



## Final report of the CONECO / RACIOENERGIA 2008

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### I. BACKGROUND INFORMATION

The 29<sup>th</sup> year of the international construction fair CONECO which was held from 1 to 5 April 2008, was again a significant meeting place of companies, innovative solutions and knowledge of producers, sellers, investors, designers and architects. **The construction fair CONECO and the fair of energy efficiency RACIOENERGIA were accompanied by exhibitions CLIMATHERM, CONECOINVEST and SLOVREALINVEST.** Over the recent years, the construction sector experiences a boom in Slovakia, as well as in Europe. Growing interest in the latest trends and innovation in construction, real estate, air-conditioning and ventilation, as well as the use of energy in housing encourages the ever-growing interest of expert exhibitors, institutions and the general public.

The CONECO, RACIOENENERGIA, CLIMATHERM, CONECOINVEST and SLOVREALINVEST fairs are the largest and most significant exhibition events in Slovakia. The 29<sup>th</sup> CONECO fair, Slovakia's largest construction fair, proved the enormous construction "boom" Slovakia has been experiencing over the recent years. Forecasts say this development will further continue both in quantitative and qualitative terms.

The significance and prestige of this extraordinary event is also highlighted by the fact that the fair was held under the auspices of the Slovak Ministry of Construction and Regional Development, Slovak Ministry of Economy and Slovak Ministry of the Environment. For the first time, the online mBank was the general partner of the construction fair. Combining the bank with the most significant construction fair is a result of an enormous construction "boom" and the growth of the housing finance market. Every year, the fair also offers extensive side events with the participation of experts which increase its professional value and thus are an integral part of the fair. Therefore, we are thankful to the following partners: ASPEK – Association of Industrial Ecology in Slovakia, Slovak Floor Manufacturers Guild (Cech podlahárov Slovenska), Slovak Roofers Guild (Cech strechárov Slovenska), Heating and Thermal Technology Guild (Cech vykurovania a tepelnej techniky), National Association of Slovak Real Estate Agencies (Národná asociácia realitných kancelárií Slovenska/NARKS), Slovak Investment and Trade Development Agency SARIO, Slovak Innovation and Energy Agency, Slovak Chamber of Architects, Slovak Chamber of Civil Engineers, Slovak Association for Environmental Technology (Slovenská spoločnosť pre techniku prostredia/SSTP), Slovak Association of Refrigeration and Air Conditioning Engineers, Slovak University of Technology in Bratislava - Faculty of Electrical Engineering and Information Technology, Slovak University of Technology – Faculty of Architecture, Slovak University of Technology – Faculty of Civil Engineering, Research and Development Institute for Construction (Výskumno-vývojový ústav pozemných stavieb/VVUPS), Eurostav publishing house, Slovak Association for Thermal Insulation of Buildings (Združenie pre zatepľovanie budov SR), Slovak Association of Towns and Municipalities (Združenie miest a obcí Slovenska/ZMOS), Slovak Association of Construction Companies (Zväz stavebných podnikateľov Slovenska/ZSPS).

In 2008, free consulting services were provided to all visitors by almost 20 specialist institutions and companies in the Information and Consultancy Centre.

**Event statistics:**

- Number of visitors 208 147
- Number of exhibitors 900
- Countries directly represented 14 (Slovakia, the Czech Republic, Austria, Hungary, Poland, Germany, Russia, France, Italy, Slovenia, Turkey, Spain, Switzerland and Canada)
- Official participation of the Czech Republic  
number of exhibitors from the Czech Republic 159
- Exhibition area in m<sup>2</sup> 60 000
- Number of exhibition halls 11
- Number of accredited journalists 452



The Czech Republic was again officially represented at the Coneco 2007 fair, with the number of Czech exhibitors being 159.

