Amazing Opportunities

SURFACE SOLUTIONS
Amazing Opportunities

JUNE 10 – 12, 2020 | VIENNA, AUSTRIA  www.dvs-ev.de/itsc2020
Currently, the Global Thermal Spray Coatings Market Size is approximately $9.9 Billion USD. The Compound Annual Growth Rate (CAGR) of 6.7% is projected to increase Market Size to $14.99 Billion by 2025. The European Thermal Spray Industry is expected to grow to $2.6 Billion. The growth of the market can be attributed to the increasing consumption of thermal spray coatings from aerospace, automotive, and other end-use industries.

Manufacturing in Europe represents 17% of GDP and 22 million jobs. The six Key Enabling Technologies (KETs) are advanced manufacturing systems, photonics, nanotechnology, advanced materials, micro/nanoelectronics and biotechnology. Manufacturing companies such as Saint-Gobain, ArcelorMittal, Eaton, and Rolls-Royce Corporation are amongst the largest in Europe and attend ITSC.

Vienna International Airport (Schwechat) is located 18 km / 11 miles outside the city limits of Vienna and a few miles southeast of the suburb of Schwechat. It is the country’s largest airport and serves as the hub for Austrian Airlines. Most European airlines and a significant number of intercontinental airlines have direct connections to Vienna from their respective hubs. Over 27 million passengers have flown through Vienna International Airport in the last 12 months.

Vienna is the federal capital and largest city of Austria, and one of the nine states of Austria. Vienna has a population of approximately 1.9 million (2.6 million within the metropolitan area – nearly 1/3 of Austria’s population). Vienna offers a unique cultural blend of imperial traditions and stunning modern architecture with their very distinctive Viennese charm.

Why Austria?

1. Growing Industry

Currently, the Global Thermal Spray Coatings Market Size is approximately $9.9 Billion USD. The Compound Annual Growth Rate (CAGR) of 6.7% is projected to increase Market Size to $14.99 Billion by 2025. The European Thermal Spray Industry is expected to grow to $2.6 Billion. The growth of the market can be attributed to the increasing consumption of thermal spray coatings from aerospace, automotive, and other end-use industries.

2. Manufacturing

Manufacturing in Europe represents 17% of GDP and 22 million jobs. The six Key Enabling Technologies (KETs) are advanced manufacturing systems, photonics, nanotechnology, advanced materials, micro/nanoelectronics and biotechnology. Manufacturing companies such as Saint-Gobain, ArcelorMittal, Eaton, and Rolls-Royce Corporation are amongst the largest in Europe and attend ITSC.

3. Accessibility

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4. Destination

Vienna is the federal capital and largest city of Austria, and one of the nine states of Austria. Vienna has a population of approximately 1.9 million (2.6 million within the metropolitan area – nearly 1/3 of Austria’s population). Vienna offers a unique cultural blend of imperial traditions and stunning modern architecture with their very distinctive Viennese charm.
ITSC 2020 SPONSORSHIPS

ITSC EVENT SPONSORING
An excellent opportunity for your company image!

Are you interested in broadening your company’s image in supporting ITSC? We invite you to become a sponsor in 2020.

- Enhance your visibility during the conference and exposition
- Broaden your competitive edge
- Strengthen and build relationships with both existing and potential customers
- Exclusive and traditional sponsorship available

Exclusive Sponsorships | EUR 6.000 Each
- Conference Bags (Bags must be provided by the sponsor)
- Lanyards (Lanyards must be provided by the sponsor)
- Company logo on the conference proceedings USB stick

Sponsorship Includes:
- Full page ad in digital/printed First Announcement and Final Program (Artwork for the ad must be provided by the sponsor)
- Company promoted as a sponsor in digital/printed First Announcement and Final Program
- Sponsor’s logo and URL on the conference website
- Promotional insert in conference bags

Networking Sponsorships | EUR 4.500 Each
- Exhibitor Networking Reception (Wednesday night)
- Social Event Evening in the „Heuriger“ (winery event on Thursday night)
- Opening Session (including Keynote Speaker)

Sponsorship Includes:
- Full page ad in digital/printed First Announcement and Final Program (Artwork for the ad must be provided by the sponsor)
- Company promoted as a sponsor in digital/printed First Announcement and Final Program
- Signage at the respective event
- Sponsor’s logo and URL on the conference website
- Promotional insert in conference bags

