

Exhibitor and visitor reactions to EMO Hannover 2019

Exhibitors in Hall 2

Lathes / Milling machines – Machining centers – Flexible manufacturing

Christian Thönes, Chairman of the Executive Board at DMG Mori

Aktiengesellschaft, DMG Mori AG, Bielefeld, Germany:

“Our many discussions with customers at EMO 2019 in Hannover revealed that a focus on the holistic process chain, including digital services, creates the relevant added value for customers. DMG Mori is strengthening this focus by offering 29 automation solutions and 30 digital innovations. DMG Mori provides a fundamental cornerstone by ensuring the connectivity of all systems. I am delighted with the success of the umati open standard, because it enables our customers to connect even more easily than before.”

Exhibitors in Hall 3

Precision tools

Gerhard Glanz, CEO, Röhms GmbH, Sontheim, Germany:

“As a globally active manufacturer of high-precision clamping and gripping solutions, no other trade fair for our industry is as international as EMO. Here, we meet our existing customers at a single location and can generate new leads. And what's more, EMO combines two things: we can initiate business and exchange information on the latest machining trends at the same time.”

Elke Aurand, General Manager, Dormer Pramet Germany, Pramet Tools, s.r.o.,

Sumperk, Czech Republic:

“EMO 2019 has been the ideal stage for us to showcase our expertise and product range in a variety of segments, including railway, heavy machining and general engineering. This

year our focus has been to share our knowledge with new and existing customers, talking with them about their application needs and challenges. EMO 2019 has provided an opportunity for us to reach many people from around the world and demonstrate we are by their side.”

Exhibitors in Hall 4

Precision tools

Günter Hofmann, Member of Executive Management, Jongen Werkzeugtechnik GmbH, Willich, Germany:

“EMO 2019 in Hannover gave us an opportunity to meet current customers and new prospects not just from Europe, but from all over the world. As in the past, the caliber of our visitors was very high. We were able to meet professionals here who know what they were talking about. Despite the slightly downbeat mood in the marketplace, the frame of mind at EMO 2019 was positive, among exhibitors as well as attendees. We presented four new products here because EMO 2019, given its comprehensive program and the strong attendance from abroad, offered the perfect showcase for innovations.”

Exhibitors in Hall 5

Precision tools

Peter Wagner, Head of Sales in Northeast Germany, Meusburger Georg GmbH & Co. KG, Wolfurt, Austria:

“As an internationally leading manufacturer of high-quality products for tool & die and machine construction, we could not afford to miss EMO 2019 in Hannover. Here we were able to demonstrate to an highly international audience the way we support our customers along the entire supply chain to ensure their success. The discussions we held here in Hannover have filled us with confidence, even though the industry as a whole is facing some major challenges. But it is precisely then that it is important to have a presence – and EMO is of course ideally suited for this. With its good organization and clear concept, EMO 2019 in Hannover once again guaranteed a high degree of satisfaction with our appearance at the fair.”

Lothar Horn, Managing Director, Paul Horn GmbH, Tübingen, Germany:

“EMO 2019 in Hannover got off to a flying start. From the very first day, we recorded an above-average number of visitors at our stand. Day two and three even managed to top those positive impressions. This year’s EMO once again generated fresh momentum for innovations. The tradeshow’s motto of 'Smart Technologies driving tomorrows production' is reflected with us at Horn in the area of dynamic measuring technology in the tool holder. Here, in cooperation with Kistler, a piezo sensor is used to take the pressure, force, torque and acceleration into account. This sensor measures even the lowest chip removal forces with high resolution and can thus help to reduce the number of rejects and increase quality at the same time.”

Exhibitors in Hall 6

Precision tools / Measuring technology and quality assurance / Tool grinding machines / Components / Coolants and lubricants – Disposal – Accessories / Safety and environment

Damien Wunderlin, Sales & Marketing Director | Member of the Executive Board, Rollomatic SA, Le Landeron, Switzerland:

“We are coming to Hannover for EMO 2019 because it is a crucial trade fair for our company. For us, the highly international character of EMO, which was once again confirmed this year, is particularly important. This is where we meet our customers – including potential customers – from the United States and Asia. EMO 2019 in Hannover was once again ideally organised by VDW, and now we are eager to see what will happen to the numerous worthwhile discussions we held here. We have already successfully implemented a number of projects here in Hannover.”