The Czech exhibitors specialised mainly in the following fields: construction technologies, construction materials and products, windows, doors, insulations, heat generation technologies, metering and regulation, scaffoldings, construction chemicals, air conditioning distribution system... This year's exposition of the Czech Republic at the 29<sup>th</sup> international construction fair CONECO 2008 in Bratislava was, for the first time, located in the joint exhibition area of the D2 Hall. The Czech Republic traditionally ranks among the largest foreign exhibitors. This is due to many factors, the main one of which is the long term economic cooperation between the Czech Republic and Slovakia, as well as the confidence of Czech producers in the stable and prosperous Slovak market. Based on statistics, Slovakia remains the second largest business partner of the Czech Republic (Germany being the first), however, the Czech Republic rates Slovakia as the most significant business partner. The main objective of the Czech Republic's representation at the fair was to offer the Czech companies searching for new business relations a possibility to present their products to new and potential customers, as well as to establish new contacts.



**INCHEBA**



This year, national participation was also confirmed by Turkey with ten exhibitors. The Lower Austria Community also presented itself with the group of ten exhibitors from Austria.

#### **Exhibitors' opinions on Coneco:**

##### **Ján Majerský, President of ZSPS**

CONECO - the largest construction fair in Slovakia is considered a part of the construction market also by the Slovak Association of Construction Companies. Incheba a.s., the fair's organiser, brings every year new motivations to the fair.

##### **Mária Jardanházyová, Director of the Skanska Development SK s.r.o real estate agency**

We consider Coneco a great place for establishing new contacts but also a possibility to present our company. We would like to attend the fair in the future and at the same time we would welcome more exhibitors within the SLOVREALINVEST fair.

##### **Daniel Baláž, Director General of Saint-Gobain Constructions Products s.r.o. Bratislava**

As well as empty plates are the best compliment to the cook, so is our 17 years of attendance at the CONECO fair a confirmation of our satisfaction with such form of communication with the public. Growing market share strengthened by good results is a proof that our strategy is correct.

##### **Robert Gebhardt, Marketing Manager of Geberit Slovensko s.r.o.**

For us, the CONECO fair provides an opportunity to present our new products both to the general public and experts. Personal contact with the customer and an opportunity to establish business contacts are advantages of attending the fair.

##### **Daniel Kimmer, Corporate Agent of RUX ČR, s.r.o.**

We would like to thank Incheba for a perfect and professional organization of the CONECO fair. Thanks to the fair, our company had a chance to acquire many new and important contacts and establish cooperation with new customers from Slovakia, but, due to the attendance of international exhibitors, also with customers from other European countries.

##### **Michelle Bologna, Head of the Communication and External Relations Section of Slovenské elektrárne, a.s.**

This year, we also participated in the RACIOENERGIA fair. We need to highlight Incheba's willingness to be flexible and meet our requirements. Every year, the fair is better in some way also due the organiser's flexibility and its effort to continuously improve.

##### **Albert Priehoda, Marketing Director of XELLA Slovensko, s.r.o.**



The CONECO fair provides a great opportunity to present products and services in construction and is a meeting place of different interest groups, either experts or users themselves.

**Petra Pazúriková, Phoenix Zeppelin, s.r.o.**

Over the years, the CONECO fair has grown to be the largest and most significant event of its kind held in Slovakia and provided us with a chance to establish new business contacts and strengthen relations with our customers.

**Pavel Egri, Owner of BEN s.r.o.**

Every year, we are able to see the progress of the fair. We were pleased with the number of visitors who came to see our exposition. In our opinion, the CONECO fair is a prestigious event and we already consider our participation at CONECO 2009.

## **II. OPENING CEREMONY**

During the fair's opening ceremony, Director General of Incheba, a.s., Alexander Rozin thanked all exhibitors, partners and professional supervisors for their participation at the construction fair – a "builders' holiday" (sviatok stavbárov) and pointed out the official representation of the Czech Republic which is the largest one at the fair. At the end, "the first man of Incheba" wished all participants great business and personal success at the fair in Bratislava.

