PUMPS & VALVES

BILBAO, SPAIN

4-6 JUNE 2019

BILBAO EXHIBITION CENTRE

POST SHOW REPORT

Pumps & Valves 2019– GENERAL INFORMATION

19.500
Visitors

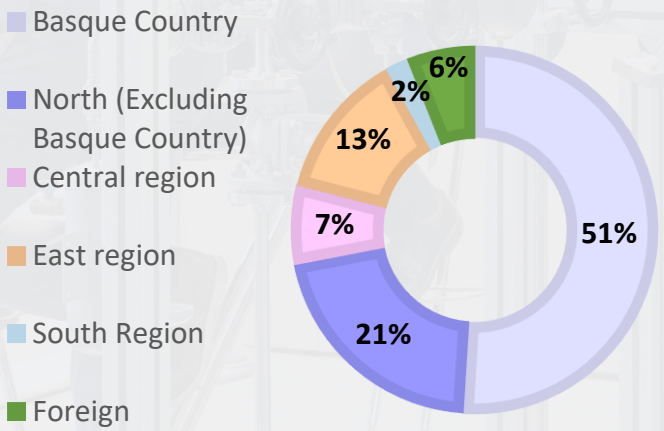
140
Exhibiting Firms

20
Reowned Speakers

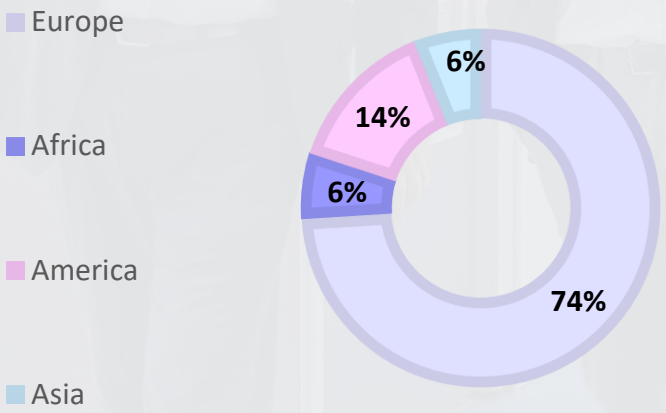
90
Delegates

Innovation
Workshops

NATIONAL VISITORS



VISITANTES INTERNACIONALES

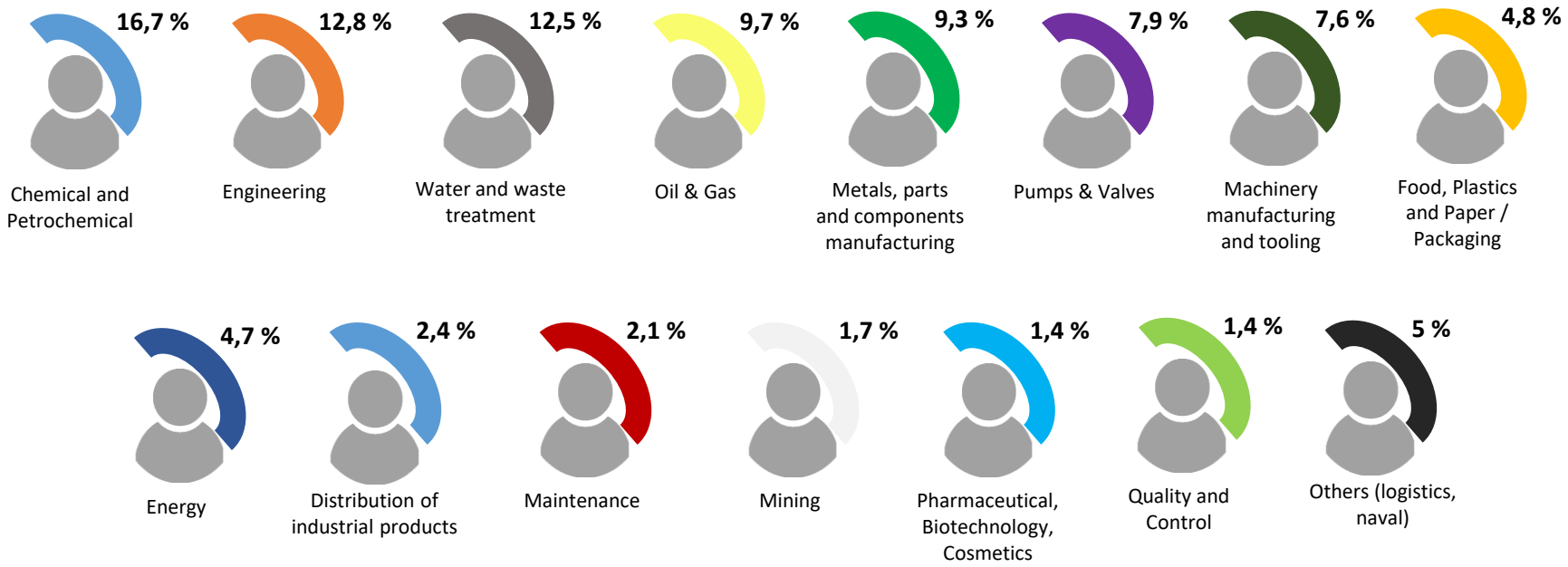


COUNTRIES OF ORIGIN

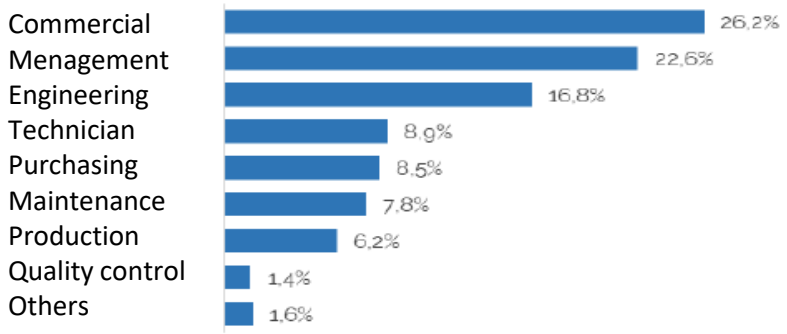
- Portugal (24%)
- France (16%)
- Italy (11%)
- Germany (8%)
- Colombia (5%)
- United Kingdom (2%)
- Mexico (2%)
- India (1%)
- Argentina (1%)
- Netherlands (1%)

Pumps & Valves 2019– VISITOR PROFILE

ACTIVITY SECTOR



AREA / DEPARTMENT



CHARGES

Pumps & Valves 2019 – VISITING COMPANIES

SOME OF THE COMPANIES THAT VISITED PUMPS & VALVES 2019

