

26.06.2020

## Cancellation of SHK ESSEN 2020

**SHK ESSEN, which was planned for 10 to 13 March 2020 and initially postponed to 1 to 4 September 2020, does not take place. After Messe Essen had informed in May that this year's edition of the trade fair for sanitation, heating, air conditioning and digital building management would be offered once in a special format, a close dialogue with the exhibitors has taken place in recent weeks. After the discussions, one thing is now certain: As much as the industry would like to have a platform for re-entering the market, there is a great deal of uncertainty in view of the new corona virus situation which has arisen in NRW in recent days. Against this background, there is no guarantee that the trade fair can be held economically for all participants.**

Flexible and individual presentation solutions with the greatest possible infection protection measures: Under these premises, Messe Essen, together with its partners and exhibitors, has recently worked out the special format of the SHK ESSEN edition which has been postponed until late summer 2020. The concept of the industry forum was well received but the exhibitors ultimately remained too reserved. Together with the SHK NRW trade association, the conceptual partner of the trade fair, the decision has therefore now been made to cancel the event.

"Unfortunately, we have not succeeded – especially due to the recent occurrence of infections in NRW – in winning a sufficient number of exhibitors for the special format of SHK ESSEN which we had planned", explains Oliver P. Kuhrt, Managing Director of Messe Essen. "We are therefore now concentrating entirely on the next edition of SHK ESSEN in March 2022."

Messe Essen will refund the admission prices to visitors who have already bought tickets for the now cancelled SHK ESSEN 2020.

### **Next Trade Fair Date**

The next SHK ESSEN will take place from 8 to 11 March 2022 at the usual early point in the year which is so important for the industry. Messe Essen and its cooperation partners are already working at full speed on the new edition and an innovative fair concept.

### **About SHK ESSEN**

At SHK ESSEN, more than 500 exhibitors from more than 15 countries present innovations and trends from the fields of sanitary objects and sanitary installations, heating technology, ventilation and air-conditioning technology and digital building management every two years.

02.03.2020

## SHK ESSEN 2020 Is Being Postponed

SHK ESSEN which was planned for the period from March 10 to 13, 2020 is being postponed to the late summer and will take place at Messe Essen from September 1 to 4, 2020. Today, Messe Essen stipulated the new dates together with the North Rhine-Westphalia Trade Association for Sanitation, Heating and Air Conditioning (FV SHK NRW), the ideal sponsor of the trade fair for sanitation, heating, air conditioning and digital building management. Against the background of the spread of the coronavirus, particularly the staging of international events entails a number of official requirements which the fair company would be unable to implement at proportionate expense. On the basis of an official decree, Messe Essen has therefore decided to postpone SHK ESSEN 2020. The sector is supporting the rescheduling of the dates of the fair.

"The health of the participants in our fair is first and foremost for us," explained Oliver P. Kuhrt, CEO of Messe Essen. "In close coordination with the ideal sponsor and the cooperation partners of SHK ESSEN, we have therefore decided to reschedule the trade fair to the start of September. I thank everybody involved for the close and trustful collaboration in this particular situation characterized by force majeure."

Hans-Peter Sproten, Managing Director of FV SHK NRW, supplemented: "In the current conditions, there is no alternative to postponing SHK ESSEN to September 2020. We are very optimistic that the sector will have a positive response to the new dates - around four weeks before the beginning of the heating period."

Andreas Lücke, Managing Director of the Federation of German Heating Industry (BDH) and Chairman of the Specialist Advisory Board for SHK ESSEN, shared this estimation: "The postponement of the fair is giving the sector planning security in this unclear situation and is setting the points for a successful, unencumbered SHK ESSEN in the late summer."

"From an exhibitor's viewpoint, we are welcoming the decision and are supporting the rescheduling to the new dates in September," commented Thilo C. Pahl, Chairman of the Board of the Industry Forum for Sanitation (IFS) and Member of the Specialist Advisory Board for SHK ESSEN.

Wolfgang Burchard, Managing Director of the Trade Association for Valves in the German Engineering Federation (VDMA Valves) and Member of the Specialist Advisory Board for SHK ESSEN, also advocated the postponement of the fair to the later dates: "The current situation is demanding flexibility from all of us - that applies, not least, to the industry, too. VDMA Valves is therefore absolutely welcoming the fact that Messe Essen has fixed new dates for SHK ESSEN immediately after becoming aware of the official decree."

