

# END OF SHOW REPORT

## ANKIROS2006

8th International Iron-Steel & Foundry Technology,  
Machinery and Products Trade Fair

## ANNOFER2006

7th International Non-Ferrous Metals Technology,  
Machinery and Products Trade Fair

9-12 November

2006

İSTANBUL

TÜYAP Fair, Convention and Congress Center, Beylikdüzü

### Concurrent Congresses:

3rd International Ankiros Foundry Congress  
Organised by TUDÖKSAD

13th International Metallurgy and Materials Congress  
Organised by UCEAT Chamber of Metallurgical Engineers

2nd International Foundry Products Trade Fair

## TURKCAST2006



Hannover-Messe  
Ankiros Fuarçılık A.Ş.

The Deutsche Messe AG Group of Companies

December 2006

Hannover Messe Ankiros Fuarçılık A.Ş.

9-12 November 2006 Tüyap Beylikdüzü, İstanbul  
ANKIROS – ANNOFER – TURKCAST 2006  
End of Show Report

**Name of the Event:**

Ankiros – 8<sup>th</sup> International Iron-Steel & Foundry Technology, Machinery and Products Trade Fair  
Annofer – 7<sup>th</sup> International Non-Ferrous Metals Technology, Machinery and Products Trade Fair  
Turkcast – 2<sup>nd</sup> International Foundry Products Trade Fair

**Date & Time:**

09 – 12 November 2006 Thursday – Sunday 11:00 – 18:30

**Venue:**

Tüyap Beylikdüzü İstanbul

**Exhibitors:**

619 exhibitors in total: 249 local, 370 international from 35 countries

**Visitors:**

13,651 visitors from 52 different countries

**Concurrent Congresses:**

- 3<sup>rd</sup> International Foundry Congress by TUDOKSAD - Foundrymen's Association of Turkey where 28 oral lectures were presented by lecturers from 9 different countries.
- 13<sup>th</sup> International Metallurgy and Materials Congress by UCEAT Chambers of Metallurgical Engineers where 196 oral lectures were presented by lecturers from 20 different countries.



**Organizer:**

**Hannover-Messe Ankiros Fuarçılık A.Ş.**

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ANKIROS – ANNOFER – TURKCAST 2006  
End of Show Report

## GENERAL OVERVIEW:

**ANKIROS 2006** – 8<sup>th</sup> International Iron – Steel & Foundry Technology Machinery and products Trade Fair,  
**ANNOFER 2006** – 7<sup>th</sup> International Non Ferrous Metals Technology, Machinery and Products Trade Fair and  
**TURKCAST 2006** – 2<sup>nd</sup> International Foundry products Trade Fair was held between 09-12 November 2006 at Tüyap Exhibition and Congress Center in İstanbul.

This year, the exhibitions have performed beyond expectations especially when the number of exhibitors, the extensive range of exhibit groups that was showcased during the exhibitions and the number and profile of the visitors are considered. The exhibitions again proved that this is the leading business platform of the Eurasian metallurgy industry.



The opening ceremony which was on the 9<sup>th</sup> of November 2006 was honoured by, Chairman of the 3<sup>rd</sup> Ankiros Foundry Congress, **Prof. Dr. Sabri KAYALI**, Chairman of the 13<sup>th</sup> Metallurgy and Materials Congress, **Prof. Dr. Tayfur ÖZTÜRK**, President of UCEAT – Chamber of Metallurgical Engineers, **Yaylalı GÜNAY**, President of UCEAT – Chamber of Metallurgical Engineers, **Cemalettin KÜÇÜK**, Chairman of the board of directors of Hannover Messe Ankiros Fuarçılık, **İbrahim ANIL**, General Secretary of CECOF / CEMAFON, **Dr. Gutmann HABIG** and President of CAEF, **Emilio CREMONA** and the representatives of the metallurgy industry.

There was huge national and international participation and interest in the two concurrent congresses, one being organized by the Foundrymen's Association of Turkey and the other by UCEAT Chamber of Metallurgical Engineers.

The results of the exhibitor's surveys proved that the metallurgy sector members either as exhibitors or visitors were very much happy with the outcomes of the exhibitions.