acciona Agua
accenture
Air Liquide creative oxygen SAFETY DATA SHEET LIBRARY
AHLSTROM MUNKSJÖ
aqualia
BBG Bahía Bizkaia Gas
bp
BRIDGESTONE
CAPW
cemosa GRUPO CELULOSAS MOLDEADEAS, S.L.
CLH
cobra
conservas Palacio
Consorci d'Aigües de Tarragona
DERIVADOS DEL FLUOR Minersa Group
DESALIA
elecnor
enagas
GRUPO CONSERVAS GARAVILLA
ACS ACTIVIDADES DE CONSTRUCCIÓN Y SERVICIOS
INERCO
MÄRKISCHES WERK
MAXAM
METITO
MEOS
GRUPO NAVEC CREAMOS INDUSTRIA
MILSA S.A. METALURGICA
CELSA GROUP NERVACERO
ORASCOM CONSTRUCTION
Petronor Abanto - Muskiz - Zierbena
pleroo International Limited
Polifluor Plásticos técnicos para ingeniería
PCE
PRAXAIR
REPSOL
SHAMA
SENER
sidenor
suez
TechnipFMC
TEPSA Flexible tanking. Certified.
Steinmüller Babcock Environment NIPPON STEEL ENGINEERING GROUP
VOITH
ZAMAKONA YARDS