### **About SHK ESSEN**

Every two years at SHK ESSEN, over 500 exhibitors from more than 15 countries present innovations and trends from the fields of sanitary objects and sanitary installations, heating technology, ventilation and air conditioning technologies as well as digital building management.



28.10.2019

At a Glance: SHK ESSEN 2020

Trade Fair for Sanitation, Heating, Air Conditioning and Digital Building Management

28.10.2019

SHK ESSEN Becomes the Sector's Hotspot from March 10 to 13, 2020

New, Innovative Exhibition Areas Examine Topical Subjects

### **New, Innovative Exhibition Areas Examine Topical Subjects**

From March 10 to 13, 2020, SHK ESSEN will go to the starting line at Messe Essen for the 28th time. As the first sectoral highlight of the year, the trade fair will once more become the point of attraction for sanitation, heating and air conditioning (SHK) professionals from the skilled trades, installation, planning and advice. Over 500 exhibitors from more than 15 countries will once more present innovations and trends from the fields of sanitary objects and sanitary installations, heating technology, ventilation and air conditioning technology as well as digital building management. For the first time, SHK ESSEN will take place at the completely modernized Messe Essen which will offer space for numerous new theme islands such as the "Operational Mobility" exhibition area, the "SHK Education Campus", the "Drinking Water Meeting Place", a Start-Up Area or the subject of "Hydrogen Practice in Dialogue".

The modernization of the fair site in Essen has been concluded. On the occasion of SHK ESSEN 2020, exhibitors and visitors will come across optimum conditions for their successful participation in the fair. The new hall structure will give the trade fair a sharper profile and the visitors optimum orientation: In Halls 1, 2 and 3, it will be possible to find companies from the fields of heating technology, ventilation and air conditioning technology, regenerative energy systems as well as building control technology and building measuring technology. Halls 5, 6, 7 and 8 will be dedicated to sanitary objects, sanitary installation as well as water technology. EDP companies will introduce their solutions in Hall 1. Tools and additional company equipment will be presented in Hall 5. Thus, SHK ESSEN will cover all the product fields relevant to the sector.

### **Latest Sectoral Trends in View: Theme Islands and Special Presentations**

SHK ESSEN has repositioned itself for the 2020 edition. In addition to a comprehensive supporting program with tours of the fair, lecture series and forums, new exhibition areas have been created, too. For example, the visitors will be able to obtain information about topical sectoral subjects in a targeted and concentrated way and to enter into discussions with experts. The individual theme islands will be operated in cooperation with leading sectoral organizations.

### **Ranges of Education Available in the SHK Sector Presented in a Compact Form**

The shortage of specialists and young people is having an impact on the SHK sector, too. Furthermore, businesses must always be on the newest training level in order to be able to survive on the market in the long run. In 2020, the "SHK Education Campus" in Hall 2 will, for the first time and in a unique way in North Rhine-Westphalia, offer the optimum setting in order to bring specialists and junior staff together with educational institutions and companies. Ranges of available education and career possibilities in the sector will be highlighted, from the course of study to the foreman's training. The Trainees Lounge will be located in the immediate vicinity of the SHK Education Campus. On March 10 and 11, the subject will be rounded off by an Education Congress organized by the North Rhine-Westphalia Trade Association for Sanitation, Heating and Air Conditioning (FV SHK NRW).

## **Focus on Drinking Water as the Basis of Life**

In collaboration with the Federal Association of Companies in the Gas and Water Sectors (figawa), SHK ESSEN will, for the first time, present the "Drinking Water Meeting Place" forum in Hall 5. This will focus on the latest developments and trends in water and wastewater management (in particular, quality and safety standards), the proper execution of well construction work as well as market developments and changes in the political framework conditions. Players in the water sector will be provided with a holistic communication and information platform consisting of an exclusive exhibition area and an integrated Speakers' Corner.

## **Future Subject of "Operational Mobility"**

Bans on diesel driving, climate targets and national traffic turnaround: What does the mobility of the future look like? In particular, skilled trade businesses are seeing themselves confronted with this question. After all, it is necessary to cover the distances to the customer or the wholesaler and to transport materials and tools. The new "Operational Mobility" exhibition area in the Galeria will give answers. Innovative products and solutions in the fields of vehicle fleet, mobility management, employee mobility, logistics and transport runs, photovoltaics and charging stations as well as services will be presented in cooperation with the Essen Mobility Partnership.

