

CLOSING REPORT

May 2018

Larger and more international: FeuerTRUTZ still on course for growth

- **Record: 286 exhibitors and 8,354 trade visitors**
- **More international: growing participation from other countries**
- **Attractive: top grades awarded by exhibitors and visitors**
- **Popular: over 1,600 participants in Fire Protection Congress and Compact Seminars**
- **Tandem: FeuerTRUTZ Network and NürnbergMesse continue cooperation**

FeuerTRUTZ added another impressive chapter to its success story with its eighth edition. A total of 286 exhibitors and 8,354 trade visitors met at the Exhibition Centre Nuremberg for FeuerTRUTZ – International Trade Fair with Congress for Preventive Fire Protection on 21-22 February 2018. At Europe’s leading information platform, they discussed the latest products and developments in passive, active and organisational fire protection. The trade fair was accompanied by an attractive supporting programme, including three Compact Seminars, and the prestigious Fire Protection Congress. More than 1,600 participants benefited from learning opportunities at the Congress, whose theme was “Fire protection as a cost driver?”, and the Compact Seminars on fire extinguishing systems, fire protection in Bavaria, and technical building services equipment and fire prevention. FeuerTRUTZ recorded marked growth in all these areas. The partners behind the event, FeuerTRUTZ Network and NürnbergMesse, further consolidated their collaboration by extending their cooperation agreement to 2023.

With more exhibitors and an 18 percent increase in visitor numbers overall, FeuerTRUTZ stayed on course for further growth in 2018. Growth in international visitor numbers was particularly strong, at 92 percent. After Germany, the top countries of origin were Austria, Switzerland and the Czech Republic. “Countries like Turkey, Russia, South Korea, Israel and

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 **FEUERTRUTZ**
Network für Brandschutz

 **NÜRNBERG MESSE**

China were also represented,” says Stefan Dittrich, Executive Director Exhibitions at NürnbergMesse, looking back. “FeuerTRUTZ is thus making its effect felt well beyond our national boundaries and into other continents. Nuremberg is a place the fire protection community from Germany and abroad can call home.” The event attracted exhibitors to Nuremberg from 16 countries, while visitors to the trade fair represented 42 countries in total. Both of these figures were up compared to the previous year.

Günter Ruhe, CEO FeuerTRUTZ Network and congress organiser, explains: “Ensuring fire protection in buildings will always be a demanding and complex task for planners. Technical know-how and knowledge of the latest fire protection regulations are hugely important if fire protection concepts are to succeed and be correctly evaluated. FeuerTRUTZ 2018 once again showed that the combination of a professional exhibition and Fire Protection Congress offers the right products and services for designers, certified experts, architects, construction engineers and employees of official agencies.”

Exhibitors and visitors full of praise

The results of the exhibitor and visitor survey show that both groups were extremely happy with FeuerTRUTZ 2018: 96 percent of exhibitors reached their target groups at the exhibition, and nine out of ten companies made new business connections. Overall, 94 percent rated the outcome of their participation in the exhibition as positive. The majority of the companies were optimistic about the situation in the industry: one in four of those surveyed expects a strong improvement in the economic situation, and well over half expect a moderate improvement. Not even one percent expects things to get worse.

Visitors, too, were very satisfied with the event: a total of 98 percent rated the products and services at the exhibition positively, while 22 percent gave the top rating of “very satisfied”. The visitor survey also emphasises the position of FeuerTRUTZ as a leading event for preventive fire protection: for eight out of ten visitors, FeuerTRUTZ is the only event on the subject that they will attend.

Three Compact Seminars on topics of current interest

The highly rated Compact Seminars, offering additional information on individual aspects of fire protection planning, once again proved very

popular. The seminar “Fire Protection DIRECT – Extinguishing Technology”, presented in collaboration with Bundesverband Technischer Brandschutz (Federal Association for Technical Fire Protection, bvfa), looked at technical questions on sprinkler systems, active fire protection and fire extinguishing equipment. The Compact Seminar “Fire protection in Bavaria”, with the Bavarian Chamber of Architects as the partner entity, dealt with amendments to fire protection regulations in Bavaria, and offered initial guidance for architects and representatives of official agencies.

