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KMO 2006 lives up to expectations – flying the flag for the plastics industry for 20 years in East Westphalia

The mood was buoyant in Bad Salzuflen, as the 17th KMO got under way after a period of intensive preparation. Visitors from across the plastics processing industry found exciting new products and innovations waiting for them. The KMO provided insights into hot topics, such as the all-electric injection moulding machine, finishing techniques, automation solutions and water injection technology. It was all face-to-face and in the usual intensive atmosphere.

Bad Salzuflen, March 20, 2006: by the second day of the trade show, the positive feedback was coming in – quite a number of exhibitors reported a 10% increase in customer contacts compared with 2005. All in all, there were 301 exhibitors from 10 different countries and 9,790 visitors. Many exhibitors found the customer contacts had gained in quality and felt that the show had a more international air about it. The “New KMO” is attracting more interest in the Benelux countries and becoming a gateway to Scandinavia. The trade show organisers intend to strengthen and expand this international orientation for the 2008 show. Among the 30% increase in new bookers for the KMO, a number originate from these two regions. It was the visitors from the Netherlands who showed the greatest interest in the products and services on offer in Bad Salzuflen. Once again, the show proved a welcome opportunity for everyone to keep abreast of the latest trends and find out more about exploiting rationalisation potential.

During the last three months before the start of the event, bookings kept pouring in. The growing number of new bookers and the old-timers are a clear indication of the popularity of the trade show, believes project leader Volker Schütz. A number of companies that did not make this year’s KMO have already made bookings for 2008. This reinforces the principle that the market and customers want continuity.

Besides the traditional exhibitors, a number of companies from the finishing systems sector decided to participate. One technology that deserves a special mention here is laser technology, which is currently gaining ground fast in the marketplace. To everybody’s satisfaction, participation by tool- and mouldmaking companies increased by 15% compared with the previous year. Automation solutions exhibitors reported healthy gains in the number of customer contacts and projects.

This year’s focus topic– electric injection moulding machines – proved to be the right choice. Electric machines, which are rapidly increasing their market share, were in the limelight at the KMO with special talks and presentations. One of the guest speakers was Herbert Thoma, who talked about energy efficiency. The trade show offered visitors a good overview of the electric injection moulding machine market and provided opportunities for direct comparison between the increasingly wide offering from Europe, the United States and Asia.

The strong focus on water injection technology, an interesting niche topic, and automation technology were further proof of the industry's desire to show KMO visitors practical application solutions from Germany. These technologies offer processors opportunities to increase their competitive advantage by adopting state-of-the-art technology. Now in its 20th year, the KMO once again lived up to its motto "Work together, win together".

At a press conference, the trade show organisers described further expansion activities planned for the KMO. The next KMO will take place as usual in the spring of 2008.

Photos: Impressions from the KMO 2006

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