During the speech at the opening ceremony, Mrs Silvia Gašparovičová, wife of the Slovak president, said: "I am glad that I could take part in the opening of the largest construction fair in Slovakia. I have not missed this important event once and it always presents an opportunity for me to return to my original field of work. I appreciate that after the initial confusion in the beginning of the nineties, civil engineers were among the first to understand the new situation, opportunities and needs. It is remarkable that this process continues which makes the construction sector one of the most prosperous sectors of our economy. It is being developed in terms of quantity, quality and design. Due to these facts, Slovakia is becoming an attractive destination for business, as well as housing.

Peter Hajáš, Director General of the Slovak Investment and Trade Development Agency SARIO appreciated that this year, the construction fair was held concurrently with the CONECOINVEST fair which was organised last year for the first time. At the same time he appreciated that Incheba had provided a possibility for investors, implementers, representatives of self-governing regions and real estate owners to meet and get a better overview of trends in the real estate market. The aim of CONECOINVEST and SLOVREALINVEST is to present investments plans of individual regions as well as trends in the real estate market.

On behalf of mBank, Director General Marek Duban greeted all participants of the opening ceremony. Mr Duban was pleased that mBank got the opportunity to be a general partner of the construction fair, as in the future the bank will have a strong position in the area of housing financing also in Slovakia.

The Slovak Minister of Construction and Regional Development, Mr Marian Janušek highlighted the connection of CONCOINVEST with other construction fairs: "This connection emphasises the journey we have taken to achieve the top quality of the Slovak construction sector. During the fairs, various side events will be organised for experts and the general public in order to disseminate the current know-how and its use for all of us to gradually increase living standards in regions, towns and municipalities."

At the end of his speech, the Slovak Minister of Economy Ľubomír Jahnátek concluded that "energies are increasingly moving the world." The energy sector is the key sector which influences all other sectors of the national economy, including the construction sector. At the same time, it is one of the fundamental pillars of the economy, as it influences the functioning of the entire society and it is the basic and decisive factor of the economy development and improvement of the living standard of the

society. The energy sector also has some particularities. One of them is a fact that it presents a cross-sectoral sector, functionality and development of which are conditions for safeguarding the sustainable economic growth.



### III. SIDE EVENTS

Side events were designed both for experts and the general public. Over 20 accompanying events focusing on various fields of the construction industry, energy sector, investment development and environmental protection broke a new record and presented extraordinary quality.

The opening day was devoted to the 2<sup>nd</sup> year of the **Partner Day** organised by the Slovak Association of Construction Companies under the auspices of the Ministry of Construction and Regional Development and the Ministry of Transport, Posts and Telecommunications.

Significant reconstruction of buildings and energy certification of buildings, an integrated management of municipality water sources and marketing in the real estate market ranked among the most current topics of this year's side events which were interesting not only for experts and the general public but also for the media. The Slovak Association of Towns and Municipalities organised a conference on the current topic of "Integrated management of municipality water sources" in order to address the priority and need to find solutions in accordance with interests of the European Union. As a part of the side event, priorities of the transport infrastructure in Slovakia for the period of 2007 – 2013, as well as the state and development of the Slovak construction sector, were presented by the Slovak Association of Construction Companies. Presentations on panel houses, which are gradually gaining foothold also in the Slovak construction industry, attracted a lot of attention too.

In 2008, free consulting services were provided to all visitors by almost 20 expert institutions and companies in the Information and Consultancy Centre.

Side events with the participation of experts have a significant social aspect. They are a natural part of the fair and have been enjoying a long-term interest of both experts and the general public.



### IV. RESULTS OF THE COMPETITIONS

**EXHIBITS AWARDED AT THE CONECO 2008 FAIR WITH**

### Honourable Mention

Exhibition: **Reinforcing bar tying tool RB 395 MAX RE-BAR-TIER**

Exhibitor: SG FIX SK a.s. Myjava

Manufacturer: MAX CO., Ltd. Toyo, Japan

Awarded for fast , reliable and safe tying of reinforcing bars.