The following report summarizes the detailed information and evaluations about ANKIROS – ANNOFER - TURKCAST 2006 Exhibitions. The statistics and figures concerning the exhibitions show that the successful trend of the exhibitions has been continuing especially in terms of meeting the needs of the industry. The show is now the leading trade platform which has the ability to shape the trends of the metallurgy industry, of course with the full support of sector institutions.

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9-12 November 2006 Tüyap Beylikdüzü, İstanbul  
ANKIROS – ANNOFER – TURKCAST 2006  
End of Show Report

## EXHIBITORS:

ANKIROS – ANNOFER – TURKCAST 2006 Exhibitions were organized on an area of net 11,000 m<sup>2</sup>, with the participation of 619 companies from 35 different countries and the total area covered by the exhibitions were 25,000 m<sup>2</sup>. The distribution of exhibitors by their origin is as follows:

### DISTRIBUTION OF THE EXHIBITORS BY ORIGIN

EXHIBITORS PROFILE	# of Companies	%
DOMESTIC	249	40
INTERNATIONAL	370	60
TOTAL	619	

The ratio between domestic and international exhibitors has been approximately the same for a couple of years. So it can be concluded that this ratio is the best indicator of the situation in the Turkish metallurgy industry.

The exhibitions hosted companies from 35 different countries. There were strong international participation especially with country pavilions from Germany, China, Italy and the new comer Spain. The inclusion of Spain pavilion strengthens the international power of the Exhibitions. The list of countries of origin of the companies exhibited at the show is as follows:

<b>Argentina</b>	<b>Denmark</b>	<b>Italy</b>	<b>Russia</b>	<b>The Netherlands</b>
<b>Austria</b>	<b>Finland</b>	<b>Japan</b>	<b>Singapore</b>	<b>Turkey</b>
<b>Belgium</b>	<b>France</b>	<b>Korea</b>	<b>South Africa</b>	<b>Ukraine</b>
<b>Brazil</b>	<b>Georgia</b>	<b>Macedonia</b>	<b>Spain</b>	<b>United Arab Emirates</b>
<b>Canada</b>	<b>Germany</b>	<b>Norway</b>	<b>Sweden</b>	<b>United Kingdom</b>
<b>China</b>	<b>India</b>	<b>Poland</b>	<b>Switzerland</b>	<b>USA</b>
<b>Czech Republic</b>	<b>Israel</b>	<b>Romania</b>	<b>Taiwan</b>	<b>Vietnam</b>

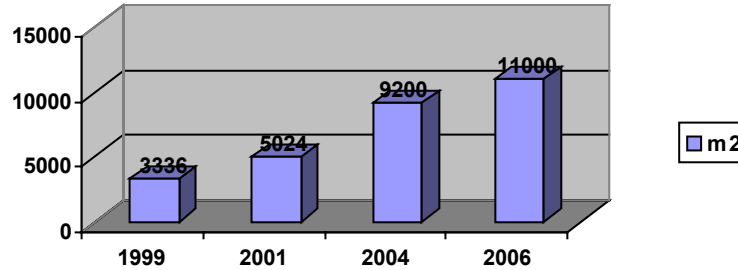
The increasing trend in total stand area which has dramatically moved up in the 2004 event has continued in 2006. This statistics has shown a 20% increased when compared to the 2004 Exhibition data.

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9-12 November 2006 Tüyap Beylikdüzü, İstanbul  
ANKIROS – ANNOFER – TURKCAST 2006  
End of Show Report

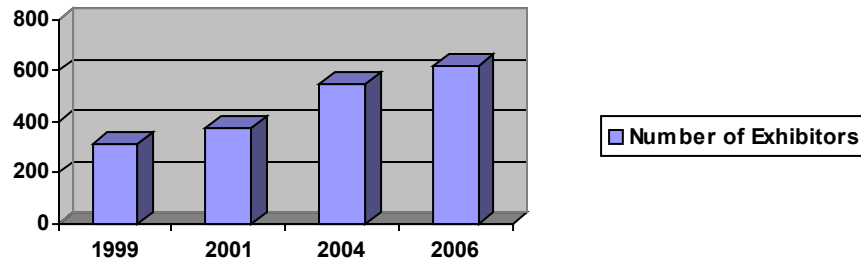
The increase in the net stand area in years is given below.