Catering Sponsorships | EUR 3.000 Each
Only one sponsor per day during coffee breaks / lunch!
- June 10, 2020 (Napkins/Sweets can be provided by the sponsor)
- June 11, 2020 (Napkins/Sweets can be provided by the sponsor)
- June 12, 2020 (Napkins/Sweets can be provided by the sponsor)

Sponsorship Includes:
- Sponsor’s logo in the technical part of the Final Program (directly at the breaks/ lunch time)
- Company promoted as a sponsor in digital/printed First Announcement and Final Program
- Sponsor’s logo and URL on the conference website
- Promotional insert in conference bags

Additional Sponsorship | EUR 1.500 Each
- Promotional insert in conference bags

Sponsorship Includes:
- Company promoted as a sponsor in digital/printed First Announcement and Final Program
- Sponsor’s logo and URL on the conference website

Select your package or if you want to discuss customizing a special program to meet your specific needs, contact:
DVS – German Welding Society
Simone Weinreich / Brigitte Brommer
P +49 211 1591-302/-303 | F +49 211 1591- 300
tagungen@dvs-hg.de | www.dvs-ev.de/itsc2020/sponsoring

ASM International
exposales@asminternational.org
EXHIBITOR PACKAGES

NETWORK Face-To-Face with your Target Audience. Each 3x3 meter exhibitor stall includes:

- Two Discounted Full Conference Registration to Attend Technical Presentations
- Unlimited Expo-Only Passes for Your Customers
- Access to the Industrial Forum (near the expo hall)
- All Breaks
- Exhibitor Welcome Reception
- Company Description Online and in the Final Program

Total of 350 Euros per Square Meter

PACKAGE 1
Total of 470 Euros per Square Meter
- Package #1, PLUS: Full Page Ad in the Final Program

PACKAGE 2
Total of 625 Euros per Square Meter
- Package #1 & #2, PLUS: Company logo on website and signage at the event listed as a Corporate Supporter

Note: Each Additional Stall – 350 Euros per Square Meter

PACKAGE 3

BY EXHIBITING, YOU CAN:

- Continue to build and enhance your company profile to key industry professionals
- Connect with current customers and develop new business relationships
- Learn about the latest trends and challenges within the thermal spray industry
- Face-to-face networking environment helps you connect with more customers more efficiently

SECURE YOUR BOOTH TODAY!
Rental Rates Increase on December 14, 2019.

FOR MORE INFORMATION:
exposales@asminternational.org

RENTAL RATES
Rental Rate for Package #1 - 350 Euros per Square Meter
Rental Rate for Package #2 - 470 Euros per Square Meter
Rental Rate for Package #3 - 625 Euros per Square Meter

All corners are an additional 100 Euros

TURN-KEY STALLS ARE AVAILABLE FOR 2,500 EUROS!
Price Includes: 3x3 meter grey carpet, one table, two chairs, wastebasket, overhead lights and electricity 230-V.
ITSC 2020 features high-foot-traffic opportunities for exhibitors including lunches, breaks, an exhibitor welcome reception, and more! Dedicated Expo-Only time has increased for 2020 giving attendees more opportunities to visit your booth and network.

**EXHIBITS SCHEDULE AT A GLANCE**

**TUESDAY, JUNE 9, 2020**
Exhibitor Set-up: 08:00 – 17:00

**WEDNESDAY, JUNE 10, 2020**
Exhibit Hall Opens: 12:00 – 18:00

**THURSDAY, JUNE 11, 2020**
Exhibit Hall Opens: 09:00 – 18:00

**FRIDAY, JUNE 12, 2020**
Exhibit Hall Opens: 09:00 – 18:00
Exhibitor Tear-down: 18:00 – 22:00

**SATURDAY, JUNE 13, 2020**
Exhibitor Tear-down: 8:00 – 12:00
WHY EXHIBIT?

CONNECT WITH CUSTOMERS. MAKE NEW CONTACTS. INCREASE YOUR SALES.

ITSC is the premier event for thermal spray technologists, researchers, manufacturers and suppliers. Hundreds of industry professionals will be on hand to learn about your company’s latest advances.

ATTENDEES BY PRIMARY JOB FUNCTION:

- **43%** RESEARCH AND DEVELOPMENT
- **26%** MANUFACTURING / PROCESS ENGINEERING
- **16%** MARKETING / SALES
- **8%** MATERIALS SELECTING / TESTING / TRAINING
- **4%** QUALITY ASSURANCE / QUALITY CONTROL
- **3%** OTHER

If you want to get involved in the thermal spray industry and connect with decision-makers who work in the Aerospace, Heat Treating, Rolling/Forging/Casting, Thermal Spray/Surface/Engineering, Metallurgy/Extrusion, and Welding/Brazing then you need to EXHIBIT at ITSC 2020!

