



Trade Fair and Forum for Industrial  
Heating and Cooling Technology

EXHIBITOR INFORMATION

**Dusseldorf Fair Ground, 03/30 - 04/01/2020**

**parallel to**



International Tube and Pipe Trade Fair  
Internationale Rohr-Fachmesse

**30 March - 03 April 2020**

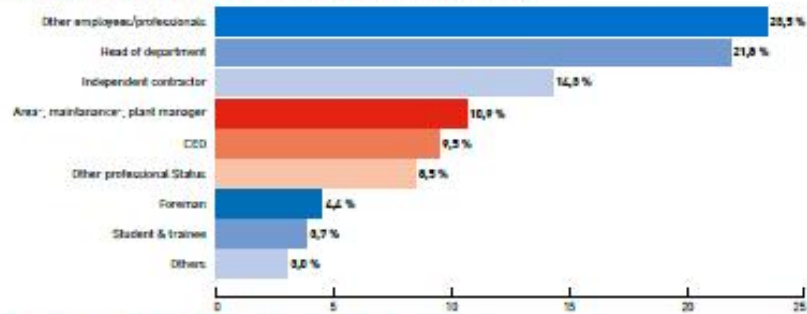
[www.wire.de](http://www.wire.de) | [www.tube.de](http://www.tube.de)



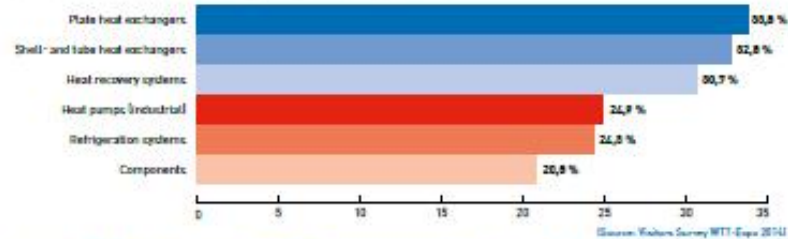
COMPACT  
FOCUSSED  
EFFICIENT



### Function of the WTT-Expo visitors in their companys:



### The visitors of the WTT-Expo are interested in:



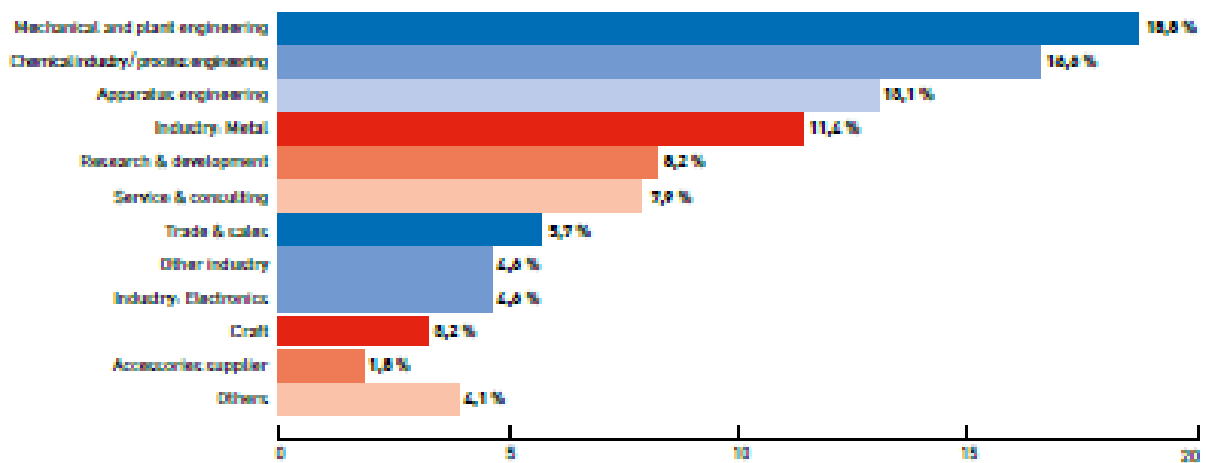
Source: Wülfers Survey WTT-Expo 2010



### Meet your Target Groups at WTT-Expo:

- > Independent contractors and CEOs
- > Technical purchaser
- > Plant and department managers
- > Developers & designers
- > Maintenance & repair technicians
- > Planning & consulting engineers
- > Maintenance and service technicians

### From the sectors:





## Why should you take part as an exhibitor at WTT-Expo 2016?

### Here are 9 convincing reasons:

**Compact:** on two days at the fair, you will come into contact with around 1,500 trade visitors. WTT-Expo takes place in one exhibition hall. This guarantees short distances for you as an exhibitor as well as for visitors.

**Focused:** this is where you will meet trade visitors who are looking for specific solutions for their heating and refrigeration projects. For you, that means: Hardly any wastage – you meet precisely your target group! In addition, 83 % of the visitors are involved in investment decisions – a top-quality audience! This has also been confirmed by the WTT-Expo 2016 exhibitor survey: Particular emphasis was once again placed on the quality of trade visitors!

**Efficient:** at WTT-Expo, you can make valuable contacts that otherwise would only be possible over a longer period of time. That saves time and costs for you and your company!

Numerous accompanying events and presentations provide you with **plenty of opportunities to showcase** your products as an exhibitor – use this possibility to increase your popularity among trade visitors!

**Networking in a relaxed atmosphere** with customers, other exhibitors and partners. Benefit from the trade evening at WTT-Expo: this is where new ideas are born. And establish new personal contacts in order to support your sales activities!

**Visitor media package:** use the free invitation cards and advertising materials to draw your customers' attention to your presence at the fair. Let us use our expertise to help you!

**A strong location in the south-west:** situated at the junction of three states, Karlsruhe is the perfect location for WTT-Expo.

**Effective service:** tailor-made service solutions and individual advice make child's play of your participation in the trade fair! You can dedicate your full concentration to your customers.

**Personal support** and close cooperation: we are available for you at all times to take care of all the details!



## Contact and booking:

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