

productronica 2013 participant statements (in alphabetical order)

Ms Gakie Jodie Akiyama, CEO, Gaki Corporation, Japan

“productronica 2013 was an exciting show at which we got many new global projects.”

Michael Brianda, President, DEK, Switzerland

“Our stand has been very busy during the entire show – above all we have noticed an increase in visitors from other European countries. All of the key players are represented, but even more important is the fact that they are taking time for concrete business transactions. We use productronica to present our innovations, inform our customers about products and technological developments and pass on know-how. The fact that our customers feel comfortable is also important to us. Which makes productronica the perfect event.”

Giorgio Cacopardo, Sales Manager, Marsilli & Co. SpA, Italy

“productronica for us is one of the most important events for technology and processes. It also offers good opportunities to meet key companies for our business.”

Heinz Dommel, General Manager Global Account Electronic Applied Systems Dept., Hitachi High-Technologies Europe GmbH, Germany

“Despite the decreasing global share of producers for electronics in Europe, productronica is and will remain the most important hub for our industry.”

Frank van Erb, Director European Sales and Services, Vitronic Soltec BV, The Netherlands

“This year’s show has been great. The show was very well attended with quality discussions.”

Klaus A. Fahnenstich, Managing Director, Posalux GmbH, Germany

“For Posalux, productronica is the electronics industry’s most important trade fair in Europe. The PCB & EMS Marketplace in particular is a huge asset and has established itself as the most significant industry gathering.”

Klaus Gross, Managing Director, Fuji Machine Europe, Germany

"productronica 2013 was an outstanding event for us. Together with our global sales network, we had a number of concrete business meetings with customers from around the world. We even signed a major contract on the first day of the fair. It was four highly motivated and successful days at the fair for the entire Fuji family."

Meinrad Höfferer, Department Director Foreign Trade and EU. Chamber of Commerce, Carinthia, Austria

"For us, productronica is the perfect platform and has allowed us to establish "Electronics made in Carinthia" at the international level. The good mix of regular customers and new visitors as well the growing share of international participants and the quality of the visitors here are particularly noteworthy."

Ron Jakeman, Group Managing Director, Electrolub, United Kingdom

"Our new corporate look was unveiled at this year's productronica Show, and has proven to be the perfect launch pad. The reception from existing customers and new potential clients has been tremendous. The stand has been constantly busy and visitor expectations have been exceeded, with companies from around the world visiting our stand. We will be booking productronica 2015."

Günter Lauber, CEO, ASM Assembly Systems GmbH & Co. KG, Germany

"Seeing the full exhibition halls and the large share of visitors from outside Europe shows that, once again, this year's productronica has proven itself as the leading international trade fair for this industry. The number of visitors from Brazil and China at our stand this year was particularly high. Highlights included our panel discussions on the topics of Industry 4.0 and "Trends in the Automobile Industry". All in all, one could say that the results and our many customer meetings confirmed that putting our money on productronica again this year was a good decision."

Dr. Kurt Mann, Director International Sales, TRUMPF Laser- und Systemtechnik GmbH, Germany

“TRUMPF is very pleased with the results of productronica. Our visitor statistics are up over the last productronica. The larger share of new contacts is particularly pleasing – certainly a result of our products, and productronica is the perfect platform for their presentation.”

Konrad Nikisch, Director Marketing Communications and Managing Director Special Operations, Tyco Electronics AMP GmbH, Germany

“We had a surprisingly strong first day at this year's productronica. The quality of the trade visitors and the support from Messe München before, during and after the fair are particularly noteworthy.”

Volker Pape, Director, Viscom AG, Germany

“This kind of comprehensive presentation of the entire industry is only available at productronica. For us, it is the best foundation for presenting our systems to a broad-based audience. Above all the share of international trade visitors was up considerably.”

Michael Pawellek, Managing Director, Eltroplan, Germany

“Given the industry's increasing globalization, the growing share of international visitors is an asset for productronica. As far as the EMS segment is concerned, the PCB & EMS Marketplace in particular has increased in importance enormously: It has established itself as THE Marketplace for the industry at this entire event – in part due to the well attended lectures in the Speakers Corner.”

Barbara Saudino, Marketing and Documentation Manager, Seica SpA, Italy

“We had excellent feedback from the first day, with interesting contacts. We have never had a break and the impression is that visitor flows are higher than in 2011, also compared to electronica 2012. We consider productronica the most important industry event, not only in Europe but worldwide.”

Reiner Schmidt, Vice President Sales Director, Schunk Sonosystems GmbH, Germany

“productronica 2013 went very well for Schunk! The number and quality of the visitors at our stand was very high. We also had a large number of decision-makers from both the sales and the technology sectors and held some very promising discussions about future projects. Our personal highlight at this year's fair was that we celebrated our 100th anniversary at productronica. All in all, it was a successful event, and we definitely plan on being here again in 2015!”

Daniel Schmidt, Head of Marketing, Atotech Deutschland GmbH, Germany

“It was worthwhile and exceeded our expectations. The fair was a great success for us. Our stand was very busy on all four days of the fair, and we were able to present our new products to our target group. Customers and partners from throughout Europe as well as Russia and Asia found their way to us. Just like the old days, we even had concrete customer orders.”

Christoph Schüpbach, CEO, Schleuniger Group, Switzerland

“We had a large number of good contacts with European key accounts at this year's productronica. The fair confirmed that the investment climate for 2014 is positive. It also showed that the trend toward automotive and software solutions for networking production resources remains strong. Having productronica focus strongly on Industry 4.0 was important.”

Britta Schulz, Senior Vice President Rapid PCB Prototyping, LPKF Laser & Electronics AG, Germany

“productronica is an outstanding event. Our exhibition stand was always very busy, and we had plenty of visitors from abroad. We always find the right target group for our products at productronica. The quality of trade visitors is very high. For LPKF, productronica is the most important trade fair in the world.”

Dave Sellers, Area Sales Manager, Besi Austria GmbH, Austria

“Again – a good exhibition with plenty of traffic through the booth. Enough marketing before the show has definitely raised awareness.”

Hanno Steinzen, Deputy Sales Director, HÜBERS Verfahrenstechnik Maschinenbau GmbH, Germany

“We are very satisfied with our exhibit. Compared to 2011, the number of customers at our stand was up considerably. Visitors came to the fair with concrete questions. We notice that more investments are being made on the market again, which has a positive effect on our project work.”

Shigeki Uchiyama, CEO, UMC Electronics Co., Ltd., Japan

“As the representative of a leading Japanese EMS company, this was my first time at productronica. It is a great opportunity for us to show presence in the EU market and become a well-known EMS brand globally. We had many and very meaningful meetings with high-level professionals from the industry during productronica 2013.”

Michel van de Vijver, General Manager, Nordson Asymtek, The Netherlands

“productronica is still the place to be. Although the trade shows’ intentions have been changed over the years, the networking and exchanging ideas with the market leaders at a place like productronica is still of high value for the future of the industry.”