Exhibition: **Habitable container C3V with interchangeable walls and internal partition walls**

Exhibitor: KOMA MODULAR CONSTRUCTION s.r.o. Vizovice, Czech Republic

Manufacturer: KOMA MODULAR CONSTRUCTION s.r.o. Vizovice, Czech Republic

Awarded for simple and versatile construction system that is easy to assemble, ideal for a great variety of uses: housing premises, offices and sanitation facilities..

Exhibit: **Window – six air-chamber profile with glued window panes**

Exhibitor/manufacturer: Slovaktual s.r.o. Pravenec

- Awarded for improved quality of PVC windows by means gluing the insulating window pane along the circumference of the window frame.

Exhibit: **weber.col progres 400 – Floor/wall tile adhesive**

Exhibitor: Saint-Gobain Construction Products, s.r.o. Bratislava

Manufacturer: Saint-Gobain Weber S.p.a. Fiorano, Italy

Awarded for ultra-low dustiness, this environment-friendly product is designed for challenging tasks related to thin-layer bonding of floor and wall tiles.

### **EXHIBITS AWARDED AT THE CONECO 2008 FAIR WITH Golden plaque**

Exhibit: **Studded screed panel for underfloor heating Schlüter – BEKOTEC - EN23F**

Exhibitor: Schlüter-Systems KG Iserlohn, Germany

Manufacturer: Schlüter-Systems KG Iserlohn, Germany

- Awarded for innovative approach to the design of underfloor heating systems, using a thin-bed method that reduces the weight of the assembly, which makes it an ideal solution for the reconstruction of old buildings.

Exhibit: **Wood/aluminium composite window VARION 4**

Exhibitor: Slovinternorm spol. s r.o. Bratislava

Manufacturer: Internorm International GmbH, Traun, Austria

- Awarded for design and selection of materials that make it the method of choice in the construction of low-energy and passive buildings.

Exhibit: **External wall insulation system “weber.therm minus 7”**



Exhibitor/manufacture: Saint-Gobain Construction Products, s.r.o.,  
Weber Terranova division, Bratislava

- Awarded for enabling the installation of thermal insulation systems at below-zero temperatures.

Exhibit: **Domestic wastewater treatment plant AT6**

Exhibitor/manufacture: Aquatec VFL s.r.o., Dubnica nad Váhom

- Awarded for innovative design and high efficiency in continuous biological treatment of waste water.

#### **EXHIBITS AWARDED AT THE RACIOENERGIA 2008 FAIR WITH Honourable Mention**

Exhibit: **Automatic cast-iron boiler VIADRUS HERCULES DUO**

Exhibitor/manufacture: ŽDB GROUP a.s., ZTT Viadrus Bohumín, Czech Republic

- Awarded for reliable automated operation enabling the use of different types of fuels.

Exhibit: **Circulator pump for heating systems ALPHA2 25-40**

Exhibitor: Grundfos s.r.o. organisational unit in Bratislava

Manufacturer: Grundfos DK A/S Bjerringbro, Denmark

- Awarded for optimal automatic adjustment of performance to changes in the heating system.

Exhibit: **Hybrid ventilator HV**

Exhibitor: TITAN-RAŠ, s.r.o. Rovinka

Manufacturer: H-tech group s.r.o. Třinec, Czech Republic

- Awarded for energy-saving ventilation.

Exhibit: **Ecotech system – active heat saving solution**

Exhibitor: Techem spol. s r.o. Bratislava

Manufacturer: Techem Energy Services GmbH Eschborn, Germany

- Awarded for the application of heating costs monitoring in order to reduce heat consumption.

#### **EXHIBITS AWARDED AT THE RACIOENERGIA 2008 FAIR WITH Golden plaque**

Exhibit: **Air water heat pump, type HP 3AW08SE**

Exhibitor/manufacture: PZP Komplet a.s. Dobruška, Czech Republic

- Awarded for improved energy efficiency and guaranteed seasonal energy efficiency.

