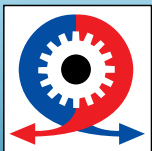


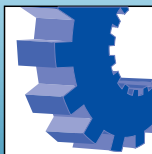
INVITATION TO EXHIBITORS

ufi
Approved
Event

60th International
Engineering Fair



MSV 2018



IMT 2018

11th International
Machine Tools
Exhibition

ufi
Approved
Event

17th International
Foundry Fair



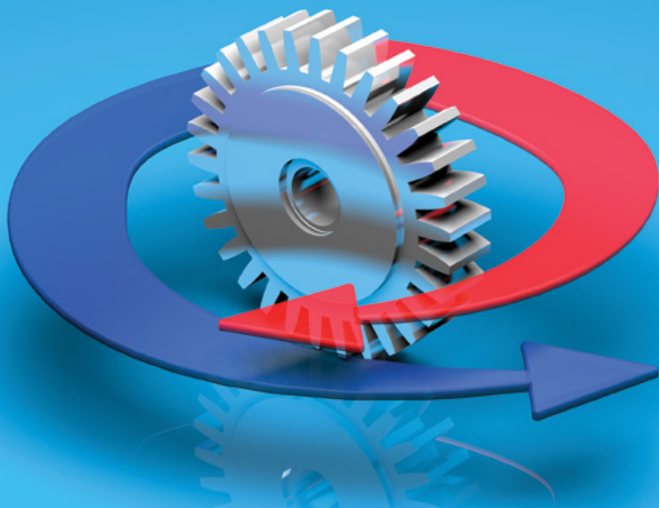
ufi
Approved
Event

24th International
Welding Engineering
Fair

7th International
Surface Technology
Fair



6th International
Plastics, Rubber
and Composites Fair



AUTOMATIZACE

October 1–5, 2018

Brno – Czech Republic

BVV



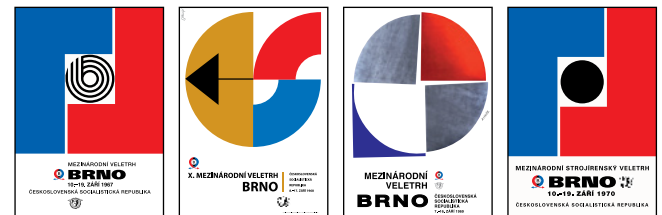
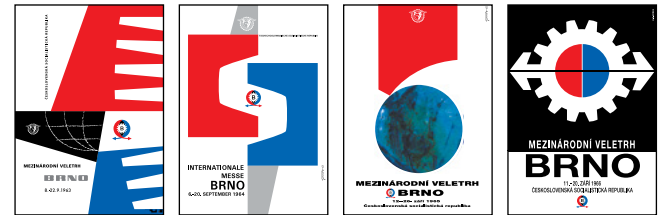
Veletrhy
Brno

MSV and IMT 2018 with concurrently held FOND-EX, WELDING, PLASTEX and PROFINTECH technology fairs

Celebrate with us
the 60th anniversary
of the International
Engineering Fair



- Unique place for the presentation of key areas of engineering and electrotechnics
- More than 1,600 exhibitors and 80,000 registered visitors
- High internationality – 50% of exhibitors and 10% of registered visitors from abroad
- High-quality visitor structure – 79% are decision makers
- Participation in the fair is seen by most of exhibitors as one of the most important marketing tools
- Perfect platform for presentation of small and medium-sized companies – 85% of exhibitors are companies up to 250 employees
- Strong promotion and media support – 400 accredited journalist from the Czech Republic and abroad
- Attractive supporting programme of expert conferences and seminars, discussion forums



→ NEW MARKETS
→ NEW BUSINESS OPPORTUNITIES
→ NETWORKING



The fairs are held under the auspices of



CONFEDERATION OF INDUSTRY
OF THE CZECH REPUBLIC



MINISTRY OF
INDUSTRY AND TRADE



Czech Chamber of Commerce



Association of small
and medium-sized enterprises
and crafts CZ



MSV 2018 – Main Fields

Mining, metallurgical, ceramic and glass engineering

Machines and equipment for geological prospecting • Machines and equipment for open cast mines and pits • Machines working and processing raw minerals • Equipment for metallurgical plants, steel works, rolling mills and for manufacturing ferrous and non-ferrous metals • Machines and equipment for the ceramic and glass industries