Pumps & Valves 2019 – EXHIBITING COMPANIES

SOME OF THE EXHIBITING COMPANIES IN PUMPS & VALVES 2019

accesfluid
acequisa
AIGUAPRES®
Aransolo SUMINISTROS TECNICOS
ATEI
ATLAS Comercial Industrial, S.A.
BACCARA Pneumatics. Automation & Control Solutions
BOMBAS ESPECIALES TORRES
BRANIR
BUSCH Bombas y Sistemas de Vacío
ceXco
Chicony POWER TECHNOLOGY
COMERCIAL LASMERT, S.L.
Comeval® A COMPANY OF THE ARMATUREN GROUP
echetalde
emica bombas
ESINSA®
REGULATOR SCIENTIFIC AND MANUFACTURING COMPANY
fluytec filtration technologies
rf Fondon redes y fluidos
HALÉCO
HRS heat exchangers
iberacústica CONTROL DEL RUIDO Y VIBRACIONES
IWAKI
meciberia by mecesa
JOINT STOCK COMPANY METALLURGICAL PLANT ELECTROSTAL
Pekos Group
PNEUMAX
QUILINOX®
RONA
SAER ELETTROPOMPE
sintemar
BOMBAS RH
TECNICA DE FLUIDOS
WATSON MARLOW Fluid Technology Group

PUMPS & VALVES 2019 DIRECTORY

I WANT TO BE AN EXHIBITOR!

Pumps & Valves 2019 – CONFERENCES/KEYNOTES

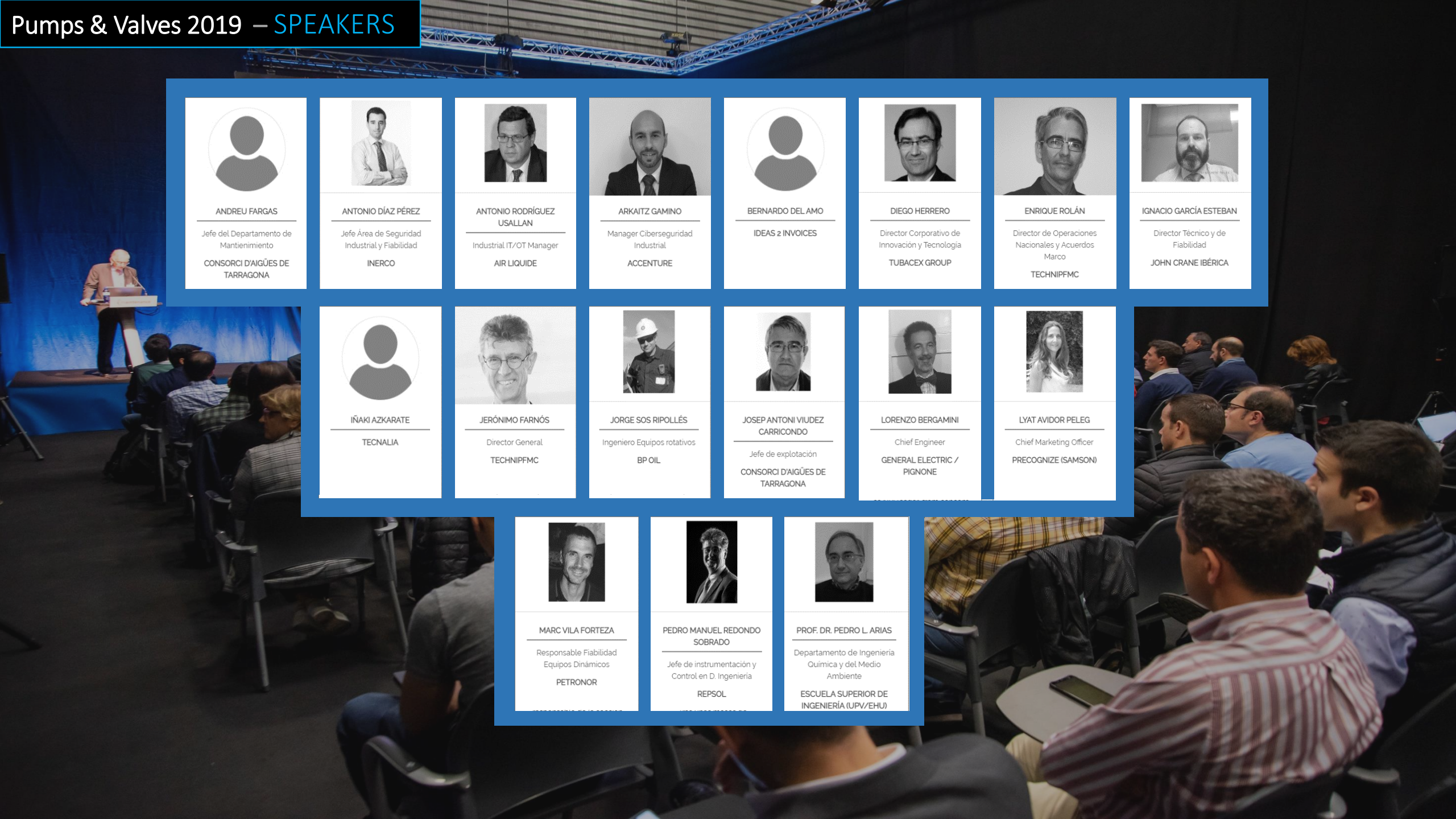
SESSION 1: CHALLENGES AND OPPORTUNITIES OF ENGINEERING, OPERATION AND CONNECTIVITY OF FLUID PROCESS EQUIPMENT