Exhibit: **Hydrus – automated water treatment valve**

Exhibitor: EARTH RESOURCES s.r.o. Bratislava

Manufacturer: KINETICO INCORPORATED Newbury, USA



- Awarded for automated operation of water treatment systems and technological innovation.

Exhibit: **Brilon Serio – waste gas system**

Exhibitor: Procom s.r.o. Bratislava

Manufacturer: Brilon CZ s.r.o. Nový Vestec, Czech Republic

- Awarded for the reduction of greenhouse gas emissions by means of optimised exhaust systems.

Exhibit: **Pellet boiler ATTACK PELLETT 20**

Exhibitor/manufacturer: Attack s.r.o. Vrútky

- Awarded for versatile design and effective solution for maintaining temperature during primary fuel shortage.

### **ENERGY AWARD**

Company: **Intech Slovakia, s.r.o. - RETES, s.r.o.**

Project name: Utilizing biomass benefits without own investment

A project focused on biomass usage in a VESKO-B boiler in the Revúca municipality is appealing especially due to its implementation, financing and operation. It introduces a brand new system for the implementation of similar projects in Slovakia and was developed and carried out in cooperation between technology supplier, operation and fuel supervisor – the Intech Slovakia, s r.o. energy group, and the RETES, s r.o. company as the CZT system operator in Revúca.

Company: **PPS Group a.s. Detva**

Project name: Hot water boiler VESKO B - 8 MW, biomass

Having replaced natural gas with dendromass as a fuel, the project scored a success in achieving significant reduction of heat generation costs, thus reducing the costs of the manufacturing process. Coupled with neutral production of CO<sub>2</sub> emissions, the device does not place a burden on the environment.

Company: **TENERGO Brno, a.s., organisational unit in Martin**

Project name: Change of fuel system at the gas boiler station in Snina through the introduction of a biomass combustion technology using wooden chips

The primary objective of the project was to improve the efficiency of the heat plant, improve the energy efficiency of the heat systems and, last but not least, significantly reduce the environmental burden (reduction of CO<sub>2</sub> emissions).

### **GOLDEN LEONARDO 2008 AWARD**

**The most attractive and the most creative exhibits of the Coneco-Racioenergia-Climatherm-Conecoinvest-Slovrealinvest 2008 fairs received this award. The GOLDEN LEONARDO award was received by:**

Exposition: **Saint-Gobain Construction Products, s.r.o. Weber Terranova Bratislava Division**

Architectonic design by: **Ing. Arch. Barbara Kršková**

Implemented by: **Incheba a.s. Bratislava**

Exposition: **Karki s.r.o. Poprad**

Layout: **Reklama Q – Ing. Marián Homola, Poprad**

Interior design: **Karki s.r.o. – Andrea Karkuszová, Poprad**

Exposition: **Xella Slovensko spol. s r.o. Bratislava**

Architectonic design by: **Ing. Lubomír Mazel**

Implemented by: **Sun Drive s.r.o. Brno – Aetna s.r.o. Brno, Czech Republic**

Exposition: **Tedom s.r.o. Třebíč, Tenergo Brno, a.s. Brno, Ekol, spol. s r.o. Brno, Czech Republic**

Architectonic design by: **Ing. Arch. Marcela Doušková**

Implemented by: **Estetico Brno s.r.o., Czech Republic**

Exposition: **Sinop Alfa spol. s r.o. Pezinok**

Architectonic design by: **Sinop Alfa spol. s r.o. Pezinok**

Implemented by: **Bent s.r.o. České Budejovice, Czech Republic**

Exposition: **Austria Beton Werk s.r.o. Kráľová pri Senci**

Architectonic design by: **Ing. Arch. Jana Antalová**

Implemented by: **Austria Beton Werk s.r.o. Kráľová pri Senci**



## V. PROMOTION

The construction fair enjoyed extraordinary attention of the Slovak as well as foreign media. 449 journalists were accredited in the press centre.