Materials and components for mechanical engineering

Metallurgical semi-products, forgings, pressings, work pieces • Connecting materials, fittings, products of wire • Steel and tube structures • Apparatuses, vessels, tanks • Glass and technical ceramic products, carbon components • Seals, bearings • Gears, clutches, brakes, lubricating technology • Rapid Prototyping

Drives, hydraulics, pneumatics, cooling technology, air-conditioning

Electric and mechanical drives, linear moving units • Compressors, vacuum pumps, pneumatic elements, airconditioning equipment • Cooling and freezing equipment • Hydraulic elements and systems • Fittings, pipelines, pumps

Power engineering, heavy-current electrical engineering

Primary sources for power engineering • Industrial boilers and their accessories, heating equipment • Motors, cogeneration units • Turbines • Nuclear power engineering • Power plants • Cables and conductors • Electrotechnical insulators and insulants • Power capacitors, accumulators • Electric light supplies • Transducers, rectifiers and other electrotechnical elements • Uninterruptible power supplies • Switchboards, transformers • Electric HV and VHV instruments • Electric motors, rotary current supplies • Electric industrial heating • Electric drives • Information technology



Electronics, automation, measuring technology

Electronic components and elements • Control, automation and regulation technology • IT, system integration • Measuring and laboratory technology • Studio and broadcasting technology • Machinery and equipment for electrical engineering

Ecotechnology

Equipment for separation of polluted gaseous substances from air and combustion products • Water treatment plants, pumping stations • Purification of waste waters from machine production • Waste separation and handling equipment • Recovery of raw materials from waste, recycling • Removal of old environmental burden and consequences of ecological disasters • Machines for industrial cleaning and washing

Research, development, transfer of technologies, financial and other services, industrial localities, regional development

Science and research • Financial services • Standards, certificates, tests, design • Marketing, advertising and promotional services • Literature, technical information, institutions • Offer of industrial real estates and localities, regional development

Transportation, handling, industrial packing, warehousing and logistics

Ships, rail vehicles, airplanes • Cranes, lifting equipment, lifts • Transport trucks, transport equipment • Handling equipment • Packages, industrial packaging machines • Storing technology • Telematics, communication and information systems • Assembly machines and equipment • Services by carriers and forwarding agents



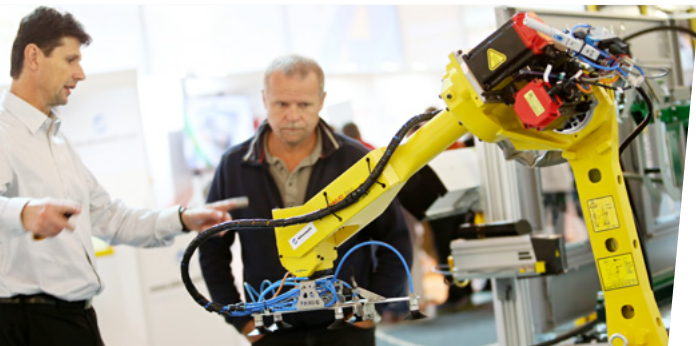
Main Topic of the Fairs

INDUSTRY 4.0

Industry 4.0. – automation, robotization, digitization

Robotic industry – touch the future!

- production with high added value, higher labour productivity, profitability and higher standard
- reducing the demands on live power
- focus not only on large companies, but especially on small and medium-sized enterprises
- innovative networking technologies



AUTOMATIZACE

Partner



Electrical and Electronic
Association of the Czech
Republic

11th edition of a transversal project, which emphasizes the use of industrial automation in various fields of the fairs. Presents new information technologies and production process management.