SESSION 2: CHALLENGES AND INNOVATIVE SOLUTIONS TO IMPROVE ENERGY EFFICIENCY, SAFETY AND RELIABILITY

SOME OF THE TOPICS COVERED:

- IMPROVING THE PERFORMANCE OF THE GLOBAL ENERGY INDUSTRY.
- CONNECTIVITY AND CYBERSECURITY REQUIREMENTS IN INDUSTRIAL OPERATION.
- MAINTAINABILITY AS A SELECTION CRITERION FOR VALVES WITH AN INSTRUMENTED SAFETY FUNCTION.
- DIGITIZATION AND RELIABILITY IN ROTATING EQUIPMENT, LINKED TO SEALING SYSTEMS.
- APPLY ARTIFICIAL INTELLIGENCE TO PREDICT PROBLEMS AND IMPROVE OPERATION.
- MITIGATION OF CYBER RISKS IN INDUSTRIAL ENVIRONMENTS.
- STRATEGY IN REPLACING CONTROL VALVES WITH FREQUENCY VARIATORS.
- RELIABILITY AND EFFICIENCY IN ROTATING EQUIPMENT, REPLACEMENT OF STEAM TURBINE DRIVES.
- HYDRAULIC SYSTEMS. ENERGY EFFICIENCY AND ITS MANAGEMENT.
- LATEST DEVELOPMENTS IN HIGH EFFICIENCY AND HPRT CENTRIFUGAL PUMPS.
- ANALYSIS OF FAILURE MODES AND THEIR CRITICALITY TO IMPROVE RELIABILITY IN DYNAMIC EQUIPMENT.

Pumps & Valves 2019 – SPEAKERS



ANDREU FARGAS
Jefe del Departamento de Mantenimiento
CONSORCI D'AIGÜES DE TARRAGONA

ANTONIO DÍAZ PÉREZ
Jefe Área de Seguridad Industrial y Fiabilidad
INERCO

ANTONIO RODRÍGUEZ USALLAN
Industrial IT/OT Manager
AIR LIQUIDE

ARKAITZ GAMINO
Manager Ciberseguridad Industrial
ACCENTURE

BERNARDO DEL AMO
IDEAS 2 INVOICES

DIEGO HERRERO
Director Corporativo de Innovación y Tecnologia
TUBACEX GROUP

ENRIQUE ROLÁN
Director de Operaciones Nacionales y Acuerdos Marco
TECHNIPFMC

IGNACIO GARCÍA ESTEBAN
Director Técnico y de Fiabilidad
JOHN CRANE IBÉRICA

IÑAKI AZKARATE
TECNALIA

JERÓNIMO FARNÓS
Director General
TECHNIPFMC

JORGE SOS RIPOLLÉS
Ingeniero Equipos rotativos
BP OIL

JOSEP ANTONI VIUDEZ CARRICONDO
Jefe de explotación
CONSORCI D'AIGÜES DE TARRAGONA

LORENZO BERGAMINI
Chief Engineer
GENERAL ELECTRIC / PIGNONE

LYAT AVIDOR PELEG
Chief Marketing Officer
PRECOGNIZE (SAMSON)

MARC VILA FORTEZA
Responsable Fiabilidad Equipos Dinámicos
PETRONOR

PEDRO MANUEL REDONDO SOBRADO
Jefe de instrumentación y Control en D. Ingeniería
REPSOL

PROF. DR. PEDRO L. ARIAS
Departamento de Ingeniería Química y del Medio Ambiente
ESCUELA SUPERIOR DE INGENIERÍA (UPV/EHU)

Pumps & Valves 2019 – ACTIVITIES

INNOVATION WORKSHOPS

Short and dynamic presentations with the latest in technological innovations, case studies and the best solutions from exhibiting companies and sponsors. A service included in the participation, which undoubtedly reinforces the visibility of the company.

