

POST
SHOW
REPORT

THE 2019 EDITION



VICTAM International & GRAPAS EMEA 2019

12-14 June, 2019, KoelnMesse, Hall 6, Cologne, Germany

Victam Corporation
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VICTAM AND ANIMAL HEALTH AND NUTRITION 2020
THE TOTAL ANIMAL FEED AND HEALTH EVENT
Organized by:  
MARCH 24 - 26
BITEC, BANGKOK
THAILAND

INNOVATION AT THE HEART OF VICTAM & GRAPAS INTERNATIONAL 2019

An allround international event!

Global industry executives from the animal feed industry as well as the grain processing, flour milling and biomass pelleting industries traveled to Cologne in Germany to visit the 2019 edition of the renowned VICTAM International & GRAPAS EMEA exhibition and conferences.

Thousands of visitors came through the doors of the KoelnMesse exhibition center in Cologne. They had come from as far away as Australia and every continent was represented. There were official delegations from Brazil, China, Japan, Russia and Turkey.

The visitors were very pleased with the exhibits, the newly launched products as well as the high quality of exhibitors and stands. The exhibitors reported that, as always, the quality of the visitors was very high.

The profile of the **248 exhibitors** in the industry expo was very diverse. They represented **31 different countries** of which 80% are based in Europe, 9% from Asia and 11% in the rest of

the world. 91% of the exhibitors stated that they would participate in the next edition of VICTAM International. Asked for their assessment of the show, exhibitors scored it as 8 out of 10. Visitors scored the event 8,5 out of 10.

In all, there were over **5.000 visits** over three days with delegates from **85 countries**; the highest number of countries so far. Although the majority of the visitors were from Europe (82.5%), a growing percentage of the visitors are from other parts of the world, for example: 5% from Asia, 4% from the Middle East and 5% from Latin America. The geographical breakdown is shown below.

Over 51% of the visitors came from (among others) the animal feed industry, 8% from the pet food industry, 10% from the grain, flour and rice industries, and 7% from the aqua feed industry. The main reason for visiting this event was networking, visiting specific companies, looking for new products, staying in touch with suppliers and meeting new suppliers. 90% of visitors stated they would visit the show again in 2023.

During the three days of the show, there were the following conferences:

Aquafeed Horizons 2019 by Aquafeed.com: about production technology and specialist ingredients for aqua culture feeds.

Bioenergy International Pellet Workshop by Bioenergy Europe: about how technology is innovating the efficiency & quality of pellet production.

Feed Efficiency Seminar by All About Feed: about new approaches to feed processing and formulation.

Feed Strategy Seminar by WATT Global Media with the theme: feed additive solutions for reducing emissions in livestock and poultry production.

GMP+ Feed Safety Seminar by GMP+ International

Grain Storage Seminar by Milling & Grain by Perendale Publishers Ltd.: short presentations on a variety of subjects including silo design, aeration

fans, grain coolers, ozone treatment of grain, grain sampling, remote monitoring systems for silos, and much more.

GRAPAS & Global Milling Conference by Perendale Publishers Ltd.: a full day of informative and innovative presentations from the milling industry's best and brightest!

