



SibBuild
09 – 12 February 2016
Novosibirsk, Russia

POST SHOW REPORT

Organiser:



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INTRODUCTION

In 2016, SibBuild took place for the 26th time.

More than 10,000 industry professionals filled the exhibition centre over 4 days.

Products presented at the exhibition:

BUILDING MATERIALS

Building structures, waterproof and protective materials, insulation and sound-proof materials, decking, reinforces, cement slabs, plaster, building mixes, building chemicals, concrete and concrete products, materials for poured and industrial floors, hot-rolled steel and OSB boards, foams, adhesives and sealants, timber, bulk building materials, fencing, wall building blocks, bricks, metal and metal products, and products for fencing and spatial planning.

FINISHING MATERIALS

Paints and coatings, decorative plaster, wall panels, finishing materials for ceilings, tools for painting and plastering, moulding and internal staircases, decorative elements, wallpaper, cornices, accessories and supplies for curtains.

SANITARY WARE

Shower units and trays, sinks, baths and toilets, bathroom furniture, taps and shower systems, towel driers, water heaters and radiators, shower partitions, and kitchen sinks.

CERAMICS

Ceramic tiles, mosaics, and granite.

DOORS AND LOCKS

Internal doors, front doors, locks, door accessories and sealers, internal partitions and arches.

FLOORING

Linoleum, rubber and PVC floor coverings, parquet and solid wood parquet flooring, laminate, carpets and floor coverings, skirting, sills and under-flooring materials, decking, and underfloor heating materials.

WINDOWS AND GATES

Windows, window profiles, window accessories and glass, gates, barriers and turnstiles, gate automation.

FAÇADES AND ROOFING

Façade systems, façade panels for metal, ceramic, granite, fibrocement and PVC, stones, siding, sandwich panels, façade platers and stucco, clinker, façade tiles, and roofing material.

BUILDING EQUIPMENT AND TOOLS

Hardware, metal ware, building accessories, hand tools, electric tools, petrol powered tools, measuring equipment and tools, tools and equipment for processing materials, timber and ladders, warehousing equipment, and equipment for manufacturing building materials.

BUILDING AND SPECIAL MACHINERY

Building machinery and special machinery

OFFICIAL STATISTICS

Venue: Novosibirsk Expo Centre, Novosibirsk, Russia

Dates: 9 – 12 February 2016

Total number of exhibitors (Russian and international): 216

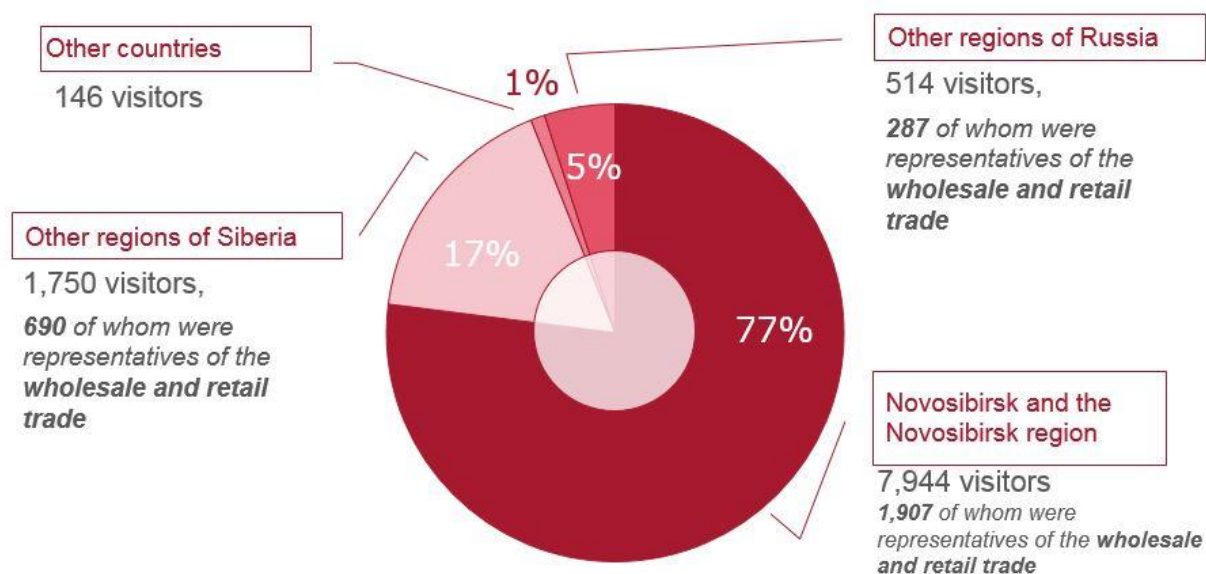
Countries represented by exhibitors: Germany, Denmark, Italy, Kyrgyzstan, Russia, Turkey, France