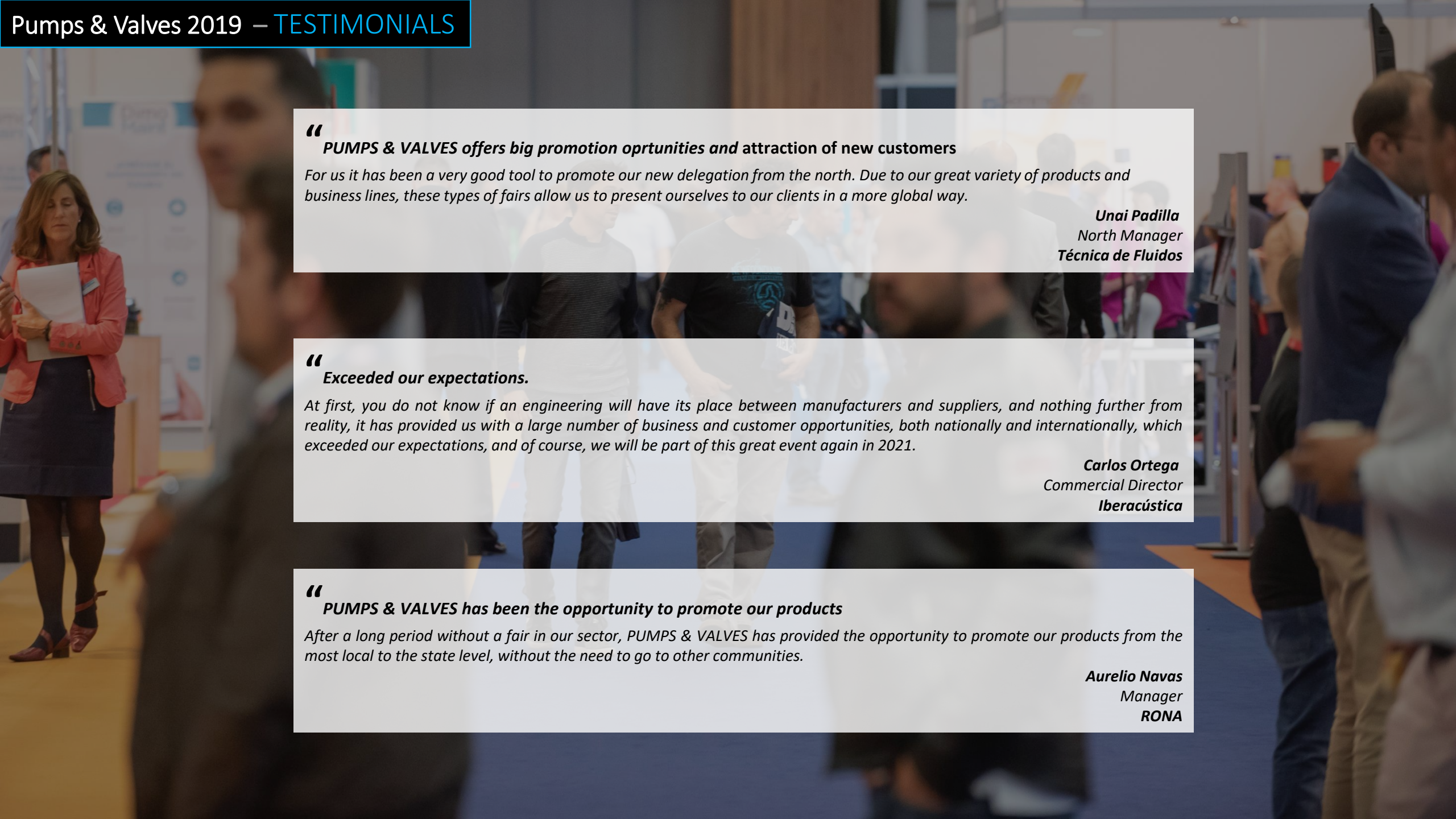
Free access for visitors upon registration to the Expo Zone.
No reservation of place is necessary. Venue: Speaker Corner, in the center of the pavilion.

TECHNICAL VISIT: PETRONOR

On June 5th, several maintenance representatives had the opportunity to make a technical visit to PETRONOR and thus learn more about the company.

Petronor represents the industrial vanguard of the oil sector and champion the spirit of tradition and closeness to the environment in which it is located, and to which it owes its productive force.

Pumps & Valves 2019 – TESTIMONIALS



"

***PUMPS & VALVES offers big promotion oprtunities and* attraction of new customers**

For us it has been a very good tool to promote our new delegation from the north. Due to our great variety of products and business lines, these types of fairs allow us to present ourselves to our clients in a more global way.

Unai Padilla
North Manager
Técnica de Fluidos

"

Exceeded our expectations.

At first, you do not know if an engineering will have its place between manufacturers and suppliers, and nothing further from reality, it has provided us with a large number of business and customer opportunities, both nationally and internationally, which exceeded our expectations, and of course, we will be part of this great event again in 2021.

Carlos Ortega
Commercial Director
Iberacústica

"

PUMPS & VALVES has been the opportunity to promote our products

After a long period without a fair in our sector, PUMPS & VALVES has provided the opportunity to promote our products from the most local to the state level, without the need to go to other communities.

Aurelio Navas
Manager
RONA

Pumps & Valves 2019 – COMUNICATION AND MEDIA

Advertising has been carried out in various media; online media, partner websites, social media and in paper format in both technical and general press. Through this integrated communication strategy, we have been able to offer all the participants in the event an added value, as well as greater visibility of your company.

FLUIDOS

"Pumps & Valves will have the" knowledge "of the main companies in the sector."
"Pumps & Valves 2019 promotes a wide program of activities and includes" open meetings ""

mundocompresor.com portal industrial

The Pumps & Valves conference program has revolved around improving the performance of the global energy industry, cybersecurity, Big Data, or IOT solutions. 11 speakers from leading companies, most of them user companies, as well as manufacturers and engineering companies, have participated in them.

TECNOAQUA

Pumps & Valves 2019, organized by Bilbao Exhibition Center, is integrated into + Industry, together with six more industrial fairs in the same space: Subcontracting, Addit3d, Industry Tools by Ferroforma, BeDigital, Maintenance and Fitmaq.

AGUASRESIDUALES.INFO

Maintaining success combines creativity and competitiveness this week at the "Pumps & Valves" in Bilbao.

afe

PUMPS & VALVES will have the "knowledge" of the main companies in the sector.
PUMPS & VALVES, International Fair of pumps, valves and equipment for industrial processes, has confirmed the participation, in the conferences parallel to the exhibition, of the companies Air Liquide, BP OIL, Consorcio de Aguas de Tarragona, General Electric, INERCO, John Crane, Petronor, Accenture and Technip FMC. The event will be held from June 4 to 6 at the Bilbao Exhibition Center.

PQ

Pumps & Valves, the latest in valves, pumps and industrial equipment.
The international fair for pumps, valves and equipment for industrial processes Pumps & Valves has confirmed the participation, in the conferences parallel to the exhibition, of the companies Air Liquide, BP Oil, Consorcio de Aguas de Tarragona, General Electric, Inerco, John Crane , Petronor, Accenture and Technip FMC. The event will be held from June 4 to 6 at the Bilbao Exhibition Center.

ESTRATEGIA

Pumps & Valves, Feria Internacional de Sistemas de Bombas, Válvulas y Equipamiento para Procesos Industriales, celebrará su tercera edición del 4 al 6 de junio en BEC combinando la exposición con jornadas y otros espacios de intercambio en los que se desarrollará un amplio programa de actividades. Se ofrecerá un programa de 'Open Meetings' en el que los expositores y patrocinadores, proveedores de equipos, soluciones y tecnologías de proceso en la manipulación de fluidos, podrán establecer contacto con visitantes usuarios de estos servicios. De otro lado, Xabier Basañez, director general de BEC, y el presidente de la Asociación de Profesionales de España en Cerrajería y Seguridad han firmado un acuerdo de colaboración en la promoción de Industry Tools by Ferroforma.