The focus of the Compact Seminar “Well networked in case of fire?” was on the challenges involved in networking plants to form a comprehensive security strategy, and also quality assurance in planning and implementation. The partner for this event was the VDI (Verein Deutscher Ingenieure, Association of German Engineers), in the forum for experts in building services.

Forty-five presentations in two exhibitor forums

The two exhibitor forums in halls 10.0 and 10.1 were magnets for the public. Four series of lectures were moderated by various professional associations and institutions: Plant Technology and Fire Protection – New Developments in Standardisation and Law (ZVEI – Zentralverband Elektrotechnik- und Elektronikindustrie e.V., German Electrical and Electronic Manufacturers’ Association), Firefighting Water Technology Forum (bvfa), Fire Protection – the Details Matter (BAB – Brandschutzakademie Berlin, Berlin Fire Safety Academy) and Smoke Management in Buildings (AGE – Smoke Extraction Action Group). A total of 45 forum contributions were offered for the professional visitors, including further exhibitor presentations on trends and products.

Opportunities for professionals and budding fire protection experts

For the first time, the Job Board offered exhibition visitors a selection of attractive job opportunities with exhibiting companies, both on-site and on-line. Sixty available positions stimulated the interest of many professionals, who could imagine potential employers right there at their stands. Fire safety experts and new recruits, all with a thirst for knowledge, got results at the Training & Career Meeting Point pavilion, where 15 organisations offering courses of study and opportunities for training and professional development for fire safety professionals introduced themselves.

8. Internationale Fachmesse mit Kongress für vorbeugenden Brandschutz
8. International Trade Fair with Congress for Preventive Fire Protection

Fire Protection EXPERIENCE and After Work Party encouraged participation

As part of the Fire Protection EXPERIENCE, exhibitors gave live demonstrations to provide visitors with first-hand experience of fire protection technology. Participation and experience were also on the agenda for 550 guests at the FeuerTRUTZ After Work Party at the new venue, the PARKS café in Nuremberg's city park.

Focus on economic efficiency at the Fire Protection Congress

The unanimous opinion of the experts at the Fire Protection Congress was that good fire protection does not have to be expensive, and that it always pays off if disaster strikes. More than 1,300 participants had an opportunity to learn more in the three-tier Congress programme, whose theme this year was "Fire protection as a cost driver?". Key themes included changes to the building regulatory system, accessibility, legal questions on the new law on contracts for work and services under the German Civil Code (BGB), the limits of protected legal continuity, and liability risks. Other topics covered by the 35 or so Congress contributions included fire protection planning with a focus on the goal of protection, specialist site management, and site monitoring. The talks have subsequently been made available to participants as webcasts.

FeuerTRUTZ Network and NürnbergMesse continue cooperation

Since 2011, NürnbergMesse as organiser of the trade fair and FeuerTRUTZ Network as Congress organiser have worked together to arrange this industry highlight. At this eighth edition, the two partners sealed the deal to continue their collaboration on FeuerTRUTZ for a further five years.

Film on FeuerTRUTZ 2018

Those who missed out on FeuerTRUTZ can enjoy a review of the exhibition and Congress events in a series of film impressions: www.feuertrutz-messe.de/en/news/videos

FeuerTRUTZ 2019: a date for your diary!

The next FeuerTRUTZ will take place on 20 and 21 February 2019 at the Exhibition Centre Nuremberg.

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Security trade fairs at NürnbergMesse

NürnbergMesse has established and proven expertise in the security field. With events such as Enforce Tac – Trade Fair for Law Enforcement, it-sa, it-sa Brasil and it-sa India – Trade Fairs for IT Security, FeuerTRUTZ – Trade Fair for Preventive Fire Protection as well as Perimeter Protection – Trade Fair for Perimeter Protection, FIRE & SECURITY INDIA EXPO and also U.T.SEC – Unmanned Technologies & Security, it brings together a total of around 1,200 exhibitors and some 30,000 visitors from all over the world.

For more information please visit: www.nuernbergmesse.de/security

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