Exhibition space: 3,091 sqm

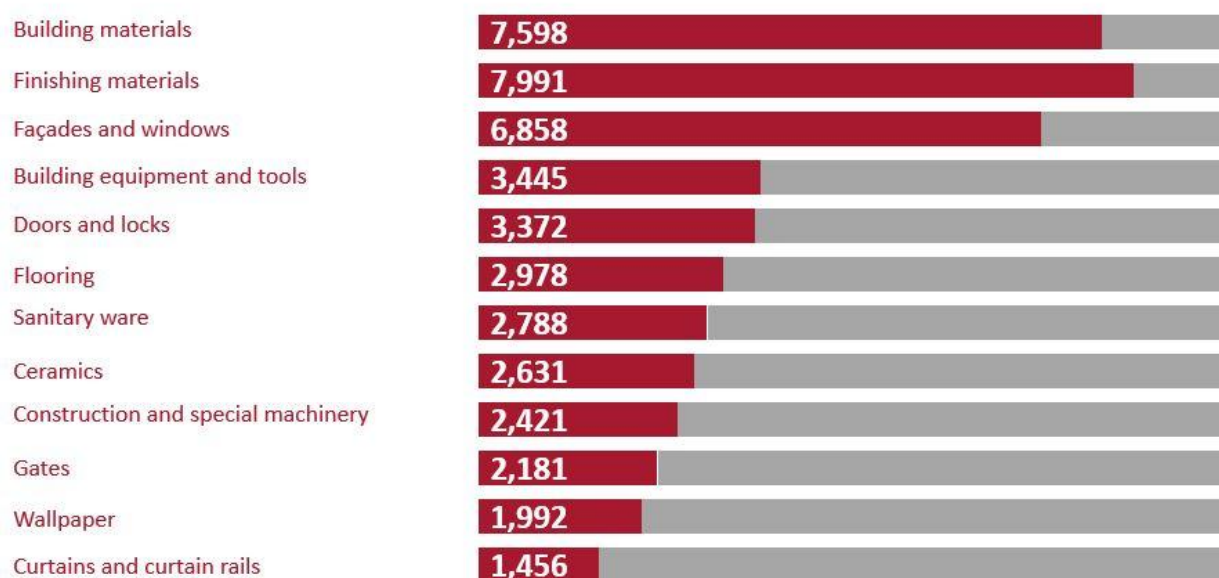
VISITOR STATISTICS

Total number: 10,354

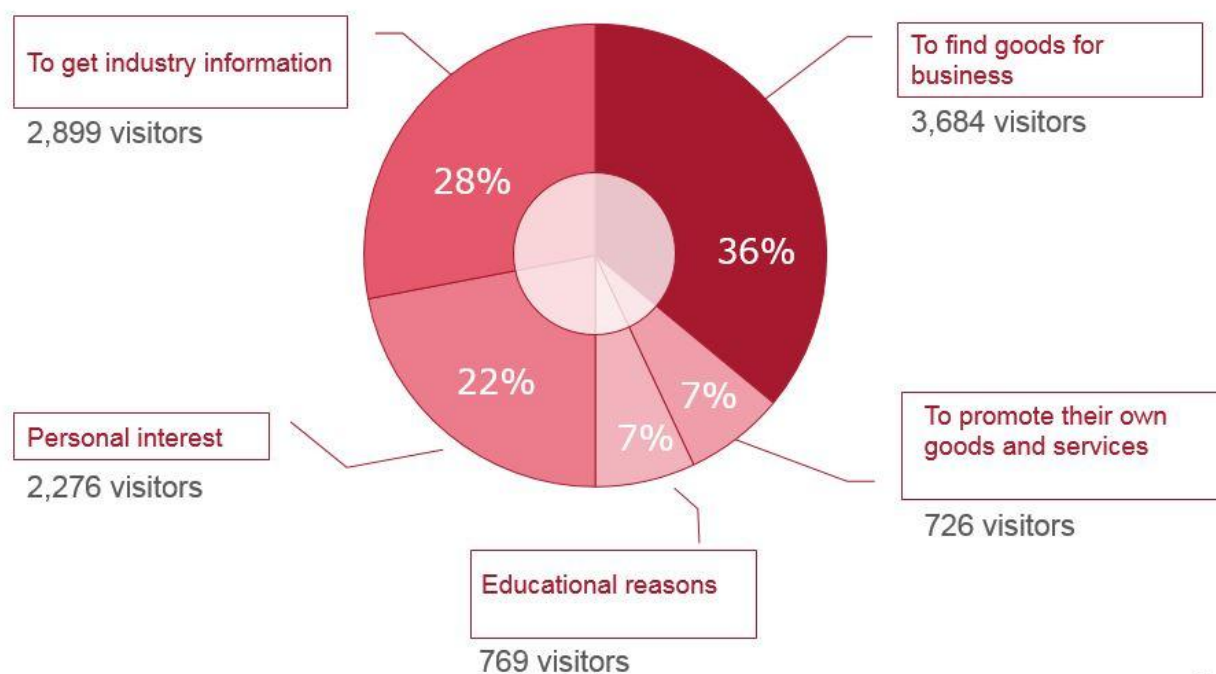
Geography of visitors: 42 regions of Russia, Vietnam, Israel, Germany, Italy, Kazakhstan, Kyrgyzstan, China, Mongolia, Poland, South Korea, Tajikistan, Turkey, Uzbekistan