## **Hydrogen as an Energy Source**

Also in the Galeria, visitors will be able to find the special show entitled "Hydrogen Practice in Dialogue". Hydrogen is regarded as an energy sourced with enormous potential for the energy transition. Possible fields of action for the SHK skilled trades will be highlighted in cooperation with figawa and FV SHK NRW. Workshops about the representation of the value added chain in hydrogen technology will be offered throughout the period of the fair.

## **Start-Ups Show New Developments for the SHK Sector**

The Start-Up Area which will offer newcomers to the SHK sector a top-class platform in order to introduce innovative products and services will also give its premiere. The main subject areas on the joint booth in Hall 1 will be digitalization in the skilled trades, smart home solutions as well as energy management systems. Speed dating sessions between the participating companies, exhibitors and trade visitors are planned, too.

Further information at: [www.shkessen.de](http://www.shkessen.de)

28.10.2019

## Extensive Supporting Program at SHK ESSEN

Continuing Education in Congresses, Workshops and Tours

Continuing Education in Congresses, Workshops and Tours

SHK ESSEN is more than a pure fair. As the sectoral platform with an all-encompassing supporting program, it offers space for networking, the exchange of ideas and continuing education. A package which consists of informative workshops, tours and forums and was appropriately tailored to the most diverse target groups amongst the visitors was elaborated with strong partners such as the North Rhine-Westphalia Trade Association for Sanitation, Heating and Air Conditioning (FV SHK NRW), the Federal Association of Companies in the Gas and Water Sectors (figawa), the Federation of German Heating Industry (BDH) or also the Trade Association for Building Air Conditioning (FGK). In this respect, attention will focus on topical subjects from the fields of sanitation, heating and air conditioning.

There will be the premiere of the Forum for Residential Ventilation which will be staged in Fair Hall 2 by the BDH, FGK and FV SHK NRW associations in cooperation with Messe Essen. The accompanying lecture program will focus on practice-oriented solutions. Every day, 20-minute lectures will be offered from 10.30 a.m. to 12.30 p.m. The titles are: "Requirements, Market and Potentials of Residential Ventilation Systems with Heat Recovery", "Planning, Constructing and Operating: Ventilation According to DIN 1946?6: 2019", "Fire Protection, Soundproofing and Open Fireplaces: Legal and Normative Challenges for Residential Ventilation?", "Product and Solution Spectra When Combining Centralized and Decentralized Systems" as well as "Installation Examples from Practice for New and Old Buildings". The forum will be intended for the SHK skilled trades, architects, planners, housing associations, property developers and public clients.

New: Drinking Water Meeting Place and Hydrogen Practice in Dialogue

In two additional specialist forums, experts will pass on their knowledge in workshops and lectures. In the "Drinking Water Meeting Place" forum in Hall 5, figawa will provide information about topical subjects relating to water and wastewater management. Also in cooperation with figawa and FV SHK NRW, SHK ESSEN will concentrate on the potential of hydrogen as an energy source in the Galeria with the special show entitled "Hydrogen Practice in Dialogue". Interactive workshops will make the interested people familiar with the exhibits. In addition, a specialist forum will offer the possibility of dealing with the future fields of action in the hydrogen sector. That will encompass the application of hydrogen in the SHK field, in the mobility field, in the fields of energy generation, supply and storage as well as devices and components, sets of rules, approvals and tests.

Fitters Days and Women in the SHK Skilled Trades

Professional know-how for fitters and for women in the SHK skilled trades will round off a fresh, exclusive and ambitious program with top-class event seminars within the framework of SHK ESSEN. No matter whether an office professional or an expert fitter: Here, professionals will learn from professionals.

The Fitters Days were in great demand in recent years. For the first time, this series of events will therefore take place on all the days of the fair in 2020. Experts from FV SHK NRW will provide information, amongst other subjects, about gas, wastewater and drinking water. To a decisive extent, the range on offer will be intended for employees of specialist SHK guild businesses from North Rhine-Westphalia.

## Education Makes Perfect

With a two-day Education Congress on the first two days of the fair, FV SHK NRW will create a new approach within the framework of SHK ESSEN. Here, the pressing questions in training and continuing education will be addressed for the first time together with partners (amongst others, the Federal Institute for Vocational Education and Training) and forward-looking solutions will be elaborated. Part 1 will take place from 2.00 p.m. to 5.00 p.m. on Tuesday, March 10 and will concentrate on continuing education. Part 2 from 10.00 a.m. to 1.00 p.m. on Wednesday, March 11 will focus on training.