### NET STAND AREA

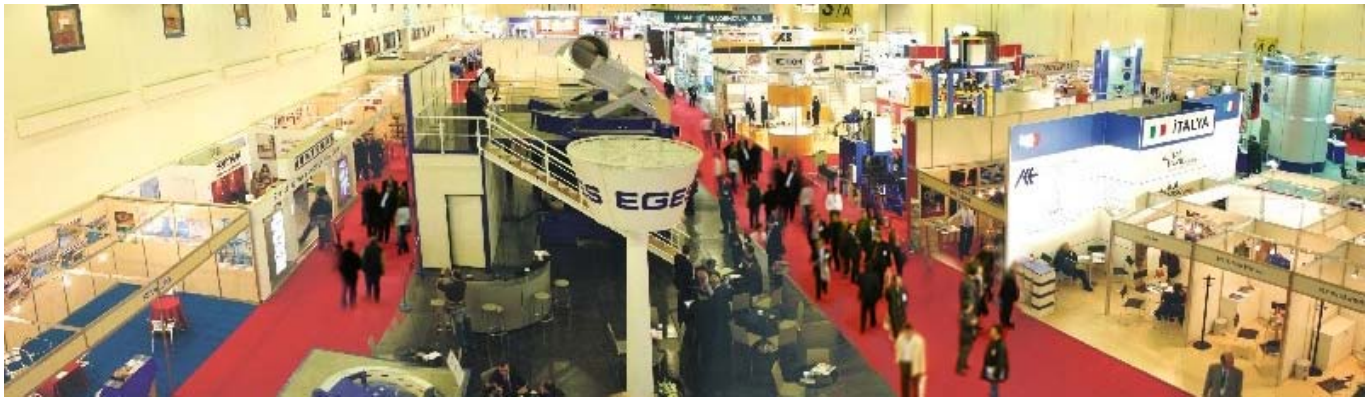


The same trend with the stand area statistics can be observed for the number of exhibitors' statistics. The number of exhibitors which had changed dramatically in 2004 has continued to increase in 2006 and has shown a 20% increase when compared to the 2004 data. The bar chart below shows the trend in the number of exhibitors in years.

### NUMBER OF EXHIBITORS



The exhibitors were highly satisfied with their participation in the fair. The number of high quality visitors and the smooth, professional way in which the event was organized were the top reasons for exhibitors to indicate that they will return to exhibit again.



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9-12 November 2006 Tüyap Beylikdüzü, İstanbul  
ANKIROS – ANNOFER – TURKCAST 2006  
End of Show Report

During ANKIROS – ANNOFER - TURKCAST 2006, surveys were conducted to obtain feedback from exhibitors.

The results are as follows:

- ◆ The major aim of exhibitors was to establish new business connections. In addition to this representing company image and establishing market recognition on the complete product range was the following aims of the exhibitors in participating ANKIROS – ANNOFER - TURKCAST 2006. Therefore they have measured the success of the show with the opportunity to meet the right target customers, quality of the contacts made and the business concluded after the exhibition. According to this objective and success criteria:

**98%** rated the exhibition as being “very successful” and “successful”.

**97%** Described the event as “fruitful”.

- ◆ The services of the organizer have been evaluated by the exhibitors in terms of both general and technical aspects.

**99%** Rated the services provided by the organizer as “very good” and “good”.

- ◆ The exhibitors have also evaluated the visitor profile.

**78%** Rated the quality and quantity of professional visitors as “very good” and “good”.

When the survey results of the 2006 event is compared to the results of 2004, it can be concluded that there is a positive increase terms of customer satisfaction.

#### **VISITORS:**

About 13.651 visitors visited the exhibitions. The number of visitors has increased 12% when compared to the 2004 event data whereas the ratio of distribution of visitors by their origin has stayed the same. The distribution of visitors by origin is given below.