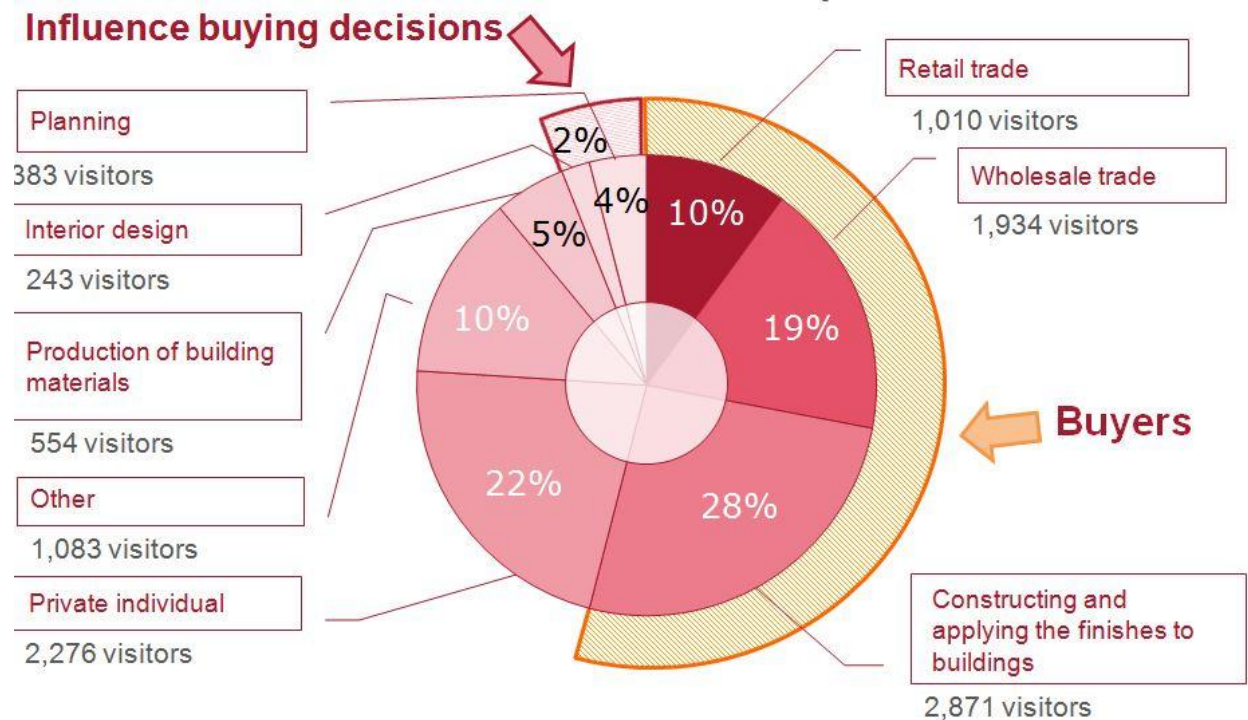
Products of interest



Breakdown of visitors by reason for attending



Breakdown of visitors by area of business



SIBBUILD 2016 EXHIBITORS



EXHIBITOR TESTIMONIALS

In my view, SibBuild has had more visitors this year. Despite the fact that the exhibition has become more limited, it went well. I hope it will be the same next year. I liked the space and the level of organisation; we've made a lot of contacts here. We try to cover every aspect of work in terms of professional hardware in industrial facilities: façades, roofing, barriers, drainage and ventilation. We are seeing people come to our stand who are ready to work with us long-term. It's these people we're interested in. **Nikolai Pototsky, Marketing Director, Termoclip**

We're satisfied with the exhibition. Of course, it was great that we had a stand in such a good spot this year; no one simply walked past us. We saw a lot of interest in our materials at SibBuild. In terms of the number of contacts we made, it's definitely more than 100. By that, I mean useful contacts: people we can actually work with. We also put on a seminar and attracted more than 40 professionals interested in decorative plaster. So thanks a lot, we're really satisfied with our participation in SibBuild! We've already booked the same stand for next year.

Elena Shumaylova, Director, Caparol Center in Novosibirsk

We came to SibBuild primarily due to the National Lift Union's participation. Lift professionals from around the country came to the event and it enabled us to communicate with others and showcase our new developments.

Oleg Andreychenko, Technical Director, Lift Complex DS