Marie-Sophie Maier-Wember, Geschäftsführerin, Haas Schleifmaschinen GmbH, Trossingen, Germany:

“At EMO 2019, we were particularly pleased at the increased rate of attendance from abroad. We met many customers in Hannover and took advantage of the opportunity for good discussions. In addition, we were able to generate many promising new leads. Both the visitor frequency at our trade fair stand and the quality of contacts were very good at EMO 2019, and the positive visitor response to the highlights of our trade fair

presentation was also striking. These included a grinding simulation and an industry 4.0 application. The application possibilities of our machines from the Multigrind series also met with lively interest, the spectrum here ranged from roller peeling wheels to flat jaws, boring plates and slotting wheels to the complete machining of threads.”

Dr. Stefan Brand, Managing Director of the Vollmer Group, Vollmer Werke Maschinenfabrik GmbH, Biberach an der Riss, Germany:

“From the very first days of EMO 2019 in Hannover, it was clear that our machine concepts were drawing the interest of customers from the metalworking industry. Flexible solutions for process optimization and automation are in demand, and we are serving this demand with our new machines. Our visitors also revealed an enhanced interest in Industry 4.0. Our discussions were more thorough and this exchange with customers and other manufacturers concerning IoT is important. Which is why Vollmer fully supports the umati industry initiative. For the first time, umati provides the basis for manufacturer-independent communication for connecting machines, automation and overarching company software. Today Vollmer sells four out of five machines abroad. The highly international makeup of EMO visitors therefore didn’t come as a surprise. Visitors from neighboring European countries and the Americas, but particularly from Asia, resulted in a busy and extremely global atmosphere at our stand.”

Exhibitors in Hall 8

Mechanical components – Disposal / Industrial electronics – Robotics – Industry 4.0

Lukas Czaja, Head of Machine Tools Industry Management, igus GmbH, Cologne, Germany:

“We consider EMO to be the world’s most important trade fair for the machine tool segment. EMO 2019 in Hannover once again clearly demonstrated that no other event offers as much internationality, as many qualified visitors and as many concrete queries. At EMO Hannover 2019, we noticed that plastics are increasingly becoming the center of attention at the heart of metalworking. Because our solutions help reduce process costs, increase machine safety and reduce maintenance costs. In our new Hall 8 we are again in the immediate vicinity of our partner Fanuc in Hall 9, where Fanuc presented its new open

industrial IoT platform, which can connect production machines from all manufacturers via a local network topology and thus enable comprehensive data analysis of the entire process chain. For this new system, we at igus have developed a smart plastics app, which we were able to demonstrate to the visitors of EMO 2019 at the Fanuc booth. The interest in it as well as in many other of our topics was extremely high and we are looking forward to numerous concrete inquiries.”

Werner Mäurer, Managing Director, Hiwin GmbH, Offenburg, Germany:

“As a drive specialist, we came to EMO Hannover 2019 with a host of innovations. For example, we presented a widely acclaimed solution for the benefit of designers who repeatedly encounter the challenge of the thermal decoupling of drive components from the machine body when developing machine tools. For this purpose, the LMF linear motor series, which has been available for a long time, was extended by precision cooling for stator and motor. Against the background of the highly international character of EMO and the decision-making authority of its visitors – two aspects that are definitely unrivalled in this segment – our appearance at EMO 2019 in Hannover went without saying. We were once again able to hold fruitful discussions and are eager to see exactly how this is going to develop. The industry is facing some major challenges, which is one of the reasons why an event that brings together the key market players from all over the world is of such significance.”