CONNECT WITH THESE INDUSTRIES

- **Thermal Spray** 45%
- **Aerospace** 21%
- **Primary Metals Production** 3%
- **Contract / R&D / Consulting / Testing** 9%
- **Other** 9%
- **Academicans** 9%

CONNECT WITH DECISION MAKERS

- **Engineer / Scientist** 33%
- **Technical / Operator** 3%
- **CEO / President / General Management** 18%
- **Manager / Supervisor of Division or Group** 17%
- **Program / Project Manager** 11%
- **Academicans** 7%
- **Student** 11%

COMPANY SIZE

- **1 - 10 People** 15%
- **11 - 99 People** 26%
- **500 - 999 People** 7%
- **1,000+ People** 31%
- **100 - 499 People** 21%

Source: 2018 ITSC Registrant Data
PRODUCTS / SERVICES

SURFACE SOLUTIONS WITH AMAZING OPPORTUNITIES - ITSC 2020!
IF YOU SELL OR PROVIDE THE FOLLOWING, YOU NEED TO EXHIBIT:

AUXILIARY THERMAL SPRAY EQUIPMENT
Air Compressors
Automated Spraying Systems
Exhaust Systems / Bag Houses
Flow Controller
Manipulators
Metallographic Equipment
Powder Feeder
Robotics
Soundproof Rooms
Spray Booths
Testing Equipment
Wet Collectors

FINISHING SERVICES
Grinding
Industrial Gases
Laser Cladding
Machining
Microstructure Splat
Other
Properties Amorphicity
Superfinishing
Test – PDA
Wear Resistance

PREPARATION EQUIPMENT & SUPPLIES
Blasting Media
Cold Spray Equipment
Industrial Gases
Masking Compounds and Tapes
Pressure and Vacuum Blasting

TESTING, R&D, EDUCATION
Additive Manufacturing
Contract Research
Market Research
Test Coupons
Testing Services / Equipment / Supplies

THERMAL SPRAY APPLICATIONS
Abradable Applications
Atmospheric Corrosion
Clearance Control
Electrical / Electronics
High Temperature Corrosion
Reclamation
Thermal Barrier
Vacuum Plasma
Wear Resistance

THERMAL SPRAY APPLICATORS
Onsite Coating Services
Plasma
Shop Coating Services
Volume Production

THERMAL SPRAY EQUIPMENT
Ceramic Rod Combustion
Cold Spray Equipment
Combustion
Consumable Parts
High Velocity Combustion
Wire Arc Spray

THERMAL SPRAY FINISHING
Finishing Equipment
Finishing Tools / Grinding Wheels
Grinders / Machine Tools
Sand-Blasting Equipment
Sealants

THERMAL SPRAY PROCESS SUPPLIES
Carbide Powders
Ceramic Powders
Ceramic Rods
Industrial Gases
Intermetallic Powders
Metallic Powders
Other Powders
Recycling
Self Fluxing Powders
Wires

THERMAL SPRAY REMOVAL
Other
Water and Cleaning Systems

TRADE ASSOCIATIONS / PROFESSIONAL SOCIETIES
Other Trade Associations / Professional Societies
SNAPSHOT OF COMPANIES WHO ATTEND ITSC

Airbus Operations GmbH Hamburg
Bodycote Aerospace Defense & Energy
Caterpillar Inc.
Empire-Caterpillar
Federal Mogul Friedberg GmbH
Flowserve Flow Control GmbH
Ford Werke GmbH
GE Power AG
Heraeus Deutschland GmbH & Co. KG
Honeywell Aerospace
MTU Aero Engines AG
MTU Maintenance Hannover GmbH
Nemak Dillingen GmbH
Nissan Motor Co. Ltd
obz innovation gmbh
Pratt & Whitney
Putzier Oberflächentechnik GmbH
Robert Bosch Manufacturing GmbH
Rolls-Royce Deutschland Ltd. Co. KG
Rybak + Hofmann
Samsung Electronics Co. Ltd
Schaeffler AG
Siemens Industrial Turbomachinery AB
TeroLab Surface GmbH
The Linde Group
Tocalo Co. Ltd.
Treibacher Industrie AG
Voestalpine Böhler Welding UTP Maintenance GmbH
Voith Paper Rolls GmbH & Co. KG