Pupils at mainstream schools and vocational colleges in North Rhine-Westphalia will get a warm welcome at SHK ESSEN: The Trainees Lounge in Hall 2 and an exciting rally should make it possible to experience the sustainability and the environmental awareness within the SHK skilled trades. FV SHK NRW is inviting all final-year classes to take a closer look at climate-friendly heating and ventilation technology, barrier-free bathrooms and other future-oriented technologies for once.

## Tours of the Fair Concentrating on Technology and Design

Insights into lucrative business fields and new contacts in passing: Those will be the success factors of the tours of the fair. Several times per day throughout SHK ESSEN, FV SHK NRW will offer tours for skilled tradesmen, operators, architects and engineers dealing with SHK technology. The design tours which will be staged by representatives of the Federation of German Interior Designers will be intended for interior designers and decision takers from the hotel industry. Here, the stations will include the innovations of the sanitary objects.

## Special Offer for Visitors from BeNeLux and France

The fair will become international on the first day, the BeNeLux/France Day. SHK ESSEN will invite, quite particularly, the trade visitors from the neighboring countries to this. On this special day, the exhibiting companies will deploy personnel with the respective foreign language skills.

Further information at [www.shkessen.de](http://www.shkessen.de)

27.05.2019

SHK ESSEN Becomes the Sector's Hotspot from March 10 to 13, 2020

New Exhibition Possibilities in the Fields of Education and Ventilation

### **New Exhibition Possibilities in the Fields of Education and Ventilation**

From March 10 to 13, 2020, SHK ESSEN will go to the starting line at Messe Essen for the 28th time. As the first sectoral highlight of the year, the trade fair will once more become the point of attraction for sanitation, heating and air conditioning (SHK) professionals from the skilled trades, installation, planning and advice. With SHK ESSEN, exhibitors will receive an attractive platform in order to present innovations and trends from the fields of sanitary objects and sanitary installations, heating technology, ventilation and air conditioning technology as well as digital building management to a top-class trade public. In comparison with the preceding event, the booking level is higher at the current point in time. The theme islands called "Ventilation and Air Conditioning Technology Forum" and "SHK Education Campus" which will offer further attractive exhibition options to any interested companies will give their premieres.

Essen will make the difference: In the middle of a vibrant economic region, SHK ESSEN will attract not only SHK professionals from Western Germany. To an increasing extent, the trade visitors will come into the Ruhr metropolis from France and the Benelux countries in order to obtain information about the latest technological innovations and new design trends. Thus, the fair will open the door into new, interesting markets for its exhibitors. Moreover, SHK ESSEN will be characterised by a strong-buying trade public: Two thirds of all the visitors will have purchasing and procurement powers. In order to reach these interesting target groups, there will be a wide variety of possibilities for exhibitors to take part in the fair. The options will extend from individual booth designing to compact presentation on joint booths.

### **New Messe Essen Creates Optimum Conditions for Successful Transactions**

The modernisation of the fair site in Essen will have been concluded by the time that SHK ESSEN 2020 is staged. Then, exhibitors will come upon optimum conditions for successful participation in the fair. The new hall structure will give the trade fair a sharper profile and the visitors optimum orientation. In the left part of Hall 1 and in the entire Halls 2 and 3, it will be possible to find companies from the fields of heating technology, ventilation and air conditioning technology, regenerative energy systems as well as building control technology and building measuring technology. All the market leaders such as Viessmann, Vaillant, Wolf, Weishaupt, Stiebel Eltron, Bosch and Danfoss have promised to take part in the fair. The upper part of Hall 5 as well as Halls 6, 7 and 8 will be dedicated to sanitary objects, sanitary installation and water technology. Here, Kaldewei, Villeroy & Boch, Bette, Duravit, Hansa, Hansgrohe, Schell, Viega, Geberit, BWT and Grünbeck have already confirmed their participation. EDP companies will introduce their solutions in the right part of Hall 1, e.g. Hottgenroth Software and Trimble. Tools and additional company equipment will be presented in the lower part of Hall 5, amongst others by Rothenberger.

