

**Presse
Press**

Exhibitor Testimonials for interpack 2017

KHS GmbH, Prof. Dr.-Ing. Matthias Niemeyer, Chairman of the Board

“With its international orientation interpack is always a highlight for KHS. This year we presented a global premiere: a “block” solution consisting of a packaging and a palletizing machine. We could not image a better backdrop for such a product launch than interpack. The trade fair lives up to our expectations in that we can have a lot of promising conversations here.”

***Haas Food Equipment GmbH, Irene Kapaun, Manager
Communication & Public Relations***

“interpack is part and parcel of business for Haas. We develop our machines in a three-year cycle and orient ourselves towards interpack. Here we present our latest innovations to existing and new customers, many of whom were present this year. It is simply a great advantage that everyone meets here be it on the customers’ or employees’ part; and it is, of course, a very nice occasion to meet the people you only communicate with by e-mail or telephone otherwise. We were very satisfied with visitor attendance this year and succeeded in signing many contracts. In a nutshell: Machinery is sold here.”

***Robert Bosch Packaging Technology GmbH, Christa Moedinger,
Director Marketing & Communications***

“Bosch has been closely linked with interpack from the outset. It is the market place for the entire industry worldwide while defining the innovation cycle for companies at the same time. At Bosch, too, the broad spectrum of new developments is tuned to the three-year cycle of the world’s leading trade fair for packaging technology and processes. On 3,500 square metres of exhibition space with an open and inviting stand design, we have focused on two themes - complete solutions from a single source and a broad-based Industry 4.0 approach - even more strongly this year.

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 The global
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 Ausstellungs- und
Messe-Ausschuss der
Deutschen Wirtschaft

 FKM – Gesellschaft zur
Freiwilligen Kontrolle von
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Öffentliche Verkehrsmittel:
U78, U79: Messe Ost/Stockumer Kirchstr.
Bus 722: Messe-Center Verwaltung

And this was received very well by the audience. Visitor numbers were also high again in 2017 – as was the quality of the international visitors.”

Theegarten Pactec, Markus Rustler, Managing Partner

“We always love to come to interpack. Once again our expectations were exceeded. This year we have attracted even more high-quality trade visitors than at previous interpack trade fairs. We are very satisfied with this. We come here to introduce innovations, meet with existing customers, launch new products, and also conclude contracts. One principal objective of the trade fair is addressing potential new customers – which we also succeeded in doing. We managed to make important new and promising contacts. Many customers even come from Iran to see us – you can clearly sense this pioneering spirit. The three-year cycle of interpack suits us very well because it precisely corresponds to our innovation cycle. So after interpack also means before the next interpack to us. And this is why we are already thinking about which innovations to present at interpack in 2020. The demand for networked machinery and equipment both on the shop floor and in the Internet-of-Things is set to rise. We want to leverage the resulting opportunities to make plants even more efficient and attractive for our customers. On the other hand, modularity, a faster changeover of folding types and formats play a decisive role as they did over the past ten years. We have responded massively to our customers’ requirements in terms of flexibility and will continue to do so. No other trade fair is as perfectly organized as interpack. Our employees tremendously enjoy being here. You return home – all in line with the slogan “Welcome Home”.

Bühler, Daniel Troxler, Marketing Director Consumer Foods

“interpack is the leading trade fair for us when it comes to consumer foods. Here we meet all the customers of interest to us. We have enlarged our stand size to 1,700 square metres and focused on the entire process chain rather than just confectionery – from raw material handling to the interface with packaging. This went down very well with our customers and underscores our position not only as a machinery producer but also

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as a solutions provider. interpack 2017 was a good trade fair for us; we have posted good results across all segments.”

Harro Höfliger Verpackungsmaschinen GmbH, Thomas Weller, CEO

“Participation in interpack is not only an option for us – it is the world’s No.1 trade fair of the packaging industry and therefore being represented here is a given for us. Since Harro Höfliger was established we have also been exhibiting at interpack. Communication is an important asset in our company. At a leading international trade fair we therefore want to present ourselves as Harro Höfliger in which we value being: global, open-minded, transparent and communicative. Our aim is to bring everyone involved in our industry or technology to our stand. Everything we exhibit here - be it products, solutions or show acts – should be remembered by our customers and, hence, also Harro Höfliger. This plays a pivotal role for us. Furthermore, interpack is enormously important for networking. Here we meet all our partners in one place, which saves us plenty of travelling.”

Multivac, Valeska Haux, Senior Director Corporate Marketing

“We have presented our new generation of thermoforming machines as this year’s highlight at interpack and are really very proud and happy how well they were received by our customers. With this Multivac takes an important step in the direction of Industry 4.0. From our customers’ response we can see that the market is ready for such solutions now. The interpack brand attracts a global audience and continues to be the leading event for the packaging theme worldwide. This is also why we always launch our innovations at interpack.”

IMA Dario Rea, Corporate Research & Innovation Director

“Compared with the previous interpack we have enlarged our exhibition area yet again. On 3,500 square metres we present a total of 30 machines, of which 16 are completely new. At interpack, the most important trade fair in the packaging segment, we wish to showcase our complete portfolio and put a lot of energy into the preparation to have everything completed in time for the trade fair. The message for our

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customers and suppliers this year is also very clearly oriented towards digital transformation and Industry 4.0. We would like to share our visions with you, co-shape the future of the Smart Factory with you and create added value for all parties involved. At our stand we exhibit numerous innovations and possibilities to tackle this task.”