The good quality of media campaign was reflected in a record-breaking attendance rate. Exhibitors rated the promotion of the fair as positive. Information about the fair was broadcasted in radio Expres, Slovenský rozhlas (Slovak radio) and Fun radio as well as in TA3 all-news TV channel and TV

Markíza. The latest news along with the fair's message were presented in print media such as Nový Čas, SME, Pravda, Šport, Hospodárske noviny, Trend, Nový čas Víkend, Bratislavské noviny, Istropolitan, Avízo, Golf revue...in specialized print media such as the AT&P journal monthly, Development news, Stavebné tabulky, Vykurovanie...catalogue DOMY KOMPLET/ENET HOLDING, catalogue Odborný register stavebníctva SR 2008.../ALTA MÉDIA, catalogue STAVEBNÍCTVO SR/ISMC SK, EUROSTAV monthly, ARCH; ŠTÝL; catalogue STAVEBNÍCTVO 2008/Kontakt/Juven...; SaB; catalogue Mestám, obciam, regiónom/JOMA; Línia; Stavebný trh; Štýl bývania; DOM a BYT; BývanieStavbyReality; Stavba; publications by JAGA – ASB; STAVEBNÉ MATERIÁLY; TZB; IS; Môj dom; Urob si sám; Stavebnícka ročenka 2008; ATRIUM; catalogue of the specialized literature BEN; Stolársky magazine.

Promotion activities were supported by the use of advertisement carriers – bigboards, billboards, videoboard – displayed all around Slovakia. In HM Tesco and Polus City Center Bratislava backlights and floor advertisement were widely used. So called moving boards in Bratislava represented a great break-through in promoting exhibitions in the Slovak Republic. Organiser's website – [www.incheba.sk](http://www.incheba.sk) – as well as Slovakia's largest internet portal <http://www.zoznam.sk/>, [bleskovky.sk](http://bleskovky.sk) and [mojdom.sk](http://mojdom.sk) were used for the web advertisement.

## VI. MARKET POSITION

**For almost 30 years, the largest construction fair in Slovakia has been a symbol of the opening of the construction season.** It is a meeting place of businessmen, users in the construction sector, architects and designers and presents an aggregated offer of investment plans and implementation capacities.

The CONECO and RACIOENERGIA fairs along with other thematic exhibitions have strengthened their significant positions in the Slovak and Central European market in the area of construction industry and use of energy.

## VII. EVALUATION OF THE FAIR

Success of the fair is proven by a high attendance rate of both exhibitors and visitors.

Major positives of the fair mentioned by the exhibitors include:

- high professional level of the fair,
- high number of exhibitors from Slovakia as well as from other countries, which created an opportunity to establish contacts necessary for the future cooperation,
- small and medium companies had a similar chance to present their products as major exhibitors, which made their presentation here more efficient in business terms.
- Attendance of professionals and, at the same time, a direct contact with final customers.

## VIII. INFORMATION ON THE NEXT YEAR

The entire organising team is already looking forward to the 30<sup>th</sup> year of the fair which will take place from 31. 3 to 4. 4. 2009. We all believe that the next year of the fair will be even better and the number of potential domestic and foreign exhibitors will increase and will thus become a grand opening of the construction season in Slovakia.

More than 20% of exhibitors took the chance to book the exhibition premises for the next year directly at this year's fair, which is a proof of their satisfaction. In this period we have recorded an **increase of registered exhibitors by as much as 30%** which makes us happy, but also brings obligations. Therefore we will do our best to create optimal conditions for your next year's attendance.

Thank you for your trust you expressed to us by attending the fair in 2008 and we are looking forward to our mutual cooperation at the 30<sup>th</sup> year of the fair.



**Team of organisers:**

Mária	Vašíčková
Martin	Hraška
Ľubica	Nagyová
Juraj	Chylo
Mário	Klimek
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