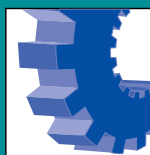
AUTOMATIZACE 2017

295 exhibitors from **15** countries

25 % from abroad

Most represented fields

Industrial robots and manipulators • Measuring and control systems • CAD, CAM, CIM • Systems for automatic control



11th International Machine
Tools Exhibition

www.bvv.cz/imt

IMT 2018

IMT 2016

Partner



Association
of Engineering
Technology

490 exhibitors from **22** countries

54.3% from abroad

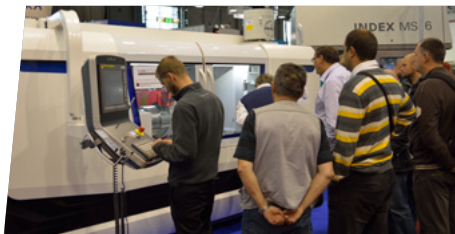
Largest foreign participations

Germany 120 exhibitors, Italy 30 exhibitors, Switzerland 29 exhibitors, China 19 exhibitors, Slovakia 18 exhibitors, Austria 9 exhibitors

Exhibitors by branches

Metal-working machines	45.2%
Forming machines	15.7%
Machines for unconventional and special technologies	1.2%
Quality control	1.7%
Flexible manufacturing systems	5.7%
Precision tools	17.9%
Accessories for metal working and forming	7.7%
Hand-operated tools	1.9%
Institutions, literature, services	3.0%

Machine-tools and forming machines were traditionally very popular with visitors, **39,226** registered visitors showed interest in this branch.



MAIN FIELDS

Metal-working and forming machines • Machines for unconventional and special technologies • Quality control • Flexible manufacturing systems • Precision tools • Accessories for metal working and forming machines • Service and repairs • Hand-operated tools • Measuring and checking instruments for machining and forming • Offer of production capacities • Research, services, institutions



17th International
Foundry Fair

www.bvv.cz/fondex



24th International
Welding Engineering Fair

www.bvv.cz/welding

FOND-EX 2016

Partner



Association of
Foundries of the
Czech Republic

67 exhibitors from **11** countries
47.8% from abroad

Most represented fields

Castings • Materials for moulding and core mixtures • Casting machines and equipment, accessories • Equipment of melting plants • Runner and riser technology • Computer equipment, control, calculations, simulations, CAD/CAM

8,336 registered visitors showed interest in the fair.

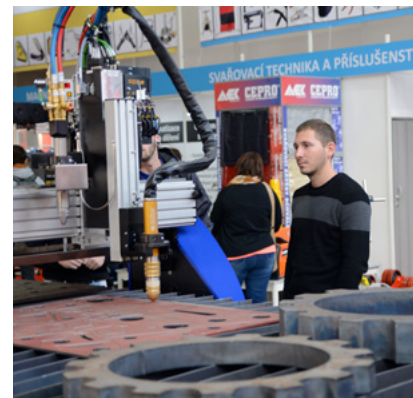
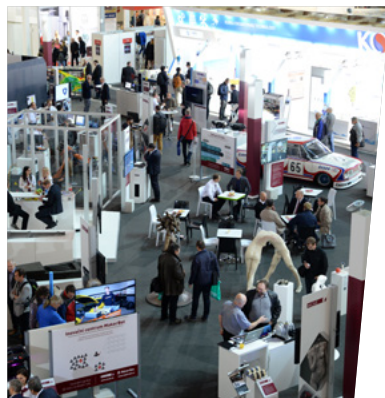
WELDING 2016

86 exhibitors from **10** countries
52.3% from abroad

Most represented fields

Arc-welding, surfacing and cutting machinery and equipment • Robots, manipulators and accessories for welding technologies • Welding components, machinery and equipment – other • Flame welding, surfacing and oxygen cutting machinery and equipment

7,503 registered visitors showed interest in the fair.