#### **DISTRIBUTION OF VISITORS BY ORIGIN**

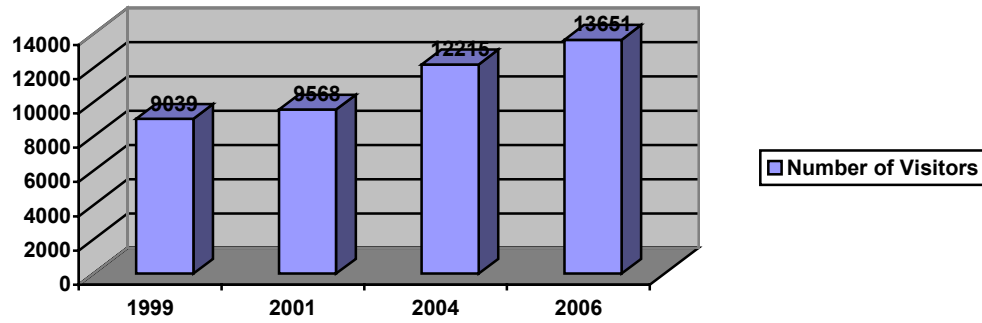
VISITOR PROFILE	# of Visitors	%
Domestic	12,179	89
International	1,472	11
TOTAL	13,651	



Hannover Messe Ankiros Fuarçılık A.Ş.

9-12 November 2006 Tüyap Beylikdüzü, İstanbul  
ANKIROS – ANNOFER – TURKCAST 2006  
End of Show Report

## NUMBER OF VISITORS



The major difference has been observed in the number of countries that the visitors have come from. This number has increased dramatically and reached to 52 in 2006. This increase is the best indicator of the international characteristic of the exhibition plus the success of the national and international promotion campaign.

<b>Albania</b>	<b>Georgia</b>	<b>Kyrgyzstan</b>	<b>Russia</b>	<b>The Netherlands</b>
<b>Austria</b>	<b>Germany</b>	<b>Lebanon</b>	<b>Saudi Arabia</b>	<b>Tunisia</b>
<b>Azerbaijan</b>	<b>Greece</b>	<b>Letonia</b>	<b>Singapore</b>	<b>Turkmenistan</b>
<b>Belgium</b>	<b>Hungry</b>	<b>Libya</b>	<b>Serbia</b>	<b>Ukraine</b>
<b>Bulgaria</b>	<b>India</b>	<b>Lithuania</b>	<b>South Africa</b>	<b>United Arab Emirates</b>
<b>China</b>	<b>Iraq</b>	<b>Macedonia</b>	<b>Spain</b>	<b>United Kingdom</b>
<b>Czech Republic</b>	<b>Iran</b>	<b>Moldova</b>	<b>Sweden</b>	<b>USA</b>
<b>Egypt</b>	<b>Israel</b>	<b>Morocco</b>	<b>Switzerland</b>	<b>Yemen</b>
<b>Estonia</b>	<b>Italy</b>	<b>Pakistan</b>	<b>Syria</b>	
<b>Finland</b>	<b>Jordan</b>	<b>Poland</b>	<b>Taiwan</b>	
<b>France</b>	<b>Kuwait</b>	<b>Romania</b>	<b>Tajikistan</b>	

As in the past, ANKIROS – ANNOFER – TURKCAST 2006 has targeted a wide variety of sector professionals as visitors. As can be seen in the table below showing the distribution of visitors by their fields of business, and when compared to the same statistics of the past exhibitions, It can be concluded that the aim of reaching sector members from all the segments of the metallurgy industry, from managers to engineers, technicians, workers, from government authorities to universities, technical schools is again reached. This is the indication that the exhibition is well-known among sector members.

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9-12 November 2006 Tüyap Beylikdüzü, İstanbul  
ANKIROS – ANNOFER – TURKCAST 2006  
End of Show Report

### DISTRIBUTION OF VISITORS BY THEIR PROFESSIONS

VISITOR PROFILE	# of Visitors	%
Management	3,382	25
Production+Maintenance	5,495	40
Purchase	1,937	14
Sales	1,078	8
Planning+Finance	393	3
Other	1,366	10
TOTAL	13,651	

The visitor profile according to industry groups is as follows:

### DISTRIBUTION OF VISITORS BY METAL GROUPS

VISITOR PROFILE	# of Visitors	%
Iron – Steel	6,973	51
Non – ferrous	5,528	41
Other	1,150	8
TOTAL	13,651	