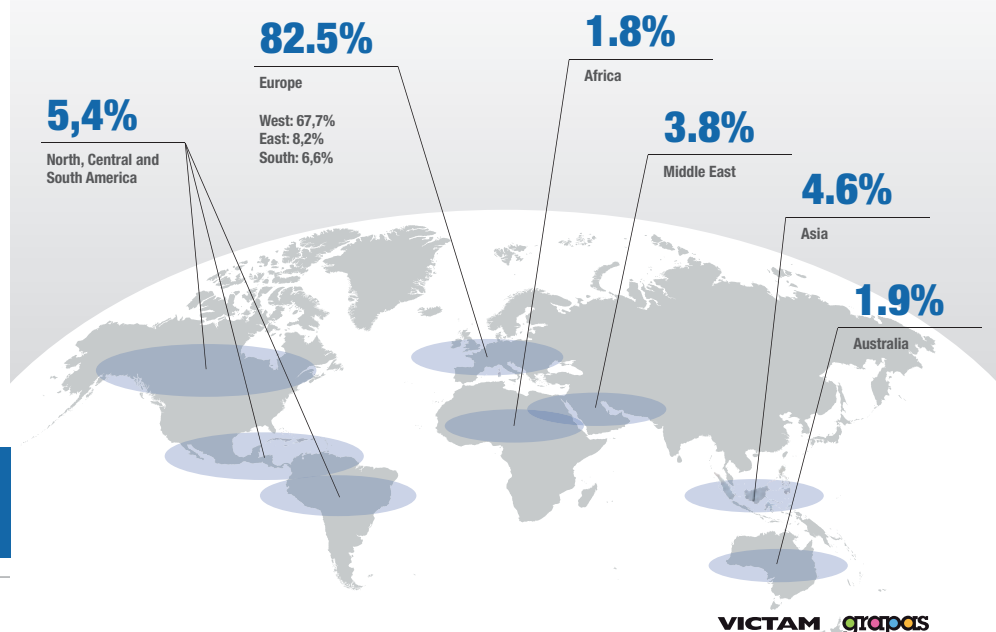
IFTC 2019 by Wageningen University & VICTAM Foundation: directed towards the evolvments in animal feed processing from a scientific and technology standpoint.

Petfood Forum Europe by WATT Global Media: education on the latest research and newest information on pet food nutrition, global pet food marketing trends and growth, pet food safety, processing, packaging and much more.

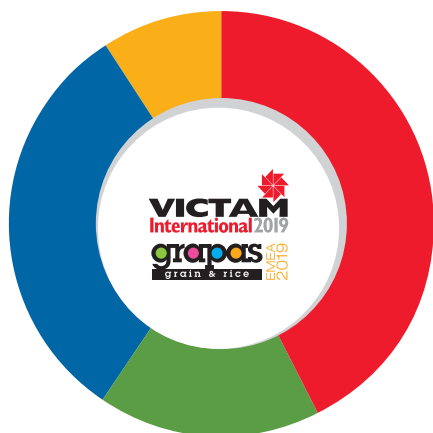
Additionally Victam arranged two feed industry tours to the Nijssen/ Granico feed mill and the Feed Design Lab in the Netherlands. These proved very popular with the visitors.

Visit our VICTAM International YouTube channel for in depth interviews with speakers, award winners and many more reports by our VICTAM news crew.

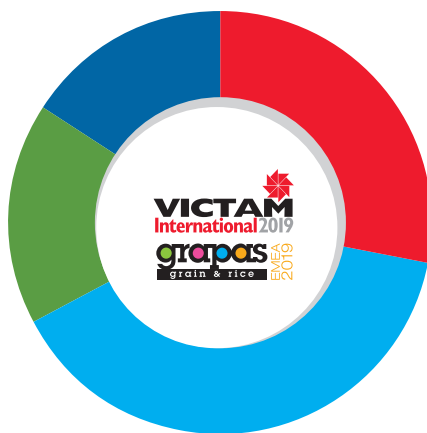
youtube.com/user/victaminternational



Geographical breakdown of visitors



Job functions of visitors %	
CEO, directors	42,7
Nutritionists, formulators	16,8
Management	31,5
Other	9,0
Total	100%



Influencers in the purchasing process %	
Final decision maker	28,1
Co-decision maker	39,3
Influencer	16,9
None	15,7
Total	100%

Some visitor quotes

Asked for their assessment of the show, visitors scored it as **8,5 out of 10**. 90% of the visitors stated that they would visit the next edition.

“Great exhibition, well done!”

“It was a good experience for me, to learn about solutions and innovations.”

Some exhibitor quotes

Exhibitors gave the quality of the visitors an average number of **8 out of 10**. 92% of the exhibitors surveyed indicated that they would exhibit again at the next edition.