Stefan Euchner, Managing Director, Euchener GmbH + Co. KG, Leinfelden-Echterdingen, Germany:

“As a specialist for industrial safety solutions and automation, we have deep roots in the machine tool industry. This was demonstrated at EMO 2019 in Hannover by the numerous applications of our long-standing customers. The trade fair accordingly had a high priority for us. EMO 2019 provided us with a fine opportunity to sample the mood in the industry. We were able to hold lots of discussions, partially fielding concrete order queries from current and potential customers. We are known in the industry as innovation drivers in industrial safety engineering and automation. That is why, in addition to our comprehensive product portfolio, our latest developments such as the MGB safety gate

system and the CTM door locking mechanism for small machines and systems met with strong interest.”

Exhibitors in Hall 9

Industrial electronics – Robotics – Industry 4.0 / Software / Additive manufacturing /

Dr. Wolfgang Heuring, CEO Motion Control, Siemens Digital Industries, Siemens AG, Erlangen, Germany:

“Digitalization in Machine Tool Manufacturing – Thinking Ahead!’ That was the motto for our appearance at EMO 2019 in Hannover. Our dialogue with our customers at the fair revealed that digitalization and the use of data and its transformation into useful knowledge are the key drivers for innovation, increased productivity and faster time-to-market. Technologies like digital gemini, edge and cloud computing and artificial intelligence were the focus of attention. The level of visitor interest at our stand this year was incredible. We are delighted at the way things have gone. It shows us that EMO once again has fully lived up to its claim as a future-oriented platform for the machine tool industry.”

Günter Böhning, Managing Director, vectorcam GmbH, Paderborn, Germany:

“EMO 2019 in Hannover was a place for promising conversations and ideas. The response to our trade fair appearance was extremely positive. EMO, which was once again superbly organized – from the set-up phase to social media interaction – remains an integral part of our business calendar. We greatly appreciated the fine interaction with the trade fair team here in Hannover. Due to its high quality and reach, EMO represents a key networking hub for vectorcam and our customers – including potential customers! The atmosphere was excellent in every regard.”

Volker Nesenhöner, CEO, Open Mind Technologies AG, Wessling, Germany:

“For Open Mind, EMO Hannover, the world's leading metalworking fair, has long been an integral part of our trade fair calendar. This year as well, Hannover-based EMO turned out to be a great success. For us as an internationally leading manufacturer of CAD/CAM software, EMO always represents the ideal platform for us to present our innovations and

latest technologies before an audience of manufacturing specialists. We have been faithfully implementing this year's EMO motto of 'Smart technologies driving tomorrow's production' for years and we provide our customers with technologies for the digitalization and intelligent connectivity of production, all in keeping with Industry 4.0."

Exhibitors in Hall 11

Grinding machines – Surface technology – Honing, lapping, polishing machines – Heat treatment

Iwan von Rotz, CEO, Tschudin AG, Grenchen, Switzerland:

"We chose EMO to launch our new Tschudin Cube 350 because, as the world's premier machine tool exhibition, it was the ideal platform for us! We were extremely happy to welcome numerous visitors from around the globe to our stand, who expressed great interest in our new centerless grinding machine! So EMO represents the best opportunity for Tschudin to take the pulse of the industry and promote our innovations worldwide."

Ben Scherr, Managing Director, Tecno.team GmbH, Kirchentellinsfurt, Germany:

"EMO 2019 in Hannover once again afforded us a superb opportunity to present our innovations in the field of grinding and milling, establish valuable contacts and meet long-standing partners. The quality of our discussions was even better than at EMO 2017. We had more decision-makers at our stand. We are enthusiastic about the innovative spirit of the companies and the technical advances presented in the industry. Only people who can look ahead and think will be able to shape the future."

Patrizia Ghiringhelli, Joint Managing Director, Rettificatrici Ghiringhelli S.p.a., Luino (VA), Italy:

"We met many customers here at EMO 2019 in Hannover, primarily from Germany of course, but also from France, Eastern Europe and Russia. The highly international nature of EMO makes it special for us – in addition to the German market, which is also key – and this was once again clearly demonstrated. We also appreciate the fine organization of EMO by the producers, which is all the more impressive when you consider the enormous

size of the fair. Indeed, the character of EMO 2019 ensured we were able to make many new interesting contacts there, which infuses us with great optimism for the future.”

Exhibitors in Hall 12

Lathes / Milling machines – Machining centers – Flexible manufacturing

Christian Grob, Chairperson of the Supervisory Board, Grob-Werke GmbH & Co. KG, Mindelheim, Germany:

“EMO 2019 in Hannover has gone very well for us. We had plenty of queries, and even closed some deals during the event. But we are concerned about the downward economic trends worldwide and political turbulence created by things like the trade war between the Americans and the Chinese and the imminent prospect of Brexit. We are facing the biggest paradigm shift in history in the automotive industry, but believe we are well positioned to meet this challenge with our development expertise in electromobility.”

Udo Hipp, Marketing Director, Maschinenfabrik Berthold Hermle AG, Gosheim, Germany:

“In spite of the many imponderables on the international stage and some initial gray clouds on the economic horizon, we were able to welcome a lot of visitors to our stand even by the end of the second day. Strong visitor numbers from all around the world have confirmed EMO’s status as the flagship fair for our industry. Thematically the focus is obviously on machines, with digitalization and automation also gathering major momentum.”

Dr. Markus Flik, Chairman of the Board of Management, Chiron Group SE, Tuttlingen, Germany:

“The focus of our displays at EMO 2019 in Hannover as Chiron Group has been on lightweight construction, our digital SmartLine systems and our new ‘LifetimeSolutions’ service concept. Our discussions with customers have revealed that these topics are right on target. Our Chiron DZ 25 P five-axis machine is a world first, setting new standards in the dual-spindle machining of large, complex structural components.”

Matthias Funk, CEO, Hedelius Vertriebsgesellschaft mbH, Meppen, Germany:

“For EMO 2019 in Hannover we decided to optimize our design concept, and to occupy approximately 100 m² more display space than in 2017. We also switched to a better stand location. As always, the organizer VDW gave us all the professional support we needed to do that. These changes have been a complete success, since we have welcomed significantly more visitors at our stand than in 2017. But we are also very happy with EMO 2019 in qualitative terms. We’ve had a lot of discussions focusing on specific customer requirements. Many users are carefully considering the capital expenditures they need to best position themselves for the future, once we are through this period, which is now being referred to as a crisis. We even sold some machines right here at EMO 2019, which is obviously very pleasing. For many of our customers, being at EMO gives them the confidence they need to place an order – because here they can compare all the options and the available range, and make their decision. We sell technical capital goods, where being able to see and touch the product is often very important. The customer can then be absolutely clear on the size of the machine, because space is at a premium in almost every business these days. For all these reasons, EMO 2019 with all its multiple facets has again been ideal for us, and it confirms the unique benefits people get from attending a trade fair.”

Matthias Schmidt, Director of Sales and Marketing, OPS-Ingessoll

Funkenerosion GmbH, Burbach, Germany:

“After a fairly slow start for us on Monday, EMO 2019 in Hannover gathered momentum later on. The number and caliber of trade visitors has been good. In spite of the difficult market environment at the moment, everyone is confident that at least next year the economy will improve. We have been impressed with the unusually high percentage of visitors from abroad, which is also very positive for EMO.”

Olaf Furtmeier, Managing Director, Burkhardt+Weber Fertigungssysteme GmbH, Reutlingen, Germany:

“By being here at EMO 2019 in Hannover we were definitely where we needed to be to hear and get a sense of what our customers are looking for. EMO is our communication base and our channel for maintaining and increasing our international contacts, and it

confirms for us that there are plenty of challenging projects that need the Burkhardt+Weber machine concept, individual projects that do not depend on the automotive industry.”

Exhibitors in Hall 13

Milling machines – Machining centers – Flexible manufacturing / Electrical discharge machining

Rafael Idigoras, Managing Director, Soraluce S.Coop., Bergara (Gipuzkoa), Spanien:

“EMO 2019 was the most important staging of Soraluce ever at EMO. We had the largest stand in the milling machine hall, Hall 3, on 900 m² of display space, featuring three state-of-the-art machines, seven leading-edge technologies and eight live demonstrations. “Once again the EMO fair has proven to be a unique opportunity for doing international business; we are getting visitors from all over the world. Through the EMO fair, we seek to improve our brand positioning internationally, being at the forefront of technology and services. We are able to confirm 30% more visits than at the previous edition of the event. We have exceeded our expectations. EMO Hannover 2019 has been highly successful for us, particularly regarding the worldwide presentation of the Soraluce portal family.”

Thomas Ulrich, Branch Manager, Pama GmbH Werkzeugmaschinen, Pama S.p.A., Rovereto, Italy:

“Our company Pama, based in Rovereto, Italy, has had consistently good success from appearing at EMO, and that was once again the case here at EMO 2019 in Hannover. So we used this year’s EMO, because of its strong international profile, to introduce the world to our latest machining center. As expected, EMO 2019 in Hannover has been the ideal event for the market launch of the largest model in our VMT range. Our international visitors were particularly impressed with the new design developed in cooperation with the internationally renowned Italian design house Pininfarina.”

José Nicolás-Correa, President of the Nicolás Correa Group, Nicolás Correa S.A, Burgos, Spain:

“At 11:30 a.m. on the first day of EMO 2019 in Hannover, it was time for the world premiere of our new milling machines, and as expected, the presentation was a complete success. EMO 2019 in Hannover was our ideal place for the market launch of our new generation machines, designed for the machining challenges of the future. The innovative design of these machines successfully combines the proven precision and robustness of Correa machines with the very latest technology. We had more than 100 people at our stand in Hall 13 for the premiere, to see a live demonstration of the performance qualities of the new machines. This outstanding start to the event was followed by further successful days here in Hannover, so we can look back on EMO 2019 in Hannover with a lot of satisfaction.”

Exhibitors in Hall 14

Lathes / Milling machines – Machining centers – Flexible manufacturing

Ralph Christnacht, Vice President for Global Sales, FFG Werke GmbH, Eislingen, Germany:

“FFG sees EMO as our most important marketplace, both within Germany and internationally. As a turnkey specialist, we really value the international audience of exhibitors and visitors that EMO provides. As well as providing a chance to get together with our partners, being here at EMO enables us to talk to longstanding key customers and recruit new ones. In a rapidly changing environment, particularly in the automotive and powertrain sector, EMO 2019 in Hannover has provided a venue for sharing information and expertise at the highest level. We particularly appreciate the commitment to extending the use of marketing channels on social media.”

Halle 25

Young People’s Special Display

Andre Wilms, Manager for Northern Germany, Young Mechanical Engineers' Foundation, Bielefeld, Germany:

“EMO Hannover has been a complete success for the Young Mechanical Engineers' Foundation – during the week we were able to explain to more than 4,000 young men and women why a degree in mechanical engineering can result in an exciting career. The highlight of this special display was definitely the process chain, where we were able to show students the diverse range of engineering occupations involved, from the initial idea to the finished product. And even better, we managed to recruit a lot of new educators and teachers for the activities, services, programs and products supported by the Young Mechanical Engineers' Foundation.”

Hall 26

Gear cutting machines / Lathes / Milling machines – Machining centers – Flexible manufacturing

Dr.-Ing. Christian Lang, general manager, Liebherr-Verzahntechnik GmbH, Kempten, Germany:

“In comparison with EMO 2017, firms are clearly more reluctant to commit themselves, given the general uncertainty over where the market is heading. But our discussions with customers at the stand have still been substantive and very promising for the future. The striking feature of this year's event is the increased presence of exhibitors from the Asian market.”