### **Together, We Are Strong: SHK ESSEN Presents New Joint Booths**

One third of the SHK visitors will be interested in the Ventilation and Air Conditioning Technology area. SHK ESSEN will take account of this by offering the "Ventilation and Air Conditioning Technology Forum" in Hall 2

for the first time in 2020. Here, companies will have the possibility of presenting products from the fields of ventilation and air conditioning in a targeted and attention-grabbing way. An accompanying lecture programme will guarantee a high visitor frequency. Furthermore, it will be possible to participate in the fair individually too. For example, Remko and Trox will be represented with their own booths.

In 2020, the education joint booth called "SHK Education Campus" will, for the first time and in a unique way in North Rhine-Westphalia, offer the optimum setting in order to bring specialists and junior staff together with educational institutions and companies. Ranges of available education and career possibilities in the sector will be highlighted, from the course of study to the foreman's training. All education providers close to SHK will be addressed as exhibitors. The subject will be rounded off by a two-day Education Congress which is being organised by the North Rhine-Westphalia Trade Association for Sanitation, Heating and Air Conditioning, the ideal sponsor of the fair and the association's federal state branch with the highest number of members in Germany.

09.03.2018

SHK ESSEN 2018 receives top marks from the professional audience

94 per cent of visitors plan to visit again in 2020

### **94 per cent of visitors plan to visit again in 2020**

Meeting point SHK ESSEN: From 6 to 9 March 2018, more than 44,000 visitors flocked to the first sanitation, heating, ventilation and renewable energies exhibition to be held in Germany this year. The areas of special focus being showcased by approximately 570 exhibitors from 15 countries at Messe Essen included bathrooms to promote well-being which are suitable for all generations, digital heating and hybrid heating systems, energy-saving and smart ventilation and air-conditioning systems as well as new trends in installation technology.

“This year's SHK ESSEN exhibition was a success. It is an industry meeting point with a much wider reach than just its location in North-Rhine Westphalia, and fosters direct contact between manufacturers, tradespeople, architects and planners. SHK ESSEN's strong point is its compact, practical focus”, summarised Oliver P. Kuhrt, CEO of Messe Essen. The exhibition was also a success from the perspective of its sponsors. Hans-Peter Sproten, Managing Director of the SHK NRW trade association stated: “The industry view of SHK ESSEN 2018 is overwhelmingly positive. We are well on the way to establishing the new sequence of events running from Tuesday to Friday. Although the workload within the trade is exceptionally high, contractors and employees still wouldn't miss out on attending such an important industry event. In particular, the events organised by the trade association for younger people working within the industry, the Installer Days on Tuesday and Friday which involve more than 230 installers and the ever-popular Trainee Lounge which is visited by more than 1,100 young people, guarantee that the exhibition fosters enthusiasm and skills amongst the next generation. After all, they are the people who will visit SHK ESSEN in years to come.”

### **Trade visitors award SHK ESSEN a very high score and intend to return**

In a survey, 69 per cent of trade visitors identified themselves as decision makers with purchasing and procurement skills. This percentage is slightly above the level it has been in the past. In addition to sanitation, heating and air-conditioning, topics such as drinking water technology, drainage technology and propositions on the topic of customer service are very popular. 93 per cent of attendees were either completely satisfied or satisfied with what was on offer at the exhibition. SHK ESSEN made an even better overall impression with the trade public than before: 95 per cent of those asked said that they were completely satisfied or satisfied with their visit, four per cent more than 2016. 95 per cent would recommend the exhibition to others (2016: 87 per cent) and 94 per cent are planning to return (2016: 89 per cent).

### **Trending: bathrooms to promote well-being and digital heating**

SHK is the exhibition for hands-on people, and is therefore aimed at trade visitors such as tradespeople, architects and planners. The programme of supporting events included practical offerings from the SHK NRW trade association such as the Trainee Lounge and the Installer Days, which included product-neutral talks on safe gas installation, oil plants and sealing sanitary items in line with standards. In addition to this, there was also the Belgium-Netherlands day, a special show featuring modern heating technology on the Federal

Association for the German Heating Industry (BDH) stand and the specialist planning and execution forum. The guided trade fair tours which were introduced this year, given “by professionals for professionals”, were particularly successful.