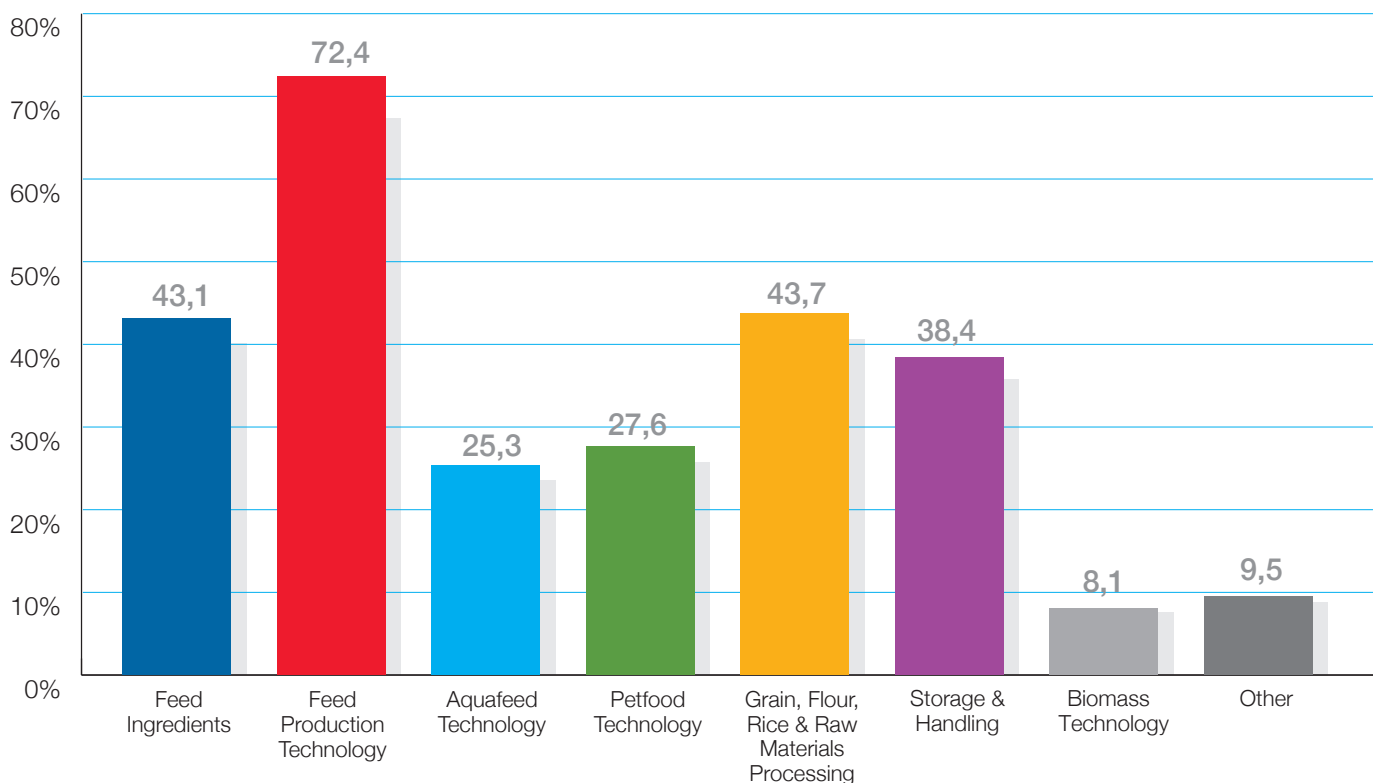
“We had a successful show. Great work!”

“The quality of visitors was excellent. We were able to do some great business”

Source: onsite/online survey among participants

Sectors of interest to the visitors

The total of these percentages is over 100% as a number of visitors expressed an interest in more than one sector





The perfect launch platform

Many new products were on show as the exhibitions provided the perfect platform to launch new products and services to the market. There were 39 innovations on display. Some of these were awarded the highly coveted **INNOVATION** Awards. During the Network Reception on the first show day, the winners of the coveted **INNOVATION** Awards were announced:

The **GRAPAS Award** had three winners this edition:

- ★ **Buhler:** LumoVision.
- ★ **Petkus:** OptoSelector 901t
- ★ **Selis:** Dynamic Angular Positioning System (DAPS)

The **Animal Feed & Nutrition Award** had three winners as well:

- ★ **Van Aarsen:** Hot Start Steam mixer
- ★ **Geelen Counterflow:** Counterflow Cooler Plus
- ★ **Famsun:** SWFL170 Vertical Pulveriser.

The **Aquafeed Award** had two winners:

- ★ **Prairie Aquatech:** ME-PRO protein ingredient for aqua feed
- ★ **Geelen Counterflow:** Electric Dryer

Upcoming events

VICTAM and Animal Health and Nutrition Asia 2020.
GRAPAS Asia 2020 is co-located with this event.

