ASIS Automation Systems & Intelligent Solutions GmbH, Germany

“This is a really good place to hold compact discussions, something you can’t do in day-to-day business. We had lots of visitors to our booth again, also from Asia and America. Our presence at the trade fair was certainly worthwhile.”

Ogün Okyar, Export Manager, IBA Kimya Sanayi ve Ticaret A.S., Turkey

“The first time we attended PaintExpo was as part of the European growth strategy of IBA Kimya and we’re very pleased that we exhibited in Karlsruhe. It was a successful time all round. The stress free organization helped, too – everyone gave a helping hand and we were also able to make a number of contacts with well-informed specialists from all over Europe. We’re already looking forward to the next PaintExpo.”

Erik Calundan, Marketing Manager, CALDAN Conveyor A/S, Denmark

“We’ve been attending the PaintExpo since 2006 and it’s always been our best trade fair with lots of super discussions. The PaintExpo is the right place for the coating industry to join up from all over the globe - it’s like meeting up with old friends.”

Abdullah Soyaslan, Sales Manager, STR Technical Machine Ltd. Co., Turkey

“The European market is new to us and we see a huge potential here. The PaintExpo is a recognized trade fair which has a good reputation, that’s why we decided to attend it this year. It was a very successful event for us and I think we’ll be taking part again in two years’ time. “

Andreas Ludwig, Sales OEM / Marketing Buyer, Mäder Plastiklack AG, Germany

“As a paints manufacturer supplying the automotive, railway and general industries, we view PaintExpo as one of the most important trade fairs because visitors come from so many different industries. We’ll certainly be back again in two years’ time.”

Anuj Gupta, Director, Rapid Coat Powder Coatings, India

“This was our first time at the PaintExpo and, on the whole, we’re pleased with the way things went. The organization was very good and we were able to establish a number of high quality contacts with companies from Eastern Europe. Unfortunately we didn’t have as many visitors to our booth from Western Europe as we’d hoped. But we’ll definitely still be attending the PaintExpo again in two years’ time.

Rolf Müller, Special Applications Sales Manager, IST Metz GmbH, Germany

“Every visitor who came to the PaintExpo knew about UV at and no one asked what you did. You really only meet people who are in the know, also, visitors bring concrete projects with them. That’s why it’s the only trade fair IST Metz attends in the field of three-dimensional coating.

Holger Weierstall, Sales Representative, Walther Spritz- und Lackiersysteme GmbH, Germany

“The frequency and quality of requests was very high. Visitors came from all fields of industry and from all over the world.”

Hans-Jörg Wössner, General Representative, acp – advanced clean production GmbH, Germany

“We had significantly more enquiries about cleaning before coating. Today, the issues of economizing on space and costs play an ever-increasing role. With our CO₂ snow jet technology, that’s no problem. As a result, PaintExpo 2012 was even more successful for us than in 2010 and we’ll be back again in two years.”

Andrew Walton, General Manager, Euromask Ltd., United Kingdom

“Our participation at the trade fair was a very pleasant surprise. The visit was very good and the quality of contacts we made excellent.”

Oliver Kupfer, CEO, Kupca Kunststoffsysteme, Germany

“We exhibited painting frames made of plastic and our products were very well received. No trivial conversation, just concrete technical discussions. Most visitors were involved in the automotive industry and came from all over the world.”

Lars Karlsson, Technical & Marketing Director, TRIAB / Tri Innovations AB, Sweden

“The trade fair went well for us. We made interesting contacts, met colleagues and got to know companies which would like to act as representatives for us in other countries.”

Adam Mitchell, Marketing, Pollution Control Products Co., USA

“This was the first time we’d attended a trade fair for coating technology in Europe and we were very pleasantly surprised. We went home having made excellent contacts and acquired new customers. I think we’ll be attending PaintExpo 2014 with a larger booth.”

Matthias Gebhart, Planning Sales, Vollert Anlagenbau GmbH, Germany

“We had lots of interested trade visitors with concrete wishes and requests for projects and plans. People here were looking specifically for manufacturers and solutions to specific applications. A lot of enquiries came from plant manufacturers who don't have their own feeding technology.”