

## Heard at the event: What exhibitors and visitors think of Perimeter Protection 2010

“The exhibition paid off for us from the second day onwards. Besides our invited customers, we had many new contacts on the stand from countries such as Belgium, France, Italy and Luxembourg. As the leading manufacturer of burglar alarm systems in Germany, we rarely meet fence makers. The mix of electronic and mechanical systems at this exhibition is great, because we can also talk to the fencing sector and open up a totally new field of business,” says Mirko Wolf, Customer Support Manager at Telenot Electronic GmbH, Aalen.

“We didn’t know what to expect at this premiere, but we are positively surprised by the exhibition. Here we have met our target group 100 per cent, as good as perfect. Whereas mechanical site protection is always just a fringe segment at other large exhibitions, here it is the focus of attention. Perimeter Protection is an important exhibition,” says Claus Heidrich, Director Marketing and Sales, Berlemann Torbau, Neuenkirchen.

“The quality of the visitors at Perimeter Protection was really very good. I would rather have ten people on the stand who know what they’re talking about than 100 who only ask questions. Unfortunately, some of our customers from Estonia and Latvia had to cancel their visit at short notice because their flights were cancelled due to the ash cloud. 50 per cent of the contacts we had on our stand during the three days of the event were new potential customers. This is a super result! We are thoroughly satisfied,” says a delighted Jan Moberg, Executive Vice President of Bavak Security Group, Netherlands.

### Ideelle Träger / Sponsors



Fachverband  
Metallzauntechnik e.V., Ratingen

RAL-Gütegemeinschaft  
Metallzauntechnik e.V., Ratingen

### Veranstalter / Organizers



Messe GmbH & Co. KG  
H & K Messe GmbH & Co. KG  
Friedrichstraße 39  
70174 Stuttgart, Germany

Tel +49 (0) 7 11/72 23 10-0  
Fax +49 (0) 7 11/72 23 10-20  
info@hundkmesse.de  
www.perimeter-protection.de

### Geschäftsführer Managing Directors

Claus Hähnel  
Wieland Kniffka

### Amtsgericht / Registration Number

Komplementär / General Partner:  
H & K Messe Verwaltungs-GmbH  
HRB 725296 Stuttgart

Kommanditgesellschaft  
Limited Partnership  
HRA 722367 Stuttgart

NürnbergMesse GmbH  
Messezentrum  
90471 Nürnberg, Germany

Tel +49 (0) 9 11/86 06-0  
Fax +49 (0) 9 11/86 06-82 28  
info@nuernbergmesse.de  
www.perimeter-protection.de

### Vorsitzender des Aufsichtsrates Chairman of the Supervisory Board

Dr. Ulrich Maly  
Oberbürgermeister der Stadt Nürnberg  
Lord Mayor of the City of Nuremberg

Geschäftsführer  
Managing Director  
Bernd A. Diederichs

Registergericht  
Registration Number  
HRB 761 Nürnberg

“Despite the problems getting to Nurnberg due to the plane/volcano problems, we did make it for Thursday and Friday and found it to be a very good show for us. Although the numbers of attendees was low, the quality of attendees was excellent. Please make sure we are on your list as we will want to exhibit at the next show,” affirms Alec Owen, International Client Manager, Future Fibre Technologies Pty Ltd, Surrey, United Kingdom.

“My job is to ensure the technical security of postal service properties such as packet and letter processing centres using measures like burglar alarm, access control or video systems and increasingly also fencing security and ground detection. I was very pleased to be invited to Perimeter Protection by an exhibitor, because it gave me the opportunity to gather information about new solutions for protecting the outer skin of a building,” explains Werner Meier, Security Engineering Specialist, Deutsche Post DHL, Nürnberg.