March 24 – 26, 2020
 BITEC, Bangkok, Thailand

Organised by Victam Corporation

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Exhibitors at VICTAM International & GRAPAS EMEA 2019

4B Braime Components	EnergyDeCentral	KSE Process Technology	Scafo Grain Systems Company
Abraziv Kft.	Engie Industrial Automation	La Meccanica srl di refo	SCE - Silo Construction & Engineering
Actemium	Engineered Systems & Equipment Inc.	Lachenmeier-Monsun A/S	Schenck Process
Adifo software	envea SWR engineering	Laidig Systems, Inc.	Schmiedewerke Gröditz GmbH
AEC Systems	epa Dosiertechnik GmbH	Law Print & Packaging	Schrage Rohrkettensystem GmbH
Aerox BV	Erling Verlag GmbH & Co. KG	Lumex Analytics GmbH	Conveying Systems
Agrena	EuroTier 2020 (DLG Service GmbH)	M.K. Associates	Schrauben trading & engineering NV
Agromatic AG	Ever Extruder	Mahesh Agro Food Industries	SCHULZ Systemtechnik GmbH
Alapala Machine Industry & Trade Inc.	Extruder Experts GmbH & Co. KG	MAKOBA GmbH & Co. KG	SELIS
ALAPROS	Extrusion-Link Ltd	MANGRA, S.A.	SERVIPACK ITALIA SRL
Allgaier Process Technology GmbH	Extru-Tech, Inc	Maschinenfabrik Reinartz GmbH & Co. KG	Setrem
Almex	Eye-Grain Aps	Matricir S.L.	SGS
Altinbilek Makina Ins. San. Ve Tic. A.S.	F. H. Schule Muehlenbau GmbH	MCAT GmbH	Shanghai Hayne Industry Co.,Ltd
Altıntaş havalandırmı turizm san. tic. a.ş.	Fagus-GreCon Greten GmbH & Co. KG	Mill Service S.P.A.	Shellac & Forest Products Export Promotion Council
Amandus Kahl GmbH & Co. KG	Falken Trade	Milling and Grain	Misset International (Reed Business)
Ambros Schmelzer & Sohn GmbH & Co. KG	Famsun	Mitchells	Shree Ram Gum Chemicals PVT. LTD.
Andritz Feed and Biofuel A/S	Farinet a.s.	Morillon	Simatek Bulk Systems A/S
Aquafeed.com, LLC	Feed Design Lab	Mühle + Mischfutter im Verlag	SKESS Corporation
Arodo	Feed Dynamics	Moritz Schäfer GmbH & Co. KG	Sonac - Darling Ingredients
Awila Anlagenbau GmbH	Feedtech Ltd	Muller Beltech BV	Sosland Publishing
AZO GmbH + Co. KG	Ferotec	Münch-Edelstahl GmbH	Spice Application Systems Ltd
Bechtel GmbH	Ferraz Maquinas e Engenharia LTDA	Mysilo Tahıl Depolama Sistemleri San ve Tic.A.Ş	SSB Wägetechnik
Bedeschi Spa	Fischbein Deutschland GmbH	Navrocki Pelleting Technology	Stateg Binder GmbH
Behn + Bates Maschinenfabrik GmbH & Co. KG	Fjordvejs Maskinfabrik A/S	Neelkanth Gum & Chemicals	STIF
Bentall Rowlands Storage Systems	Fordberg International AS	Neelkanth Polymers	STOLZ
BM Silo	FP Engineering Ltd - FP Spomax SA	Nerak GmbH Fördertechnik	Sukup Europe A/S
Brabender GmbH & Co. KG	Fragola F.LLI Spa	Neuro Industriechnik	Sun Magnetic Sys-Tech Co., Ltd.
BUCHI NIR-Online GmbH	Franz Högemann GmbH	Niczuk Metall-Pl. Sp. j.	Supertech Agroline ApS
Bühler Group	Franz Ludwig GmbH	OET	Swiss Institute of Feed Technology
Bunting Magnetics	Friedrich Electronic GmbH & Co. KG	Omori Europe B.V.	Symach Bagging & Palletizing