### DISTRIBUTION OF VISITORS BY SUB - METAL GROUPS

VISITOR PROFILE	# of Visitors	%
BOF/EAF MILL & ROLLING MILL*	4,173	31
FOUNDRY	5,925	43
METALS WORKING / HEAT TREATMENT	2,346	17
OTHER	1,207	9
TOTAL	13,651	

\*Integrated iron and Steel Mills, Electric Arc Furnace Mills and Rolling Mills

The ratios of distribution of visitors by metal and sub metal groups have resulted in approximately same amounts for the 2004 and 2006 events. This, same as the distribution of exhibitors by origin, shows that these ratios are the indicators of the situation in the Turkish metallurgy industry.



Hannover Messe Ankiros Fuarçılık A.Ş.

9-12 November 2006 Tüyap Beylikdüzü, İstanbul  
ANKIROS – ANNOFER – TURKCAST 2006  
End of Show Report

## SUPPORTERS:

ANKIROS – ANNOFER – TURKCAST Exhibitions are fully supported by the whole metallurgy sector in Turkey since the beginning. This support has always helped the organization especially in strengthening the international power of the show. With having this support behind, the show is accepted as the unique sector activity in Eurasia. The organizations that supported ANKIROS – ANNOFER – TURKCAST Exhibitions in 2006 are as follows:

- TÜDÖKSAD (*Foundrymen's Association of Turkey*)
- UCEAT (*Chamber of metallurgical Engineers*)
- DÇÜ (*Iron and Steel Producers Association*)
- DTM (*Undersecretariat of the Prime Ministry for Trade*)
- CECOF (*European Committee of Industrial Furnace and Heating Equipment Associations*)
- CEMAFON (*European Committee for Materials and Products for Foundries*)
- AMAFOND (*Italian Association for Foundry Machinery Producers*)
- VDMA (*Verband Deutscher Maschinen- und Anlagenbau - German Engineering Federation*)
- MC-CCPIT (*Metallurgical Council of CCPIT- China*)
- FUNDIGEX (*Castings Exporter's Association of Spain*)

## INDUSTRIAL ACTIVITIES SUMMIT:

As a sign of the support by the national sector organizations, ANKIROS – ANNOFER - TURKCAST 2006 was organized in conjunction with 2 important sector activities first of which is the “**3<sup>rd</sup> International Ankiros Foundry Congress**” and the second “**13<sup>th</sup> International Metallurgy and Materials Congress**”. Within these concurrent organizations' context, professionals came together to discuss topics chosen with care, with the experts of the industries.

### 3. International Ankiros Foundry Congress

Concurrent to exhibitions, the congress was held by **Foundrymen's Association of Turkey**. This year's theme was improving Turkish Foundries' power of technology & competition and creating TurkCast image in the world. The most significant activity was Main Theme Session. During this event, world countries' competitive power in foundry was evaluated. The authorized people of foundry industry from the USA, Europe, China, and India discussed these countries competitive power of foundry industry. In the following days, **28** lectures from different **9** countries were presented. In the German day, the special part of the congress, the representatives of **7** companies gave information about the latest technology in their fields. According to latest registration figures, **236** delegations **%16** of which are from abroad were welcomed and they had chance to visit ANKIROS ANNOFER TURKCAST 2006 Exhibitions.

### 13. International Metallurgy and Materials Congress

Concurrent to ANKIROS ANNOFER TURKCAST Exhibitions, the **13. International Metallurgy and Materials Congress** was organized by **UCEAT Chamber of Metallurgical Engineers**. **196** papers from **20** countries presented during the congress. **26** sessions were held. Delegations from Germany, the USA, Bulgaria, Algeria, Finland, France, South Africa, Georgia, Hungary, United Kingdom, Iran, Israel, Italy, Canada, Kosovo, Romania, Russia, Ukraine and Jordan participated to the congress. Topics related to metallurgy sectors were discussed. All the representatives of the exhibiting companies and visitors had chance to benefit from the panels and to visit the fair.

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ANKIROS – ANNOFER – TURKCAST 2006  
End of Show Report

## IMAGES FROM THE SHOW



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