MAIN FIELDS

Foundry equipment – design, construction, production and engineering • Melting plant equipment, refractories • Metallic charge materials, chemical foundry products • Patterns, core boxes, permanent moulds, moulds and accessories • Aids and auxiliary materials for moulding halls and core rooms • Casting machinery, equipment and accessories • Robots, manipulators and accessories for the foundry industry • Castings • Scrap and machines for scrap processing • Research, services, education and institutions in the field of the foundry industry

MAIN FIELDS

Flame welding, surfacing and oxygen cutting machinery and equipment • Welding, surfacing and arc cutting machinery and equipment • Resistance welding machinery and equipment • Machinery and equipment for other methods of welding, cutting and soldering • Additional and auxiliary materials • Robots, manipulators and accessories for welding technologies • Metal bonding machines • Welded structures, sub supplies of welded parts • Research, services, and institutions in the field of welding, cutting, soldering and bonding of metals



6th International Plastics,
Rubber and Composites Fair

www.bvv.cz/plastex



7th International Surface
Technology Fair

www.bvv.cz/profintech

PLASTEX 2016

206 exhibitors from **15** countries
63.1% from abroad

Most represented fields

Machines and equipment for processing of plastics and rubbers
• Semi-finished and finished plastic products • Polymers,
raw materials and auxiliaries • Machines and equipment for
recycling and re-use of plastic and rubber waste materials

9,960 registered visitors showed interest in the fair.

PROFINTECH 2016

80 exhibitors from **11** countries
47.5% from abroad

Most represented fields

Equipment for cleaning and treatment of surfaces • Research, services
and institutions • Lacquering systems, enamelling systems, plastic
coating systems • Special systems for surface treatment

5,903 registered visitors showed interest in the fair.



MAIN FIELDS

Polymers – raw materials and auxiliaries • Machines and
equipment for processing plastics and rubbers • Moulds,
tools and jigs • Composite materials • Semi-finished and
finished plastic and rubber based products • Machines
and equipment for recycling and re-using plastic and
rubber waste materials • Chemicals for engineering
• Computer, testing and measuring technologies
for plastics and rubbers • Research, services and
institutions in plastics and rubber processing

MAIN FIELDS

Machinery and equipment for cleaning and treatment of surfaces
• Electroplating equipment and accessories • Lacquering systems,
enamelling systems, plastic coating systems • Equipment for thermal
spraying • Special systems for surface treatment • Coating materials,
putties, thinners, solvents • Robots, manipulators and accessories
for surface treatment • Computer, testing and measuring technology •
Research, services, institutions

The fair was held concurrently with the Transport and Logistics and ENVITECH fairs.

EXHIBITORS

1,631 exhibiting companies from **32** countries

803 foreign exhibitors, i.e. **49.2%**

Largest foreign participations

Germany 247 companies, Slovakia 80 companies, Italy 74 companies, India 73 companies, China 71 companies, Austria 41 companies, Russia 41 companies, South Korea 27 companies

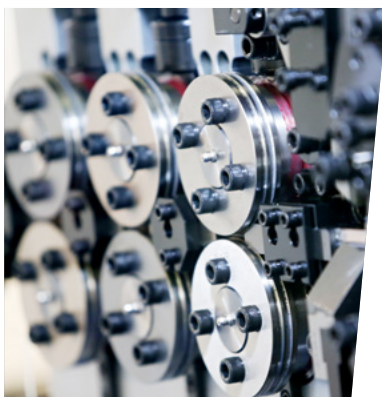
VISITORS

81,836 visitors from **60** countries

8,369 registered foreign visitors, i.e. **10.23%**

Most foreign visitors came from Slovakia, Germany, Hungary, Russia, Austria, Poland, China, India and Italy.

399 journalists from **6** countries accredited for the event, **35** from abroad.



The high satisfaction of both visitors and exhibitors has been confirmed.

89% of visitors and **82%** of exhibitors were satisfied with the fair, this is the highest rating in last five years.

The International Engineering Fair has further strengthened its position in the European competitive environment and continues to be considered the most important fair with the given focus among exhibitors and visitors.

EXHIBITORS

98% of exhibitors made contacts with potential Czech or foreign customers.

79% of exhibitors saw contacts as the main benefit of attending the fair.

31% of exhibitors closed or began dealings on new contracts.

88% of exhibitors expect their companies to grow in the years to come.

86% are going to take part in the next year's fair.

VISITORS

Visitors were highly satisfied with the number of acquired contacts and closed contracts as compared to last years.

79% of visitors decide or participate in decisions on investment and purchases.

79% of visitors were regular guests to the fair.

12% of visitors came to the fairs for the first time.

71% of visitors expect their companies to grow in the years to come.

88% are willing to come to the next year's fair.

Full information on MSV 2017 can be found at www.bvv.cz/msv in the section Final report.



Tomáš Kepřta, Marketing Manager, ČKD Blansko-OS, a.s. and TOS Kuřim-OS, a.s.

This year's International Engineering Fair is definitely positive, the attendance was stronger than at the well-known EMO trade fair. A large number of experts, established partners, etc. came to business meetings. We cannot complain about a large number of potential new partners either. Negotiations took place directly on each of the new machines of these two companies. The most interested parties came from the Czech Republic and Slovakia, we also had delegations from India and from English-speaking countries. The companies were satisfied with their participation.

Klaus Reinauer, Business Director, EPPINGER GmbH

We took part in the International Engineering Fair in Brno for the first time. We were surprised at the great interest in our products. The exhibition was visited by many people and they were interested in the exhibits of EPPINGER. A number of business meetings were also successful. Next year we will definitely return to the Brno Exhibition Centre.

Michal Žáček, Robot Sales, FANUC Czech s.r.o.

The engineering fair was a success for our company; besides the established customers, we were visited by other potential clients. We have made new contacts which we will evaluate in a few weeks after the fair. We were delighted that the stand was constantly surrounded by a crowd because we presented robots at work.

Martin Ježek, Sales Technician, FlexLink Systems s.r.o.

We returned to the fair as exhibitors after seven years. We see our participation in MSV very positively, whether in terms of environment, service or attendance. We have gained fifty new contacts during the three

busiest days. We also used our presence in Brno to visit the stands of our partners and competitors. It's a good time saving because everyone is in one place. We are glad to be here, and we believe in a positive response.

Marek Sucharda, Director, HARTING s.r.o.

We do not have all the basics to be able to evaluate all aspects of our participation in MSV 2017 more seriously at this point, but my personal impression is positive. I appreciate the increased activity of the organizers in the general presentation of the fair, ensuring the participation of the leaders of the state and the business sphere and the continuing concept of the partner country.

Peter Šebök, Business Director, IMEXIM TS, a.s.

This year's fair made a good impression on us, our return after many years to Brno is very positive. We will definitely come again next year. Attendance at our exhibition stand was high. We had very interesting meetings, which were also very productive. The people who came to visit us were looking out for us, even though we presented a new brand this year. The fair was very successful for the company. The engineering sector is doing well, one can see it from all sides.

Petr Heinrich, Technical Director, KOVOSVIT MAS, a.s.

I see this year's MSV very positively and I think that for KOVOSVIT it has been a very successful edition. I've been here during the whole week and I'm doing business support because we're introducing several machines this year. There was great interest in our new hybrid technology, people stop by, asking and wondering what technology they could use in their production. A few interesting applications have already been discussed with our customers and we will continue the negotiations after the fair.



Ondřej Svoboda, Director, Misan s.r.o.

The attendance of this year's fair was above average. I was also pleased with the high attendance of secondary schools and universities, as we need the interest of students who will be recruited to become the company's employees. The focus of this prestigious automation event was also suitably chosen. The trade fair serves us to acquire new contacts, which has been achieved in Brno.

David Emler, Business Director, Nexnet, a.s.

The fair was very successful for the company, with more visitors than last year. That's why more people visited our exhibition stand, too. I can say that there were also a significantly higher number of contacts than in the previous year. I would consider the fair as one of the most successful ever.

Miroslav Mašek, Executive, PILOUS – pásové pily, spol. s r.o.

As always, our company introduced our novelties at the Engineering Fair in Brno. More visitors came in than last year and we have received a good number of orders directly at the fair. It was a nice surprise for us that companies were interested in more sophisticated saws – they simply have more orders and need to buy modern machines. Not only our company but also the others are doing well, which is showing at the Brno fair. We have been participating in the Engineering Fair every year on a regular basis since 1992 and we cannot imagine that we would not come again.

Leoš Sehnal, Managing Director, SA Trade s.r.o. (PROMA machine tools)

This year's MSV seems better than the previous years. There are more of our target customers here who come up with specific requirements. We target secondary vocational schools, craft workshops and metalworking companies. This year, more tenders with European subsidies were launched, and so we are trying to offer secondary schools an optimal solution for teaching metalworking, and school representatives were strongly present here. We are happy with the fair.

Tomáš Duba, Sales Director, Siemens, s.r.o.

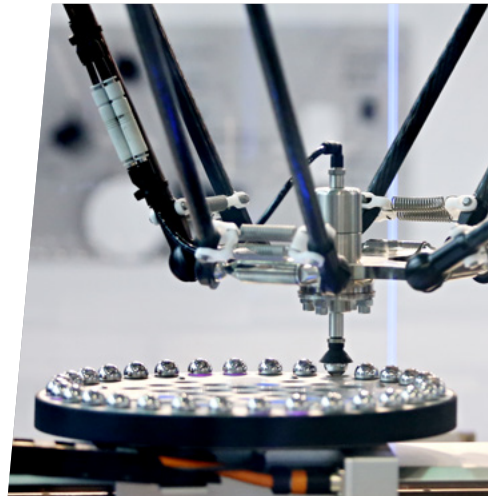
We have been coming to the trade fair in Brno for many years and this year we are extremely satisfied with its excellent quality. For our company, it has been the most successful year in its existence. The company is happy to present at MSV and we don't even think about not coming again. The fair is an ideal opportunity to reach our target audience at the time of electronic media. Investments in this event always pay off and we are surprised how many opportunities this presentation gives us.

David Kratochvíl, Director, TAIMA spol. s r.o.

It is our twenty-fifth time at the Engineering Fair in Brno, and we will continue to participate. This year we have received a large number of orders for machines and we will evaluate them after the fair. We were surprised by the great attendance that we did not expect. Brno always serves us to arrange meetings in advance at our stand. This year we had them with many new customers. We rate our participation very positively.

Ivana Geistová, Marketing Manager, Yamazaki Mazak Central Europe, s.r.o.

The trade fair was very successful for the company, we already have positive reactions to our work. We presented seven machines focused on Industry 4.0. We are very pleased because not only existing clients visited us here but also new ones who were very interested in buying new machines such as laser ones. Compared to the past years, we have succeeded in selling, we have a number of orders, this year it is also a sales fair for us.



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Situation as of October 2017

Register online!

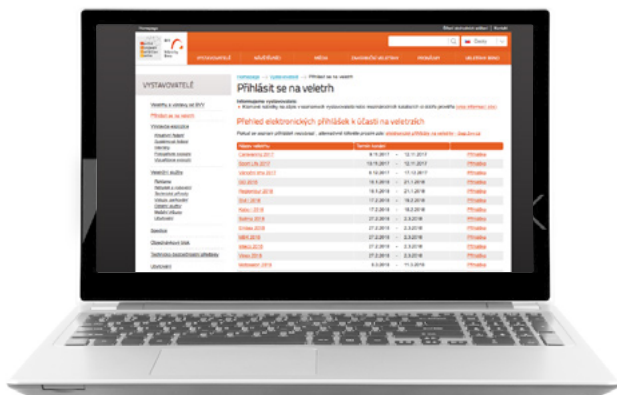
Applications deadline: March 31, 2018

Prices

Electronic application form

MSV 2013–2017 exhibitors will receive an e-mail with a link to their individual electronic application form with basic data already completed.