Carl Aug. Picard GmbH	FrigorTec GmbH	Optima Pressformen GmbH & Co. KG	T&B electronic GmbH
CARVEX Verfahrenstechnologie für Lebensmittel und Pharma GmbH	Fundiciones Balaguer SA	Orhand Discharging Systems	Taurus Prozesstechnologien 4.0 GmbH
Cetec Industrie	Gaudenzi SRL	Orient-Sunrise International (Qingdao) Co., Ltd.	TBM Europe BV
CFE Group	GEA Group	OrtaŞ Milling Machinery	Technex, LLC
CFE GmbH & Co. KG	Gebr. Ruberg GmbH & Co. KG	Ottevanger Milling Engineers	TecnoFood Italia
Changzhou Jumeila Mould Technology Co., Ltd.	Maschinenfabrik	Parantez Group	Tietjen Verfahrenstechnik GmbH
Changzhou Ketten Transmission Co Ltd.	Geelen Counterflow	Pavan S.p.A.	Top Silo Constructions
Chief Industries UK Ltd.	General Dies SRL	Payper, S.A.	TPLG - Tout Pour Le Grain
Cimbria AS	Goudsmit Magnetic Systems BV	Pelleting Consumables Europe	Typhoon nv
Cletral	GRAF GmbH	Pentlands Publishing Ltd.	Ümbr Packaging
Comav SRL	Greenfields Derivatives PVT. LTD	Perten Instruments GmbH	Uniqair Technologies Ltd.
Concetti S.p.A.	GSI	PETKUS Technologie GmbH	UWT GmbH
CPM Europe	Hansmeier Steuerungstechnik GmbH & Co. KG	Pfeuffer GmbH	Van Aarsen International
Cristiano Torre S.r.l.	Ilchmann Fördertechnik GmbH	PLP Liquid Systems SRL	Van Mourik Group
CTS Makina Demir ve Çelik Ürünleri San. Tic. A.Ş.	IMKO Micromodultechnik GmbH	Poeth BV	VAV Conveyor Components an Solutions
Daniit A/S	Imtech	Polem BV	vibronet-Gräf GmbH & Co. KG
Danvaegt A/S	Indian Hydrocolloids	Prairie AquaTech	Cereal Damping Systems
Datastor Systems Ltd	Indus integrated Bulk Logistics BV	Precia Molen	VIGAN Engineering SA
Deoussis Eng Ltd.	Institute of Food Technology	Premier Tech Chronos	Vortex Global
DEĞİRMEN INTERNATIONAL MAKINA SAN. TIC. LTD. ŞTİ.	Integnon	PRES International	VTK
Deswarte nv	Internationale Forschungsgemeinschaft Futtermitteltechnik e.V.	Prive SA	Walinga Inc.
Deutsche Müllerschule Braunschweig	IVS Dosing Technology	Promtek Ltd.	WATT Global Media
Dinnissen BV	Jacobs (Nantong) Engineering and Machinery Co., Ltd.	Riedel Filtertechnik GmbH	Welgro bv
DMN-Westinghouse	Jesma Vejeteknik A/S	RIELA Karl-Heinz Knoop e.K.	WEMO-technik
DSL Systems Ltd	Jiangsu Zhengchang Cereal Oil and Feed Machinery Co., Ltd	RMIG	Wenger Overseas Inc.
Dutch Milling Technology International B.V.	JPT-Industria Ltd	Rosal Instalaciones Agroindustriales S.A.	Wiese Fördererlemente GmbH
E.F.S.-Holland B.V.	K.H. Witte Anlagenbau GmbH & Co. KG	Rotex Europe Limited	Worlée NaturProdukte GmbH
EcoKraft AG	Keller HCW GmbH	Rueter Maschinenbau GmbH & Co. KG	WPSA World's Poultry Science Association
eFeedLink Pte Ltd	Kemin	Sarda Gums & Chemicals	Wynveen International
	Kettenfabrik Unna GmbH & Co. KG	Sarda Starch (P) LTD.	XinKiang Hexie Feed Machinery Manufacturing Co.,Ltd.
	Koan Cheng Fa Industrial Co., Ltd		Yemmak A.S.
			Yemtar Mak. San. Tic. A.S.
			Zhenjiang Sanwei Conveying Equipment Co., Ltd.