

## Worldwide foundry industry exhibits its latest advances at GIFA

TABIRA Foundry Institute • July 2015

*Once again, Düsseldorf has been the center of world foundry industry along the intense five working days of the last edition of GIFA. One of the most important foundry trade fairs of the world, where the TABIRA Foundry Institute has taken part actively.*

The official summary delivered by Messe Düsseldorf, organizers of this "Bright World of Metals", is very positive. They emphasize especially the good marks on the exhibitors' and the visitors' side, as well as the increase in the fair internationalization, which now amounts to 56 percent at the visitors and 51 percent at the exhibitors.



Final figures of 78.000 participants from 120 countries mark the success of the joint proposal of the metallurgical trade fairs GIFA, METEC, THERMPROCESS and NEWCAST. The 2.214 exhibiting companies reported on numerous business transactions with customers from all over the world, confirming so they were in high spirits to invest. Two third of the visitors are directly involved in investment decisions in the top and middle management of their companies, so they attended the event with the necessary decision-making capacity regarding this issue.

In terms of country of origin, Asian region is the one which especially demands for European metallurgy and foundry technology in accordance with current requirements of the industry regarding the saving of energy and resources. On top of the international visitor ranking there are also experts from India, Italy, Turkey, France and China.



*Great attending success from Foundry industry professionals in this edition of GIFA*

In the words of Joachim Schäfer, Messe Düsseldorf Managing Director: *“The ‘Bright World of Metals’ shines brighter than ever. The atmosphere in the fair halls was excellent every day. The trade visitors really appreciated that complete machines and systems are presented here in Düsseldorf. Accordingly, the sales talks run extremely positive.”* This sensation from organizers is also perceived so by professional visitors, from global market leaders to companies specialized in niche technologies, who evaluated their participation at the fair as very satisfactory. All of them evaluated best marks for these fairs: up to 98 percent regarded their trade fair visit as good.

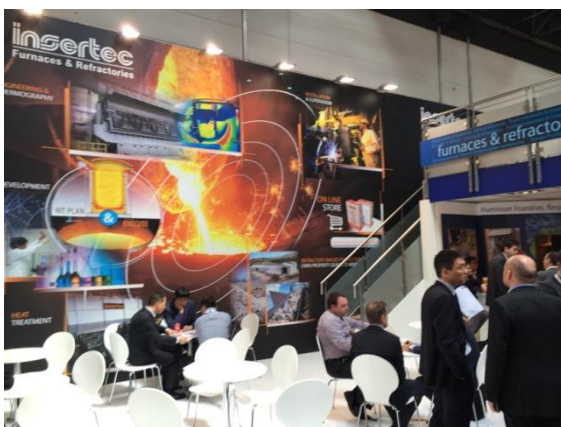
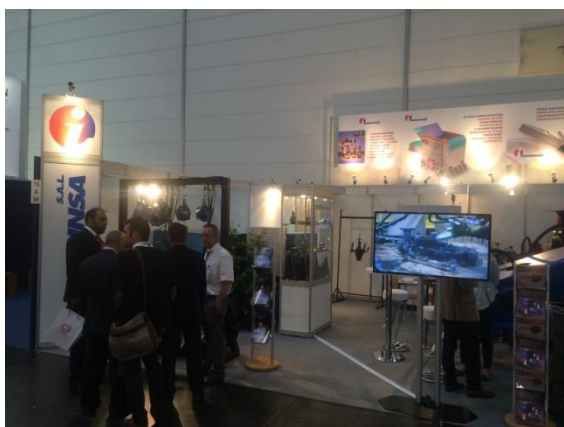
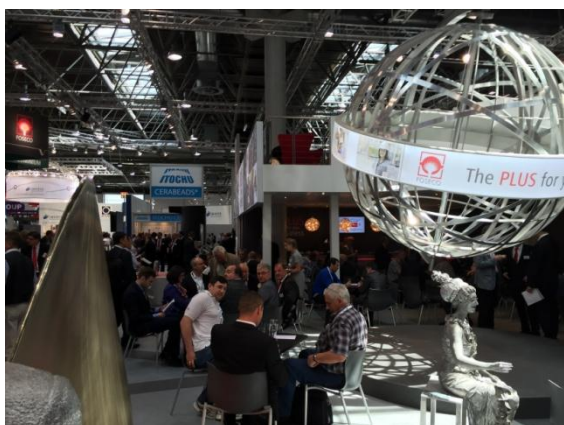


*A large number of castings, components and equipment were presented in the exhibit spaces of GIFA, allowing several trading agreements*



*The Fairs counted also with the celebration of parallel technical activities, like GIFA Technical Forum or NEWCAST Forum*

Spanish foundry industry and metallurgical sector have had a notable presence at the event, with a strong attendance from managers and technicians from these companies to the different fairs and proposed spaces. Special mention to the active presence of the TABIRA Foundry Institute's associate companies, which once again have counted on this global meeting as one of the most important events where to showcase their skills and technology, in a first level worldwide scenario. So, companies like ASK CHEMICALS, ELKEM, FOSECO, HERMANN OTTO SUDEROW, IK4-AZTERLAN, INDEFUNSA, INDUSTRIAL QUÍMICA del NALÓN, INSERTEC, J. J. LECETA & ASSOC., LINGOTES ESPECIALES and SUPERIOR GRAPHITE have had a strong presence within this international framework, either through its own stands or the active presence of their professional teams.