Electronic application form for new exhibitors is available at www.bvv.cz/e-application.msv



Exhibition space

indoors – ground floor	4,950 CZK/sq m
indoors – gallery	3,700 CZK/sq m
outdoor areas	2,200 CZK/sq m

Registration fee

exhibitor	11,000 CZK
co-exhibitor	11,000 CZK

Additional fees for free sides

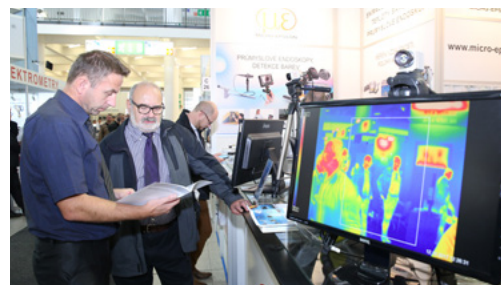
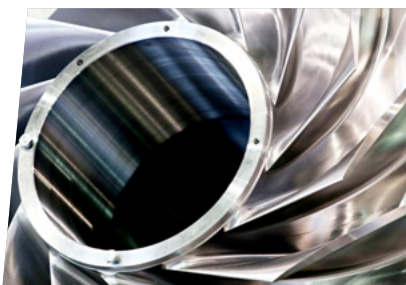
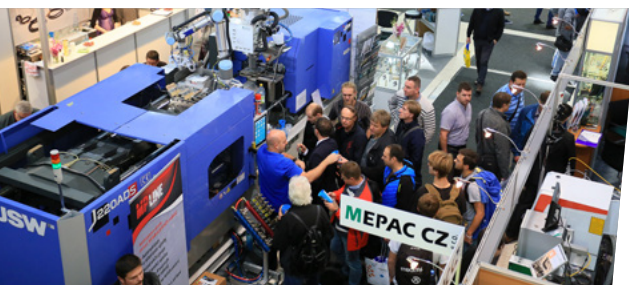
corner stand 30%, U-stand 40%, island stand 60%
Additional fees for free sides are charged for covered and open areas up to 100 sq m. For metres exceeding 100 sq m additional fees are not charged.

Deadline bonus

Exhibitors will be granted a reduction of the standard price for the exhibition space if they register by March 31, 2018 and settle the first advance invoice at maturity. The reduction will be implemented in the final invoice. Deadline bonus does not apply to Hall P.

Price of exhibition space valid to March 31, 2018

indoors – ground floor	4,600 CZK/sq m
indoors – gallery	3,450 CZK/sq m
outdoor areas	2,050 CZK/sq m



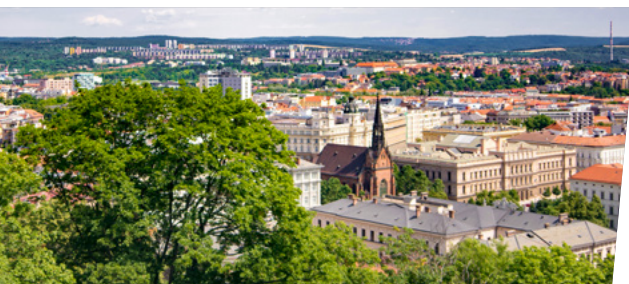
With its superior infrastructure and excellent services, Brno has proved to be the ideal location for MSV.

- Located between Prague and Bratislava. Brno is acknowledged as the “The Trade Fairs Capital”.
- In the Czech language, the city of Brno is synonymous with exhibitions. No wonder that 90% of the Czech population relate the city to exhibitions and trade shows.
- Brno is the Czech Republic’s No. 2 business city – a city of commerce, logistics, and education. The city’s six universities make Brno a knowledge hub for IT, biotech and medical research.
- Conveniently located, Brno is within easy reach of 5 Central European capitals: Prague, Vienna, Bratislava, Budapest, Ljubljana, and southern Poland.

www.brno.cz

BVV Trade Fairs Brno is a leading organizer of trade shows in Central Europe

- Hosts about 50 exhibition events a year.
- Registers 800 thousand visitors a year.
- Occupies a site on 630,823 sq m (6,790,122 sq ft).
- Provides a total gross exhibition area of 192,429 sq m (2,071,289 sq ft).
- Provides world class exhibition halls with net exhibition area of 66,122 sq m (711,731 sq ft).
- 13 multi-functional exhibition halls.
- The latest multi-functional hall P with 10,407 sq m (112,020 sq ft) of net exhibition space, added in June 2009, is the largest exhibition facility of its kind in Central Europe.
- Exhibition halls are equipped with A/C and WiFi internet.
- Accommodates 25,000–30,000 visitors a day; maximum up to 60,000.



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