17th International exhibition for welding materials, equipment and technologies

10–13 October 2017
ECC Sokolniki, Moscow

Post show report 2017

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About the exhibition

Weldex is the largest welding technology exhibition in Russia. It is the major venue where Russian and foreign manufactures have an opportunity to:

- Showcase the latest welding products to a large number of experts
- Enter the entire Russian market and expand sales
- Meet decision-makers and locate new agents and distributors

Exhibitors: 176 companies from 13 countries

Visitors: 5 330 specialists from 65 regions of Russia and 25 countries

Total area: 8 331 m²

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Exhibitors

Exhibition profile

Russian and foreign manufacturers and suppliers of:
- Welding equipment and materials
- Cutting equipment
- Industrial robots
- Equipment and materials for application of protective and hardening coatings
- Welding quality control equipment
- Welding tools and accessories
- Personal protective equipment and accessories
- Tools for edge preparation

Exhibitors include

AOTAI ELECTRIC
CASARINI ROBOTICA SRL
DWT
ESAB
FANUC
IGM ROBOTERSYSTEME AG
KUKA
LINCOLN ELECTRIC
MESSER
PANASONIC
PEMAMEK
RUTELECTOR
TUNKERS MASCHINENBAU
VOESTALPINE BOEHLER WELDING
and others
Exhibitors survey results

- Companies satisfied with their participation in the exhibition: 100%
- Consider the participation in the exhibition is important for their business: 98%
- Met current customers / partners: 83%
- Found new customers / partners: 80%
- Increased brand awareness: 71%
- Introduced new products to the market: 42%
- Signed contracts during the exhibition: 11%
Exhibitors

ANDREY SAKOVETS, GENERAL DIRECTOR
Weldex is the largest welding technology exhibition in Russia at the moment. Rutector traditionally exhibit there. This year we decided to become a sponsor to support the significance of this exhibition. By participating in the exhibition, we strive to acquaint our current and potential buyers as closely as possible. At Weldex we can demonstrate equipment at work so visitors can see how it operates.

OLEG GETSKIN, GENERAL DIRECTOR
We are demonstrating the whole equipment range that we produce: from simple inverters for manual arc welding to complexes for large diameter pipes cutting and automatic welding. During the exhibition we can better identify our customer needs, understand their wants, meet our partners and colleagues, analyse market trends. Weldex is the largest and major Russian welding exhibition. There are no doubts: this event must be attended.

EVGENY MATVEEV, HEAD OF SALES DEPARTMENT FOR CENTRAL REGION
Traditionally, we participate at Weldex to showcase new products and to meet our customers. Everyone knows Weldex. This is the main autumn event in the welding industry. Many specialists come here from the entire country.

ROBERTO CASARINI, PRESIDENT
We decided to participate in this exhibition to show the equipment that we manufacture and to increase our brand awareness in Russia. We found out about the exhibition from our Russian customers. They recommended us to exhibit at Weldex as this is the largest exhibition for welding equipment.

MIKHAIL BASOV, HEAD OF WELDING DEPARTMENT
We participate at Weldex to demonstrate our equipment and new products. We also try to get as much feedback on the exhibition as possible, to find out what is interesting for enterprises now. We have been participating at Weldex since 2002 as this is the most professional exhibition in our country.

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Visitors

Visitors of the exhibition are CEOs, chief technologists, chief welders, engineers and other experts with buying authority from different industries. Industrial and welding equipment distributors are also attending the show.

Companies represented by visitors:

- DONALDSON IAF
- Gas-Turbine Engineering research and production center “SALUT”
- Gazprom Transgas Moscow
- Gus reinforcement plant “Gusar”
- Kaluga Turbine Plant
- MAJOR AUTO
- Metallurgical Plant Electrostat JSC
- MosEnergoSpecStroy
- National Oilwell Varco
- Nordberg
- Okskaya shipyard JSC
- Russian Space Systems JSC
- Siberian Plant of Metallic Structures
- StroyTransNefteGaz
- SU-7 RiTM OJSC
- SURGUTNEFTEGAS OJSC
- TRANSNEFT PJSC
- Tupolev PJSC
- Ural Turbine Works
- VOLKSWAGEN Group Rus
- Yaroslavsky shipbuilding plant
- and others
Visitors

Geography

Moscow and Moscow region
3 462 visitors

Other Russian regions
1 709 visitors

Foreign countries
159 visitors

Visitors Profile

Head of Department / Division
1 553 visitors

Sole trader / Entrepreneur
147 visitors

By job title

Top Management
1 713 visitors

Specialists
1 917 visitors

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Visitors

Visitors structure

By company’s industry

End users of welding and cutting equipment from different industries*

- 65%
- 18%
- 17%

958 visitors

Industrial and welding equipment distributors

907 visitors

End users from other industries and non-directly related businesses

(energetics, petroleum industry, housing and public utilities, polymeric products manufacturing, mass media etc.)

3 465 visitors

3 465 visitors

* End users from different industries include:

Production of metal structures and assembling

908 visitors

Welding and cutting production

423 visitors

Construction of civil, industrial and transport objects

268 visitors

Metallurgical production

212 visitors

Industrial equipment production

855 visitors

Aerospace manufacturing

321 visitors

Construction and repair of pipelines

215 visitors

Repair and technical service of vehicles

162 visitors

Other

108 visitors

(machine building, auto industry, engine-building, ship-building and repair etc.)

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Visitors are interested in the following products

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Visitors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Welding equipment</td>
<td>84%</td>
<td>4477</td>
</tr>
<tr>
<td>Welding materials</td>
<td>65%</td>
<td>3465</td>
</tr>
<tr>
<td>Welding tools and accessories</td>
<td>52%</td>
<td>2772</td>
</tr>
<tr>
<td>Cutting equipment</td>
<td>47%</td>
<td>2505</td>
</tr>
<tr>
<td>Personal protective equipment and accessories</td>
<td>36%</td>
<td>1922</td>
</tr>
<tr>
<td>Welding joint quality control equipment</td>
<td>36%</td>
<td>1916</td>
</tr>
<tr>
<td>Industrial robots</td>
<td>31%</td>
<td>1658</td>
</tr>
<tr>
<td>Equipment and materials for application of protective and hardening coatings</td>
<td>31%</td>
<td>1649</td>
</tr>
<tr>
<td>Tools for edge preparation</td>
<td>29%</td>
<td>1543</td>
</tr>
</tbody>
</table>
Visitors survey results

Planning to visit next year exhibition

5 173
97%

Consider that visiting the exhibition is important for business

4 904
92%

Visiting only Weldex among similar exhibitions

3 307
62%

Recommend, influence or make the final decision about purchasing

5 062
95%

Tend to purchase as a result of the exhibition

4 898
92%
The exhibition programme included a number of business events:

- Conference “Polymeric materials welding” was organized for the first time. This event attracted specialists of polymeric manufactures. The specialists discussed the vital topics: implementation of updated documents, applications and best technologies as a tool for polymeric material industry development.
  
  Organizer: Association of Polymeric materials Welders

- Presentation of the industry welding module and related technologies within the State Information System of the Industry GISP "Welding”.
  
  Organisers: The Ministry of Industry and Commerce of the Russian Federation, Industrial Development Fund

- Round table of the Russian Scientific and Technical Welding Society:
  
  Section 1: "GISP "Welding" - a new tool in the field of training, standardization and certification of welding production’’
  
  With the participation of the Ministry of Industry and Commerce of Russia and the Industrial Development Fund.

  Section 2: “Conformity assessment in welding production”
  
  Organiser: Russian Scientific and Technical Welding Society (RNTSO)

- Moscow and Moscow region convention of the main welders: “Quality and productivity improving methods and costs reduction ways in welding operations - recommendations from world’s and domestic leading developers and manufacturers of welding, cutting, restorative and hardening surfacing”.
  
  Organisers: The ITE Group, Moscow Intersectoral Alliance of Chief Welders “MMAGS”, ELSVAR Company

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Contests

During the exhibition traditional contest were held:

"The Best Welder 2017",
"The Best Young Welder 2017",
"The Best Engineer (Scientist) Welder 2017",
"Miss WELD OF THE WORLD 2017"

The contests are aimed at enhancing the prestige of the welder’s profession, revealing and rewarding professional welders that possess outstanding professional expertise and skills.

More than 90 professional and young welders from Russian and CIS companies traditionally take part in the contests. Contest partner ESAB provided all necessary equipment and materials. Moreover ESAB presented the prizes to the winners: welding inverters “Buddy Arc 180” and welders’ helmets “Warrior”.

Organisers:
• The ITE Group
• Moscow Intersectoral Alliance of Chief Welders (MMAGS)
• ELSVAR Company
• Russian Scientific and Technical Welding Society (RNTSO)

Exclusive contest partner:
The ITE Group is one of the world’s leading exhibition organisers, it is ranked 6th in the world and 1st in Russia. Russia’s market leader, ITE Group, with a share of more than 20% operates through its offices in 5 cities: Moscow, St. Petersburg, Krasnodar, Novosibirsk and Yekaterinburg.

Exhibitions and conferences organised by the ITE Group in Russia operate at the top quality level up to highest international standards of events organization and conduction.

Weldex
16-19 October 2018
Moscow, Russia
ECC Sokolniki, pavilions 4 and 4.1

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