Our firm has been going for 50 years, making cement with no additives. 35% of our output is high-grade cement. We're pleased with our fourth year at SibBuild. The meetings we've had here have been very productive. Working with consumers directly is always convenient, face-to-face communication is always better; it's more credible.

Tatyana Novikova, Head Specialist, Achinsky Tsement

There were a lot of people at the exhibition. No fewer visitors than in Moscow. We've exhibited every year for 6-7 years. Did we have important discussions? Of course. We invited our Mongolian partners, and partners from Kyrgyzstan and the Kemerovo, Barnaul, Omsk and Tomsk regions to our plant.

Alexey Raykhel, Head of Sales, Likolor

This is not the first time we've exhibited. Due to funding cuts, our stand is smaller, but we will try to continue our participation in SibBuild. Yesterday we made around 100-150 contacts. We're interested in making agreements to develop our network of dealers, as they are the ones who work with our end buyers. We manufacture doors, gates, roller blinds, and warehouse equipment. We work for organisations and private individuals. Our objective for the exhibition is to inform our clients of all our products.

Evgeny Chernyaev, Technical Specialist, DoorHan Novosibirsk

Our company is a major manufacturer of Sibalux Russia and Sibalux Russia Plus aluminium composite panels. A year ago, a modern factory was built in Novosibirsk, unlike anything else in Russia. Our impressions of SibBuild 2016 are positive; there were a lot of visitors this year. We're satisfied; many people filled out our forms.

Lyubov Kalinina, Marketing Executive, Sibalux

We exhibit every other year. