

DORTMUND, MAY 18-19, 2011  
WESTFALENHALLEN DORTMUND, HALL 4

GERMANY

All-  
inclusive  
price – no  
surprises

easyFairs®

# SCHÜTTGUT

TRADE SHOW FOR SOLIDS TECHNOLOGIES  
IN PROCESSING INDUSTRIES

- Processing of coarse & fine bulk solids & powders
- Storage
- Weighing, dosing and mixing
- Quality control & measurement
- Transport & distribution
- Safety & environment
- Traceability & delivery process
- Services



**Book your stand now!**

Telephone +49 (0)89-1 27 16 50



# The easyFairs® Concept:

## Cost-effective

- Meet hundreds of qualified buyers, customers and partners
- Low-cost all-in-package
- Easy-to-calculate return on investment

## Time-saving

- Quick, personal contacts to potential buyers due to a clear and compact exhibition structure
- Easy planning, booking and participation
- Two days of in-depth business contacts

## In the centre of your market

- Regionally focused: easyFairs takes the trade show to the buyers who would like to meet you
- Specialised and targeted: For qualified trade visitors only
- A standard format throughout Europe

## Environmentally friendly

- Trade shows with minimal impact on the environment

easyFairs® SCHÜTTGUT  
Efficient – Cost Saving – Customer-Oriented

## Meet your customers at their doorstep!

easyFairs® SCHÜTTGUT is tailored to the needs of German solids users who visit the show with buying intentions. Located in the heart of the Ruhr industrial region, easyFairs® SCHÜTTGUT serves a very high-value regional market. Decision makers from a wide range of industrial sectors come to the show to find out about the latest products and solutions for powders, granules and solids production and processing.

Because of its clear, straightforward structure and compact show concept, easyFairs® SCHÜTTGUT provides a perfect point of contact and a business platform to meet with high-potential visitors:

- Nearly 3,000 trade professionals from all over Germany attended easyFairs® SCHÜTTGUT 2009
- Half of all visitors come with concrete intentions to buy; more than a third of them planned investments in the range of €100,000 to €1,000,000
- More than 70% of the visitors have direct or indirect budget authority
- More than half of them work in the upper management levels of their companies

## These companies have already signed up for 2011:

• A.B.S. Silo- und Förderanlagen GmbH • Aerzener Maschinenfabrik • Agrichema Materialfließtechnik GmbH & Co. KG • AKO GmbH • Anlagenbau Stampfer • Apullma Maschinenfabrik A. Pulsfort GmbH & Co. KG • Arodo GmbH • Arthur Habermann GmbH & Co. KG • Artur Küpper GmbH & Co. KG • Arthur Loibl GmbH • ATEX Explosionsschutz GmbH • AVA-Huep GmbH & Co. KG • Barl Maschinenbau • Berthold Technologies • BEWO Engineering GmbH • Bissinger GmbH • BK-Armaturen • BOLZ INTEC GmbH • Bückmann GmbH & Co. KG • Burgmer Apparatebau GmbH • CeramTec-ETEC GmbH • Contex HM-Ver-schleißtechnik GmbH • Derichs GmbH Verfahrenstechnik • DMN Schüttguttechnik GmbH • Doubrava Industrieanlagen • DYNA Instruments • Eichholz Silo- und Anlagenbau GmbH & Co. KG • EIPA Eisen Palmen GmbH • Ellimetal NV • EMDE Industrie-Technik • Emil Kammerer GmbH • Endeco GmbH • Endress + Hauser Messtechnik GmbH & Co. KG • FOG Systems GmbH • Frewitt Fabrique de Machines SA • Friedrich Benien GmbH & Co. KG • FTK Förderband Technik Kilian GmbH • Georg Stein Process Equipment • Gericke GmbH • Geroldinger • GLASS GmbH & Co. KG • Gough GmbH • Gummi-Stricker • H. Gulich's Nachf. Förder-technik GmbH • Hecht Technologie GmbH • Hense Wägetechnik GmbH • Humbert & Pol GmbH & Co. KG • IBRA MASCHINENFABRIK SCHULTHEIS GmbH & Co. • Infastaub GmbH • isoschall GmbH • Jacob Rohrsysteme - Fr. Jacob Söhne GmbH & Co. • JAUDT Dosiertchnik Maschinenfabrik GmbH • Kammann Metallbau GmbH & Co. KG • Ketten Branscheid GmbH • KettenWulf Betriebs GmbH • Keyser & Mackay KG • KOKEISL Industrial Systems AG • KREISEL GmbH & Co. KG • Kurz Tribotechnik GmbH & Co. KG • Kurz, Wilhelm & Söhne GmbH & Co. KG • LAMMERS Lufttechnische Anlagen • Liebherr-Mischtechnik GmbH • Maschinenfabrik Hese GmbH • Masterflex AG • MBA Instruments GmbH • Mesys B.V. • Mollet Füllstandtechnik GmbH • Moore Systeme GmbH & Co. KG • Motec IngenieurBüro • MTS MessTechnik Sauerland GmbH • Nerak GmbH För-dertechnik • Netter GmbH • NILOS GmbH & Co. KG • Noro GmbH • NORRES Schlauchtechnik GmbH & Co. KG • Opdenhoff Technologie GmbH • P + W Me-tallbau GmbH & Co. KG • Peter Mallepree GmbH & Co. • Rechner Industrie-Elektronik GmbH • Rehart GmbH • REMBE GmbH • RUD Ketten Reiger & Dietz GmbH & Co. KG • Ruwac Industriesaeger GmbH • S+ S Separation and Sorting Technology GmbH • Sandvik Mining Construction Central Europe GmbH • SCHÄFFER Verfahrenstechnik GmbH & Co. KG • Schrage Rohrkettensystem GmbH Conveying Systems • SCHÜTTE Industrieservice GmbH • SGH Schüttgut-handling • SGV-I Maschinen und Förderanlagenbau GmbH • SHA GmbH • SKM-Stiegelmeier GmbH • SMD Fördertechnik GmbH • SWR engineering Messtechnik GmbH • system-technik GmbH • Thiele GmbH & Co. KG • Transitec Anlagenbau GmbH • UCON AG • UWT GmbH • Van der Graaf Antriebstechnik • Ventilato-renfabrik Oelde GmbH VHV Anlagenbau GmbH • Volkman GmbH • Vossloh Kiepe GmbH • VSR Industrietechnik GmbH • WAIWELDAI Anlagentechnik GmbH • WAM GmbH • Wares Valve GmbH • Wartner GmbH & Co. KG • Webac Vibrator GmbH • Werkstätten GmbH • Westeria Fördertechnik GmbH (04.12.2009 )



## Visitor profile:

- Chemical engineers
- Development engineers
- Factory managers
- Managing directors and senior managers
- Manufacturing managers
- Process engineers
- Production engineers
- Purchasers
- Quality controllers
- Warehouse and logistics managers

### Industries:

- Agriculture
- Chemicals
- Environmental protection
- Food & drink
- Glass, aggregates, soil
- Manufacturing suppliers
- Metal
- Pharmaceuticals & cosmetics
- Plant & machine construction
- Plastic & rubber
- Transport & logistics
- Waste management & recycling

## Here's what visitors had to say about easyFairs® SCHÜTTGUT:

„ This show is very interesting for us because it offers a compact overview of all the standard solutions and innovations in all the different areas of solids handling and processing. I plan to visit easyFairs® SCHÜTTGUT regularly. “

Joerg Burdeska, BP Gelsenkirchen GmbH

### Here's a sampling of the companies that visited easyfairs® SCHÜTTGUT 2009:

• Alcatel-Lucent AG • Alunorf GmbH • BASF • Bayer HealthCare AG  
 • Conditorei Copenrath & Wiese • Daimler GmbH • Deutsche Torf-Gesellschaft mbH • Deutsches Zentrum für Luft- und Raumfahrt • E.ON Engineering GmbH • Evonik Degussa GmbH • HeidelbergCement • Henkel KGaA  
 • Hitachi Power Europe • Hüttenwerke Krupp Mannesmann GmbH  
 • Johnson Matthey • K+S Kali GmbH • Klöckner Desma • Knauf Gips KG  
 • KraussMaffei • Lanxess Deutschland GmbH • L'Oreal • Merck KGaA  
 • M-Real Zanders GmbH • Nestlé Deutschland AG • Pfeiderer Industrie GmbH  
 • RAG Deutsche Steinkohle AG • REMONDIS GmbH • Rheinkalk GmbH  
 • Rockwell Automation • RWE Power AG • Siemens VAI Metal Technologies  
 • Stadtwerke Duisburg AG • Stadtwerke Neuss energie und Wasser GmbH  
 • SÜD-Chemie AG • Südzucker AG • Teekanne GmbH&Co.KG • ThyssenKrupp Steel AG • Unilever Pfanni GmbH & Co. OHG • voestalpine Stahl GmbH  
 (Abstract of the 2009 visitor list)



easyFairs® SCHÜTTGUT offers exhibitors and visitors alike free access to a full programme of learnShops™ – independent mini-seminars and expert lectures on the latest trends and developments in the field of solids.

## Exhibitor profile:

Exhibitors include manufacturers, suppliers and dealers of equipment, solutions and services for:

- **Solids processing:** mixing and measuring, sorting and filtering, cooling and heating, separating, sieving, weighing, crushing, quality monitoring and control
- **Materials management and storage of solids:** lifting and conveying systems, storage and packaging, silos
- **Safety and environment:** protective flaps and dampers, dust covers and filters, explosion and fire protection equipment, metal detectors, machine safety guards
- **Services for the solids industry:** materials analysis, laboratory testing, online measurement, simulations
- **Transport & logistics:** supply management, monitoring, intelligent traceability technology, coding and tracking systems
- **Recycling:** environment-friendly materials

## Here's what exhibitors have to say about easyFairs® SCHÜTTGUT:

„ We don't usually take part in trade shows. But the easyFairs concept is perfect for us: simple and easy, good value for money, time-effective. We'll be back again next time! “

Dipl.-Ing. Frank Mainzer, SMD Fördertechnik GmbH

„ We make use of easyFairs® SCHÜTTGUT to serve the regional market. We especially appreciate the straightforward easyFairs concept and the excellent service. “

Dipl.-Ing. Hanno J. Derichs, Managing Director and owner, Derichs Verfahrenstechnik

„ Over the course of two days, we had over 110 visitors come to our stand, many of them with concrete projects in hand! Now, we're looking forward to contracts in the very near future. “

Stephan Brand, International Marketing Manager, Aerzener Maschinenfabrik

**Pricing for a 12 sqm stand module: EUR 3,720.-**

(Prices exclusive of VAT)  
Maximum 4 modules per exhibitor

- Stand module
- Furniture and fittings
- Visitor promotion

**Book now!**

Telephone +49 (0)89-1 27 16 50



## Book your stand now!

### Online at:

[www.easyFairs.com/Dortmund](http://www.easyFairs.com/Dortmund)  
or telephone:  
**+49 (0)89-1 27 16 50**

### Contact:

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## Practical information:

### easyFairs® SCHÜTTGUT

May 18, 2011, 9.00 - 17.00

May 19, 2011, 9.00 - 17.00

#### Westfalenhallen Dortmund, Hall 4

Rheinlanddamm 200, 44139 Dortmund

### Organizer

easyFairs Deutschland GmbH,

Hilblestraße 54, 80636 München, Deutschland

E-mail: [deutschland@easyFairs.com](mailto:deutschland@easyFairs.com)

## All-in package:

Stand module includes:



### Stand module:

- Walls and floor space
- Stand build
- Fascia board with company name
- Carpet



### Furniture and fittings:

- 1 Table
- 2 Chairs
- 1 Literature rack
- 1 Waste paper bin
- 3 Spotlights
- 1 Power strip 1 KW
- 2 Exhibitor passes
- 1 Parking permit



### Visitor promotion:

easyFairs gives you a complete programme of highly targeted promotional activities. We work in close cooperation with prominent trade magazines and user organisations, as well as the industry press – not just the packaging press but also in design, marketing and other relevant industry titles. Plus, we give you at least 250 visitor invitations (if you need more, just ask) and provide a variety of online and traditional communications tools to raise your visibility before, during and after the show.

## 12 sqm module: EUR 3,720.-

(Prices excl. VAT) – Maximum 4 modules per exhibitor

For more details, phone your local easyFairs office or visit [easyFairs.com/contactus](http://easyFairs.com/contactus):

<b>Head Office:</b>	<b>+32 (0)27 40 10 70</b>
<b>Austria:</b>	<b>+43 (0)7242 93 92 52 00</b>
<b>Belgium:</b>	<b>+32 (0)32 80 53 00</b>
<b>Colombia:</b>	<b>+57 (0)12 71 55 39</b>
<b>Denmark:</b>	<b>+45 (0)70 20 58 68</b>
<b>Finland:</b>	<b>+358 (0)50 3 48 18 06</b>
<b>France:</b>	<b>+33 (0)1 58 17 07 20</b>
<b>Germany:</b>	<b>+49 (0)89 1 27 16 50</b>
<b>Ireland:</b>	<b>+44 (0)20 86 22 44 11</b>
<b>The Netherlands:</b>	<b>+31 (0)1 62 40 89 99</b>
<b>Norway:</b>	<b>+47 (0)22 99 61 24</b>
<b>Poland:</b>	<b>+33 (0)1 58 17 07 37</b>
<b>Spain:</b>	<b>+34 (0)9 11 51 67 92</b>
<b>Sweden:</b>	<b>+46 (0)31 89 41 00</b>
<b>Switzerland:</b>	<b>+41 (0)61 2 28 10 00</b>
<b>United Kingdom:</b>	<b>+44 (0)20 86 22 44 11</b>

### Other easyFairs® industrial shows in Europe

easyFairs offers a uniform show format across Europe, so you can explore and develop new markets with minimum risk.

<b>easyFairs® INSTANDHALTUNG</b>	24.-25.02.2010	Dortmund, Deutschl.
<b>easyFairs® ANTRIEBSTECHNIK</b>	24.-25.02.2010	Dortmund, Deutschl.
<b>easyFairs® INDUSTRIE &amp; MILIEU</b>	24.-25.03.2010	Antwerpen, Belgien
<b>easyFairs® MOCON</b>	31.03.-01.04.2010	Zwolle, Niederlande
<b>easyFairs® MAINTENANCE</b>	31.03.-01.04.2010	Brüssel, Belgien
<b>easyFairs® INDUSTRIE &amp; MILIEU</b>	19.-20.05.2010	Rotterdam, NL
<b>easyFairs® PRODUKTION &amp; DESIGN</b>	02.-03.06.2010	St. Gallen, Schweiz
<b>easyFairs® FERTIGUNG &amp; INSTANDHALTUNG Austria</b>	23.-24.06.2010	Wels, Österreich
<b>easyFairs® FACTORY &amp; PROCESS AUTOMATION</b>	22.-23.09.2010	Brüssel, Belgien
<b>easyFairs® PROLOGISTICS</b>	29.-30.09.2010	Brüssel, Belgien
<b>easyFairs® SOLIDS</b>	06.-07.04.2011	Antwerpen, Belgien
<b>easyFairs® SOLIDS</b>	05.-06.10.2011	Rotterdam, NL