



No. 5e
Munich, September 18, 2015
Press Release

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oils+fats 2015 — Testimonials

Günter Simon, Managing Director of the HF Group and Chairman of the Advisory Board of oils+fats: “Overall this was a very professional event. The atmosphere and the organization were good, and the Bavarian Evening was a big hit. Everybody was in a good mood. And the quality of the booths improved once more. We weren’t overwhelmed with visitors to our booth on the three days of the fair, but the talks we had were of very good quality. We were also confronted with specific projects that we hadn’t known about before. For this reason alone it was well worth our time exhibiting here. Our visitors came above all from western and southeastern Europe, and among them were many new faces.”

Dr. Frank Amonit, Managing Director, Euro Fed Lipid: “This year’s focus on deep frying gave an added boost to the profile and attractiveness of oils+fats. The participants in the 8th International Symposium on Deep Frying and also the exhibitors at the joint stand on deep frying were very happy with the combination of trade fair and symposium. Companies who weren’t at oils+fats are just leaving the business to the competition.”

Tommaso Tori, Area Sales Manager, Andreotti Impianti, Italy: “oils+fats attracts the decision-makers in the sector, so for us this trade fair is a must. We can present ourselves here to the trade visitors. The international spread is very impressive: we had interest from all over Europe, but also from Russia and even Bangladesh. We will definitely be represented again at oils+fats 2017.”

Gunter Börner, Director Marketing & Innovation, B+B Engineering: “oils+fats is important and essential for us. We had substantial talks with high-caliber customers, some of these talks resulted in orders. Very generally this event again moved a step forward, also in terms of the design and presentation of the booths. We must further expand oils+fats bit by bit, even though our segment of industry is quite small. We should definitely keep to the two-year cycle.”

Dr. Klaus Schurz and Markus Schmidl, Clariant: “Many customers came to us with specific inquiries. We had intensive talks on specialist issues, including with people you don’t otherwise get to meet. There were experienced technical people among them as well as the next generation. This was an interested international clientèle, from Eastern Europe, but also from China. The oils+fats industry is a niche sector, and the number of market participants is modest.

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oil+fats offers a good chance to talk to the entire sector, and also to other exhibitors. The organization of the fair has always been perfect.”

Jan Utratil, Senior Sales Manager, Farnet, Czech Republic: “We have been with oil+fats from the beginning. What we particularly like about this small event is the focus on the sector and the high quality of the visitors, some of whom travel here from the Czech and Slovak Republics. Everyone who is involved in this segment, just has to come to oil+fats!”

Klaus-Peter Eickhoff, Director Renewable Resources, GEA Westfalia Separator: “We had good talks at our booth, including with plant managers who are looking for ways to optimize their facilities. Together you can then uncover new possibilities. For that oil+fats, with its family atmosphere, is a good platform, even though we would have preferred to see a few more visitors. Overall oil+fats is always worth our time, and especially so because, as a machine supplier, some of our customers are among the exhibitors. In an informal atmosphere, in particular at the Bavarian Evening, you get talking to people you wouldn’t otherwise have met.”

Tim Ilchmann, Managing Director, Ilchmann Fördertechnik: “As a first-time exhibitor, we were extremely positively surprised by oil+fats. There were many end customers here and the networking with other exhibitors was very good. We also had excellent-quality talks with potential customers from South Africa and Argentina. In 2017 we will definitely be back again, perhaps with an even bigger booth.”

Reinhard Pudelko, Area Sales Manager Food & Chemicals Industry Filtration, MAHLE Industry: “We are always at oil+fats and we like coming here. As a supplier of edible oils, we find that this trade fair is a must! It is well organized and it attracts an international trade audience which we very much appreciate. The quality of the visitors is high and it’s good not only for intensifying existing contacts but also for holding targeted talks with potential new customers. That’s just how it should be. In 2017 it’s 100% certain that we will be back again!”

Anik Roy, Head of Marketing, Mectech Process Engineers Private Limited, India: “Our goal is to establish a foothold on the European market. oil+fats provides us with the right platform to get closer to achieving this goal. The high quality of the visitors was most impressive to us: Here we were able to make new contacts and meet the decision-makers in the sector!”

Sascha Renye, Manager Sales, Solex Thermal Science, Canada: “For us the highlight at oil+fats was meeting lots of important and high-caliber customers. This trade event has proven to be very valuable for our company as we have been able to welcome here trade professionals from Russia, Romania, Bulgaria,



Indonesia, the US and many other countries. In 2017 we will most probably be taking part again in this fair.”

Dr. Bernhard Widmann, Head of the Technology and Support Centre (TFZ) in the Competence Centre for Renewable Resources: “Those who weren’t here, really did miss something: oils+fats is THE international platform for all trade experts and suppliers in the segment of vegetable and animal oils and fats. The entire process chain is covered and the “Science meets Industry” innovation platform ensures the all-important transfer of innovations. The exhibitors and visitors at this trade fair are of an excellent standard! The focus here is on exchange between experts.”

See Press Release no. 6 for the Closing Report to oils+fats 2015.

Further information: www.oils-and-fats.com

Photos from oils+fats are available in our [photo gallery](#).

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Messe München

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