Bathrooms should be comfortable, practical and functional to use for everybody in Germany at every stage of life as well as being a place to relax and enjoy a sense of well-being. This is the outcome of a study commissioned by the Association for the German Sanitary Industry. One development which had an impact on the content of the exhibition: level-access showers, low-maintenance components, warm colours and natural materials were only some of the items trending in halls 10, 11 and 12. Furthermore, manufacturers offered increased comfort in the form of digital fittings for showers, baths and washbasins. Halls 1 and 3 were dominated by heating technology as well as hybrid heating systems, including digitisation of heating technology. Almost all of the manufacturers were presenting solutions related to this, which can reduce energy consumption by up to 15 per cent, according to the BDH (Federal Association for the German Heating Industry). In addition, there was a focus on ventilation and climate control systems. Central to these was, for example, energy-saving and smart technologies that retain warmth and adjust output automatically based on the requirements of the surrounding atmosphere.

### **SHK ESSEN 2018: Figures in detail**

567 exhibitors (2016: 556) from 15 (15) countries exhibited at SHK ESSEN 2018. It was projected that 35,500 (FKM-)registered trade visitors were present on the last day of the fair. As well as visitors, there were also members of the press, participants of the loyalty scheme, guests of honour and delegations as well as local authority representatives at the event.

### **Before and after the exhibition: SHK ESSEN 2020 will open its doors from 10 to 13 March**

SHK ESSEN will welcome visitors from 10 to 13 March 2020, showing off a gleaming new look. Once the modernisation of Messe Essen is complete, visitors and exhibitors can expect to find one of the most technologically-advanced exhibition facilities in Germany, with five new halls in the northern area, which will be even larger, better connected and with a clearer structure. In addition, digital facility management shall be strengthened as another focus in the portfolio of SHK ESSEN.

### **Views from exhibitors and partners**

#### **Yvonne Dallmer, CEO Dallmer:**

“We are very satisfied with our appearance at the fair and pleased that our products have sparked so much interest. SHK ESSEN has also given us the opportunity to foster and intensify our contacts in the region.”

#### **Nicole Dunker, Head of Marketing and Communication, Vaillant Deutschland:**

“All things considered we are very happy with how SHK ESSEN has gone. Interest from specialist tradespeople in our product and service innovations has been very high again this year. SHK ESSEN has in our view cemented its position as the second-strongest fair along with the ISH for all decision-makers from the specialist target groups. Compared to the other days of the fair, only the opening day had considerably fewer

visitors. We would like Messe Essen to communicate this more clearly in the run-up to the next SHK ESSEN in 2020.”

**Georgios Kabitoglou, Chief Business Officer Hansa:**

“Hansa believes in the trades. We have clearly demonstrated this on our stand: with our new programmes, our new look and our new Brand Ambassador, Sandra Hunke. For us, the exhibition has been a great success. We are very satisfied with our presence at the exhibition and are now already eagerly anticipating SHK ESSEN 2020.”

**Andreas Lücke, Managing Director of the Federal Association for the German Heating Industry (BDH):**

“SHK ESSEN has spectacularly confirmed its status as an unbeatable showcase for the heating industry in western Germany. With a catchment area of around 20 million people, this exhibition is an attractive platform for the industry, where it can present its products. German heating manufacturers were also very well represented; they maintain direct contact with tradespeople at SHK ESSEN. The most prominent trends included high-efficiency gas and oil condensing boilers combined with solar thermal energy. Heat pumps were also well represented, and are an attractive solution for new builds and renovation projects. In addition, digital heating technology systems were a strong focus. These systems mean greater cost savings and offer users increased comfort.”

**Otto Mann, Regional Sales Director, Theo Förch:**

“We are very pleased with the results from SHK ESSEN 2018. This felt like our debut appearance at the fair, due to the fact it has been 11 years since we were last here. At the moment we are expanding in the area of metal building technology – and SHK ESSEN is a good place to do this. There was particular demand for our fire prevention products, which is probably due to the fact that this is an omnipresent topic in public discourse. In the last few days we were able to make many new client contacts, which was our aim.

**Jan Matthes, Head of Sales for Germany and Austria, KAMPMANN:**

“For Kampmann, SHK ESSEN is one of the most significant platforms for making and enhancing contacts with regional and national specialist tradespeople, planners and specialist wholesalers. As there are so many trade visitors, we are able to benefit from a good number of high-quality discussions over a short period of time, and this has a positive long-term effect on our business.”