Exhibitors in Hall 27

Lathes / Milling machines – Machining centers – Flexible manufacturing

Steven Craenen, Marketing Manager, RoboJob NV, Heist-op-den-Berg, Belgium:

“Even the first few days of EMO 2019 in Hannover were better than expected from our point of view, with big visitor numbers not only from Germany, but also from Europe and indeed all around the world. Our RoboJob Tower as a revolutionary total solution for the loading and unloading of CNC lathes and milling machines or lathe/milling combinations

was a major drawing card in Hall 27, which helped to make our third appearance at EMO a real success.”

Dieter Neschen, CEO, GLM-Service u. Vertrieb GmbH & Co. KG, Grefrath, Germany:

“As one of the largest dealers in Doosan machine tools in Germany, we discovered at EMO 2019 in Hannover that there is perhaps a downturn at the moment in the machining industry, but not in all sectors. Here in Hannover we have demonstrated how combining Doosan machine tools and customized automation to create a smart factory is an option for managing the current situation in the mechanical engineering industry.”

Steffen Rademacher, Product and Marketing Manager, Hwacheon Machinery Europe GmbH, Bochum, Germany:

“Our innovative product enhancements and additional equipment presented here at EMO 2019 in Hannover and our range of machine tools have attracted interest from visitors from all around the world. For us as a South Korean company, by being at EMO we are able to reach more than just the European market, because the strong international profile of EMO combined with our broad portfolio of solutions gives Hwacheon access to markets all around the world. We are more than satisfied with the quality of the discussions we have had at EMO 2019, and look forward to seeing what comes of them. All this is thanks to the favorable environment created here in Hannover by the event organizer VDW.”

Visitor reactions 1-10 on EMO Hannover 2019

Daniel Vennari, Manager Sales & Support, Rotoflux Deutschland GmbH, Brühl (Baden), Germany:

“As Manager for Sales & Support at Rotoflux Deutschland GmbH, which designs, develops and produces rotary unions for all kinds of applications, I am here at EMO 2019 in

Hannover for two main reasons: to visit our partners and have discussions with them, on new product developments, for example; and to find and recruit new customers. I come to every EMO, simply because it's an investment that always pays off. My impression of this year's EMO is again very positive – the mood is very good, in spite of the somewhat complicated situation in the market. The companies that are important for our business are here. Another thing I really like about EMO is the excellent signage to help visitors find their way around the complex – the site maps are very good, for example, which is useful given the huge variety of exhibits at EMO. And if you book early enough, you can even get good accommodation near the exhibition center."

**Kiyokazu Sugiyama, Machining Engineering Group, Nissan Motor Co., Ltd.,
Yokohama, Japan:**

"EMO 2019 in Hannover, where we have been for three full days so far, is an ideal way for us to get a comprehensive overview of what is happening in the automotive sector. Two years ago we made our capital investment decisions and signed deals for new technology on the spot at EMO. But this year we are in Hannover mainly to find out what is happening, and then we may make investment decisions downstream from EMO 2019. Naturally there is also a wide range of production systems and machine tools available on the Japanese market, but we want to get a direct comparison with the range on the world market. That's why EMO is so important for us, particularly given the challenges we will be facing during the transition in drive technologies from the internal combustion engine to electromobility."

**Riejanne van Dijk, Marketing Manager, Dymato B.V., Veenendaal, the
Netherlands:**

"I and my colleagues from the Dutch company Dymato have been at EMO 2019 in Hannover for four days now. We supply some leading brands of metalworking machines, such as Hyundai Wia, Hanwha, Mitsubishi, Röders and Hegenscheidt, so obviously it is great to be able to meet up with all these suppliers at a single event. Networking is absolutely my top priority here. Meeting partners face to face and exchanging ideas on new developments is my main reason for being here in Hannover. EMO is definitely our most important trade fair worldwide for that reason – literally everyone that is important

to our business is here. This year I have been particularly interested in the *umati* standard interface, which is a really exciting prospect for our company.”

Robert Horn, Sales/Technical Support, PWK Knöbber GmbH & Co. Handels KG (PVZ Gruppe), Kassel, Germany:

“I am here at EMO 2019 in Hannover on my customers’ behalf. We are dealers of high-quality precision tools for mechanical engineering and the component supplier industry, specializing in metal cutting. EMO 2019 in Hannover was a compulsory item on our calendar, because this is where we can find out about the latest developments and also meet up with our many contacts. We decided against actually making purchases at EMO this time around.”

Kenneth Tan, Publisher/Managing Director, Eastern Trade Media PTE LTD, Singapore:

“I am here at EMO 2019 in Hannover for Asia Pacific Metalworking Equipment News (Apmen). As a leading magazine, we keep our readership of around 10,000 metalworking specialists up-to-date with the latest industry developments as well as technology and market trends involving machine tools, metalworking, measuring technology and production software. EMO is really important to me, and I never miss it, partly because of the special character of the event. At EMO 2019 there has been a clear sense that companies are aware of the imminent threat of a recession. But you can also see that most of them are well-equipped to deal with the situation, and have identified niche markets where they can continue to be successful.”

Antonio Lopes, Industrial Engineering/Special Products/Tubes and Profiles, KME Germany GmbH & Co. KG, Osnabrück, Germany:

“For KME, one of the world’s largest manufacturers of copper and copper alloy products, I am using EMO 2019 Hannover as an opportunity to visit our suppliers. Ahead of EMO 2019 we started buying from an Italian company, and then I found my contact person was going to be here for the whole week, so it was an ideal chance to meet him. And obviously EMO gives you a good insight into the latest developments – this is the perfect way to get an overview and find out what’s happening.”

Gebhard Debor, Manufacturing Manager, Linde Hydraulics GmbH & Co. KG, Aschaffenburg, Germany:

“I am here at EMO 2019 in Hannover for two days, to get a up-close view of the machine that is about to be delivered to us. Also, within the wide range of offerings here at EMO, I am looking for a supplier to meet a very specific machine requirement we have. If I find what I am looking for, my colleagues and I could well be prepared to talk business with that supplier. And EMO is always a great way to see whether there is something you could be doing better. This year’s EMO seems to have attracted an amazing number of attendees, even more than two years ago as far as I can see, and the mood among both attendees and exhibitors generally appears to be very positive.”

Joanna Wu, International Trade Manager, Hangzhou Zhijiang Magnetics Co., Ltd., Hangzhou, China:

“This is my first EMO, and my initial impression is the sheer scale of this fair. I have come here to Hannover from China to look for joint venture possibilities for our company, Hangzhou Zhijiang Magnetics. We are a high-tech company specializing in cast alnico permanent magnets and samarium-cobalt magnets. Our alnico magnets and magnet assemblies are provided with manufacturing equipment and inspection systems that are useful for many applications, not least in mechanical engineering, automation and the automotive industry. I am using this fair as an opportunity to find potential partners, so the enormous range of products here at EMO 2019 in Hannover is exactly what I need.”

Valentin Pongratz, precision machinist, Kern Metallbau Gbr, Tillbach, Germany:

“I am a precision machinist, and I work for Kern Metallbau in Lower Bavaria, Germany. From simple die stamping through to complex special machines, we forge and assemble according to our customers’ requests for just about anything which needs to withstand heavy loads over long periods. I have come to EMO 2019 Hannover to select a 3-axis lathe for our company. I’m just finding out what is available, then my boss will make the final purchase decision – he wasn’t able to come to Hannover with me. But anyway, EMO has been ideal for this purpose, because I managed to find what we were looking for!”

Tajinder Singh, Managing Partner, Telentire Inc., Ludhiana, India:

“My company, Telentire Inc. is committed to meeting our customers’ expectations as an exporter and importer of metal components. To do that successfully, we come to EMO, which is our most important trade fair worldwide. It covers the global market, and is flawlessly organized. We have come to EMO 2019 in Hannover with specific buying intentions. We are also meeting with longstanding partners and looking around to see the latest developments. The important thing for us is quality, and we really value the opportunity to check that for our customers and make comprehensive, detailed comparisons.”