oilgas

Petróleo, Petroquímica y Gas • Marzo 2019 • año 52

Pumps & Valves 2019 diseña un intenso programa de actividades

4-6 de junio de 2019
www.bilbaoexhibitioncentre.com

Pumps & Valves, Feria Internacional de Sistemas de Bombas, Válvulas y Equipamiento para Procesos Industriales, celebrará su tercera edición entre los días 4 y 6 de junio en Bilbao Exhibition Centre combinando exposición con jornadas y otros espacios de intercambio en los que se desarrollará un amplio programa de actividades paralelas.

Como novedad, durante el transcurso de Pumps & Valves 2019 se ofrecerá un programa de "*Open Meetings*" en el que las empresas expositoras y patrocinadoras, proveedoras de equipos, soluciones y tecnologías de proceso en la manipulación de fluidos, podrán establecer contacto directo con visitantes usuarios de estos servicios. El equipo comercial está trabajando ya en la gestión de invitados, con una primera selección propia de VIPs, a la que posteriormente se añadirán los perfiles propuestos por los propios expositores. Los invitados de este programa podrán optar a mantener entrevistas con las firmas expositoras que así lo requieran.

Destaca la celebración durante el día 6 de junio de un programa de conferencias altamente especializado en el que los visitantes tendrán la oportunidad de conocer la última tecnología en equipos de procesos de fluidos a través de los mejores casos de éxito de empresas usuarias e ingenierías. Asimismo, durante esta última jornada, se llevarán a cabo los "*Innovation Workshops*", breves presentaciones en las que las propias empresas expositoras expondrán lo último en innovaciones tecnológicas, casos prácticos reales y las mejores soluciones.

Hasta la fecha, en la lista de empresas registradas como visitantes destacan nombres propios como Kraft, Petronor, Siemens, Sener Ingeniería y Sistemas, Praxair, Idom, SKF Española, Tamoin, Tecnalia, TSK Energy Solutions, Astilleros Zamakona Pasaia, Enagas, Acciona Agua, Acciona Construcción, Bridgestone Hispania, CLH, Cobra Energia, Conservas Palacio, Consorcio de Aguas de Bilbao Bizkaia, Derivados del Fluor, Activa Ingenieros, Indar Electric, Granja San Jose, Grupo Eulen, Grupo

FuturENVIRO
PROYECTOS, TECNOLOGÍA Y ACTUALIDAD MEDIOAMBIENTAL
PROJECTS, TECHNOLOGIES AND ENVIRONMENTAL NEWS

Pumps & Valves 2019 potencia un amplio programa de actividades e incluye "Open Meetings"

Actualidad Eventos Eventos Agua ene 21, 2019

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Fotografo Bilbao, Bizkaia, fotografía profesional,Boda,eventos,publicidad.

Pumps & Valves 2019 – VALUATION AND RESULTS

EXHIBITORS VALUE THE ACHIEVEMENT OF OBJECTIVES BY EXHIBITORES UP TO 70%

THE GENERAL INTENTION TO VISIT THE NEXT EDITION BY THE VISITOR IS UP TO 90%

THE VISITOR ASSESSES THE QUALITY OF THE EXHIBITING AREA WITH 81%

Image Gallery

THE FULFILMENT OF THE OBJECTIVES OF VISITORS IS AT 74%

THE CONFERENCES ARE VALUED WITH A 78% BY DE DELEGATES

Pumps & Valves 2019 – PARTNERS

Premium Company

Indutec Soluciones Técnicas

Featured Exhibitors

The Heart of Industry IWAKI

Chicony POWER TECHNOLOGY

IWA

Collaborators

50 TECNIBERIA

fluidex

EUSKO JAURLARITZA GOBIERNO VASCO

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Organizers

EASYFAIRS Visit the future

BEC! BILBAO EXHIBITION CENTRE EXPOSSIBLE!

We hope to see you again at the next edition of PUMPS & VALVES

PUMPS & VALVES
TRADE SHOW FOR PUMP AND VALVE SYSTEMS AND EQUIPMENT FOR INDUSTRIAL PROCESSING
BILBAO, SPAIN 26-28 OCTOBER 2021

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