Mondi, Albert Klinkhammer, Group Marketing Director

“As the global No.1 trade fair, interpack is a very good platform to enter into dialogue with international customers and also with potential new customers as well as other stakeholders – such as the media or suppliers, for example. What went down very well this year was our new stand design with solutions for our customers but also for end users. Needless to say, we are delighted. We are satisfied with the footfall; it is roughly the same as at the previous interpack. Some of the discussions we had this year were characterised by a very high quality. A key theme at this trade fair is definitely brand perception: this means viewing packaging not only as part of the solution for safe transport but also as part of display solutions for the Point of Sale. Furthermore, the sustainability theme, which has always been taken for granted by Mondi, seems to have become mainstream in the industry.”

Schütz, Veit Enders, Business Unit Manager EMEA

“The Schütz company has been represented since the first interpack and was established in that year – namely in 1958. This means we know the event very well. To us interpack has always been a key platform for finding partners worldwide – in addition to our standard business relations. On top of this, it allows us to position ourselves on the market and to showcase the latest innovations. With this year’s trade fair appearance we clearly focus even further on specialising and expanding our product uses with a view to enabling more and more applications. To us it is important that customers leave our stand feeling that they have found the right, reliable partner in Schütz.”

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***HP, Ronen Samuel, General Manager HP Indigo & PWP EMEA
Graphics Solutions Business***

“Three years ago we were the only representative from the printing industry that came to interpack. This year, more of us are already using interpack for their business. At interpack companies benefit not only from the high density of international visitors but also from the presence of brand owners. They often come to our stand together with their print service providers to see which solutions HP can offer them. In summary we can say about this year’s trade fair: We are very satisfied with the results.”

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***VDMA, Richard Clemens, Managing Director VDMA Food Processing
and Packaging Machinery Association***

“Our objective for interpack 2017 was to not only talk about Industry 4.0 but also show application examples. And this was spot on. We were practically overwhelmed with the response. Furthermore, we had many discussions and conversations also with a view to raising medium-sized companies’ awareness for this topic, to show them ways and, of course, also to explain the customer benefit. interpack is and will remain the platform for the packaging and process industries – unconditionally. You always think that certain results cannot be surpassed but the quality of visitors has increased yet again this year. At interpack decisions are taken; most managers stay until the last day. In addition to many different Industry 4.0-related subjects we focused on Africa this year. We want to bring these young, emerging markets to Düsseldorf and say it clear: this is where the opportunities lie.”


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UCIMA, Enrico Aureli, President

“interpack is an important meeting point for the global packaging sector – for both exhibitors and visitors. With more than 400 exhibitors Italian companies account for the biggest national group at the trade fair after Germany. To them interpack is a suitable platform for presenting technical innovations to the public. At Interpack we have announced a partnership between UCIMA, our show IPACK-IMA, and Messe Düsseldorf. Both

German and Italian packaging machinery manufacturers will definitely be able to benefit from this alliance.”

innovationparc

FAO, Rosa Rolle, Senior Food Systems Officer Nutrition & Food Systems

“I was very impressed with the SAVE FOOD innovationparc – especially with the quality of visitors but also of the lectures. It increased again in comparison with 2014. We have all had really good discussions that we can build upon later to achieve the aim of halving food losses and waste by 2030 worldwide. Packaging is often seen as part of the problem. However, in connection with SAVE FOOD it is indispensable because a major part of the losses result from poor or inefficient packaging and/or packaging logistics. We therefore have to see packaging from different perspectives. This is extremely important. The SAVE FOOD Congress was fantastic. The lectures sent out many positive and strong messages on how this extremely complex issue can be addressed – seen from various angles. In this overall scenario the following generations will be decisive. They have to be educated and involved in order to make it possible to achieve our goals.”

DuPont Chris P. McArdle, Regional Business Director Ethylene Copolymers, Du Pont Performance Materials

“This year we met far more visitors than in previous years. We received good feedback for our project “The Virtuous Circle“ where smart food design is linked with smart packaging in order to keep pre-packed foodstuffs for children in remote regions of South Africa, for example, fresh for longer and make them attractive, convenient and sustainable at the same time. You can feel that the concept sustainability has really been embraced by the industry, ranks high on the agenda and is really put into practice.”

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components – special trade fair by interpack

Movex, Nico van der Klein, Vice President Sales & Marketing

“We already exhibited at “components” three years ago. Based on the experiences acquired in 2014 we returned to interpack this year and I have to admit: our appearance this year by far exceeded our expectations. It is definitely true that there were more visitors touring the other halls but we were very satisfied with the quality of our visitors here in Hall 18. Whoever visits our stand is a specialist, as a rule, and comes with a targeted interest. One thing is for sure: our participation was absolutely worthwhile and we will definitely be back again for the next interpack.”

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iwis, Klaus Bein, Head of Sales Southern Germany / Austria

“This is our first appearance at interpack. Our impression as an exhibitor at “components” is very good. In the segment of packaging machinery production we are already a household name as a specialist for chain drive systems and as a family business looking back on over 100 years of tradition. Nevertheless, we are interested in doing business with new customers and this worked out pretty well here this year: We have managed to make many new contacts, in addition to this, the quality of leads is very high and the audience very international. There was avid interest in systems for monitoring the drive components made by us. On the other hand, products that combine non-corrosiveness with maintenance-free operation were in high demand. I assume that we will be here again in three years’ time.”


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Press Department interpack 2017

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