**Jan Nideggen, Branch Manager, Sales for the Western region, TROX:**

“For us, SHK ESSEN is one of the key events in our calendar. As the exhibition is so well attended, it is the ideal platform for presenting innovations to a broad trade audience. The numerous visitors to our stand expressed great interest in our further development of the central air-conditioning appliance XCUBE with outlet sound absorber, XCUBE control system and the connection to XTAIRMINAL and the latest filter technology. Many of the targeted discussions we were able to have reconfirmed how close we are to the expectations and wishes of our customers. For us, SHK ESSEN therefore remains an important marketplace for products and opinions.”

**Thilo C. Pahl, Chairman of IndustrieForum Sanitär e.V. und Executive Partner at Bette:**

“SHK ESSEN was again an event that produced many positive discussions. After a quiet Tuesday, Benelux day on Wednesday was a resounding success with many visitors from the Netherlands and Belgium. Visitor numbers were high on Thursday too. Once again, SHK ESSEN proved itself to be a fair that is central for maintaining good relations with contacts.”

**Volker Röttger, Head of Marketing Communications, Geberit**

“Geberit is increasingly regarded as a specialist in the design of sanitary facilities, not just for reliable “behind the wall” product and system solutions, but also bathroom furnishings and ceramics. Our discussions with customers at SHK ESSEN 2018 confirmed this. On both Geberit stands – one with a technical focus, the other concentrating on design – meetings with customers were of the highest quality. The main focus in terms of new products was the hygienic flushing system Rapid and washbasin range Keramag VariForm. We impressed our visitors in our specialist areas of competency: fire prevention, noise reduction, drinking water hygiene and drainage hydraulics, as well as on topics such as the industrial pre-fabrication of sanitary walls as an answer to the urgent shortage of skilled craftsmen in the SHV area.”

**Dirk Thielker, Head of Global Marketing, Viega:**

“SHK ESSEN is and remains an integral part of our communications mix. In 2018 the trade fair again offered us a proficient platform for dialogue with our partners in the market. As the most important exhibition site in this highly populated German state, Essen is vital for us, even if feedback on the first two days of the exhibition was slightly muted. Absence due to illness at the present time, full order books, the abrupt end to the freezing weather and the fact that Tuesday is still not quite in people’s minds as the first day of the trade fair were all contributing factors. But the quality of discussions we had was at a very high level, as usual. We have already scheduled SHK ESSEN 2020 into our calendar – and then in a new Messe Essen, which we are really looking forward to.”

**Dr. Frank Voßloh, Managing Director of Viessmann Germany:**

“Numerous, very positive professional discussions with the visitors to our stand once again emphasised that SHK ESSEN is a significant meeting place for our industry. We successfully used the exhibition as a platform to showcase our new products and customer-oriented system solutions to the trade public. In addition to our digital services range, which specialist tradespeople can use to develop their own range of services and create increased customer loyalty, our new fuel cell heating appliances, heat pumps and condensing gas boilers stimulated a great level of interest.”

**Stefan Weber, Head of Sales for Western Region, Buderus:**

“Overall we are very satisfied with the discussions and feedback from trade visitors. We felt that there was a very positive mood in the sector. As the most important regional trade fair, SHK ESSEN demonstrated that pioneering heating solutions are highly sought-after – particularly in association with connectivity. Buderus is in a very strong position in this field: our innovations such as the Logamax plus GB192i gas condensing boiler with combustion control, the new Logamatic MC110 control unit for all floor-standing boilers up to 300 kW and

the Logaflow HSM plus modular system for hydraulic modules attracted great interest. Visitor numbers were pleasingly high, particularly on Wednesday and Thursday. The decision to open on Tuesday as well was correct, in our view, but the day still needs to become a bit more established.”

**Dr. Alexander Wuthnow, Head of Sales Junkers Bosch for Germany, Switzerland, Luxemburg:**

“As Germany’s most important regional trade fair for sanitation, heating and ventilation, SHK ESSEN is a fixed point in our annual calendar. We have had many positive discussions on the Junkers-Bosch stand this year, the general mood was thoroughly positive. We had the most visitors on Wednesday and Thursday, but because Tuesday is a new day for the trade fair, trade visitors haven’t quite become aware of it yet. In terms of products, our digital solutions for end users and trade customers were the focus. We received a lot of positive feedback particularly for the new electric water heater and heat pumps, the new EMMA energy manager and our smart EasyControl control unit.”