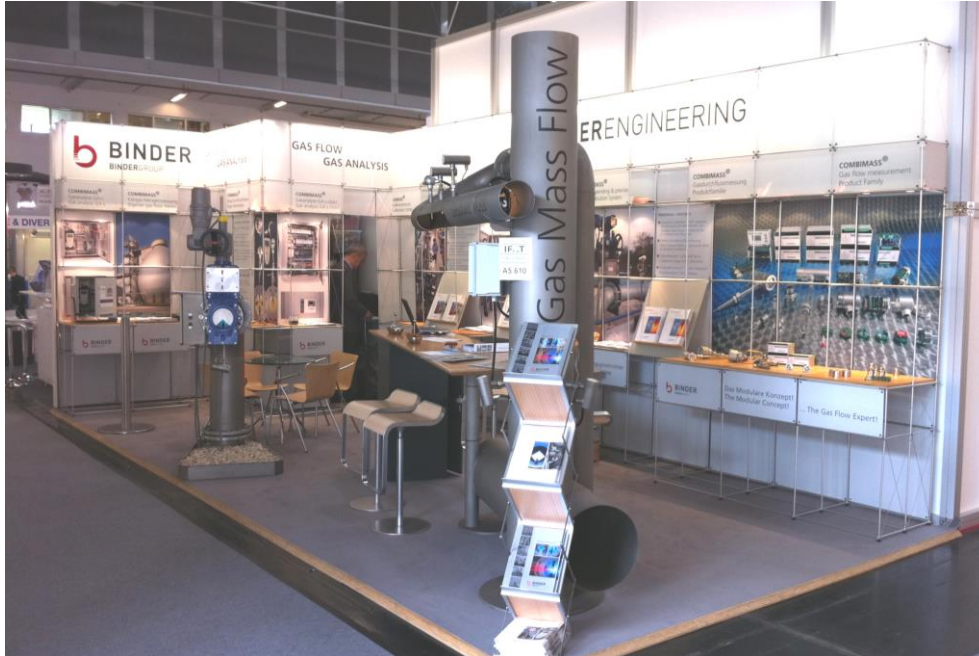


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IFAT ENTSORGA 2012 in Munich – Binder at World's leading trade fair for water, sewage, waste and raw material management



Excerpt from Final Fair Report:

After best ever figures for exhibitor numbers and exhibition space, IFAT ENTSORGA set a new record with approximately 125,000 visitors (IFAT ENTSORGA 2010: 109,589 visitors). Of the 125,000 visitors, approximately 75,000 were domestic with a good 50,000 from abroad. In addition to Germany, the top ten visitor countries were – in this order – Austria, Italy, Switzerland, the Russian Federation, the Netherlands, Denmark, the Czech Republic, Turkey, Poland and Spain.

A total of 2,939 exhibitors from 54 countries (2010: 2,730 exhibitors from 49 nations) were presenting on 215,000 square meters (2010:195,000 square meters) from May 7 to 11, 2012 in Munich... Internationality, quality, solutions – IFAT ENTSORGA is the industry “must” in every respect: 91 per cent of exhibiting companies scored the flagship quality of the most important trade fair for water, sewage, waste and raw materials management “good” to “excellent”.

We can confirm statistical tendencies with our experience. Therefore for second time already we had two booths: in Hall A5 with other manufacturers of measuring equipment and in Hall B3 at the booth of German Biogas Association.

On the Binder booth in Hall A5 we showed as usual and in particular our Binder products for the use in sewage treatment plants, landfills and biogas plants. A lot of the visitors were interested to see and understand the measuring pipe section with different types of flow meter and further related components.

CONTACT

Manuela Charatjan · Dipl.-Ing., Manager Process Engineering · Phone +49 731 18998-0 · Manuela.Charatjan@bindergroup.info
Binder GmbH · Buchbrunnweg 18 · 89081 Ulm, Germany · www.bindergroup.info

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Furthermore we placed a typical compact VACOMASS® piping section containing the sensitive control valve and air flow meter on the booth, showing why flow profile correction is necessary to get a very precise result on measured gas flow.

For reliable and cost-effective operation, modern gas engines in biogas, sewage gas and landfill gas plants need a minimum gas amount and quality. Therefore both flow metering and analysis is necessary. We have developed and supply for years now flow meter as well as portable gas analyzer and two different kinds of analyzer station: the “2-in-1-solution” Docking station GA-s and the fully modular system GA-s Click! for advanced requirements in solid waste treatment plants, co-fermentation or biomethane plants.

At the second booth of the German Biogas Association the main topic were instruments for biogas fermentation plants. The different types of flow meter as well as all available equipment for biogas analysis were shown to the visitors.



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We had a lot of national as well as international guests at both booths.

In Hall A5 more than 50% of the visitors were interested in our COMBIMASS® gas flow meter. But also nearly one third had questions related to gas analysis. We had also some interesting international contacts with people from sewage treatment plants, looking for the improvement of their operation using our VACOMASS® system.

Nearly one third of all guests were international, 50% more compared to last IFAT.

At the biogas booth approx. 40% of the visitors were looking for biogas flow meter, 60% were interested in biogas analysis. Also in this market there is a high interest in measuring equipment. Because they know today: Without actual knowledge about the process any improvement of the process and any saving in substrate is not possible.

Nearly 50% of all visitors were from foreign countries, nearly 30% more compared to last IFAT ENTSORGA.

Based on the meetings and discussions we could see new tendencies, developments and requirements on our flow meter and analyzer. This will help us in further improvement of our equipment to strengthen our market position.

Many thanks to all visitors!

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