*Strong attendance from Spanish companies at GIFA, with an important presence of TABIRA Foundry Institute's associate members and collaborators*

The TABIRA Foundry Institute has participated actively in the technical proposals and working meetings organized by the World Foundry Organization (WFO) during GIFA 2015.

The WFO has had a significant and active presence in the framework offered by these joint trade fairs. In addition to having its own stand at the fair, which has been a meeting point for its 32 Member Countries, as well as a place for dissemination of technical information and a networking area with industry, this international body has celebrated in Germany some official working meetings, as well as its annual General Assembly.

As the technical representative of Spanish foundry industry within the WFO, the TABIRA Foundry Institute has supported the active presence of this organization from its stand, collaborating in disseminating the activity of this World Organization and facilitating the presence there of audiovisual materials and printed documentation showcasing the capabilities of Spanish industry, which visitors to GIFA have been able to gather over the course of the fair.



*WFO stand at GIFA, meeting point for its Member Countries, and a place from which information about Spanish foundry industry was disseminated*

The WFO General Assembly allowed working on several economic and operational issues focused on keep on building the future of this organization. This meeting, attended by a remarkable number of people from the organization, has allowed Tabira F.I. presenting the Spanish Foundry Industry Annual Report.



*The WFO General Assembly allowed working on several issues, including the presentation of progresses in the organization of the 72nd World Foundry Congress of Japan in 2016*

During that same day, the WFO organized an important technical Forum, an activity that takes place every two years alternating with the organization of the World Foundry Congress. The official programme of the event included keynotes and technical presentations from high-level and renowned professionals from industry. Special mention to the opening lecture by Jorge Fesch, CEO of Sakthi Portugal, who shared with the audience a very interesting presentation on the “Foundry of the Future”, showing some practical experiences of this important group in the way to get more advanced and competitive foundry plants.



*WFO Technical Forum opening conference at GIFA, by Mr. Jorge Fesch (Sakthi Group Portugal)*



*The Forum's programme included a remarkable number of high level conferences and speeches*

Thanks to ecoMetals campaign, the topics of energy efficiency and saving of resources were clearly in the focus of visitor's interest. According to Director Friedrich-Georg Kehrer: *"For the customer industries the recent technologies for the saving of resources and energy efficiency play a considerable role in placing investments. Companies distinguishing themselves in these aspects were in great demand as a visitors' target on the four fairs."* Thus, the companies presented their innovative technologies and got in direct contact with potential customers from all over the world.

The on-site informal assessment of exhibitors, confirmed by posterior evaluations from spokesmen of the exhibiting companies, allows confirming that these exactly met their target groups at the fairs. At the GIFA these were precisely the experts of ferric, steel and non-ferrous metal castings as well as of engineering. At the METEC the major visitor group traditionally came from iron and steel production together with plant engineering and construction, apparatus engineering and tool making. This is also valid for THERMPROCESS. Especially experts of automotive and gear manufacturing as well as of the ancillary industry came to NEWCAST but also visitors from engineering, apparatus engineering and tool making played a decisive role.



*The diversity in working fields and country origins of attendants allowed expositors to reach precisely their target groups*

These fairs have also had a positive impact on the economy of the host city, especially on high hotel occupancy rates in Düsseldorf and surrounding areas, as well as on the affluence of GIFA participants to the old town, searching for the best possibilities and facilities for a pleasant conclusion to the intense working days.

As a general conclusion, GIFA certifies again that it is an indispensable event for the foundry industry. In spite of all the communication media that are available nowadays, this event serves as a platform for numerous innovations that are presented for the first time, as well as for being a meeting point with international investors. This direct contact with customers serves also to understand better their demands and define appropriately the market tendencies.



*GIFA, meeting point for companies and their customers, both actual ones and potential investors*

In words of the spokesman of the general executive board of the federal association of the German casting industry (Bundesverband der Deutschen Gießerei-Industrie): *“The GIFA again demonstrated that it is the principal trade fair and the international venue of the casting industry.”*

An extraordinary framework and a worldwide technological reference, where the TABIRA Foundry Institute has participated actively with a very positive final assessment of carried out activities and meetings.

*Information source:*

*Messe Düsseldorf*

*World Foundry Organization (WFO)*

*Tabira Foundry Institute*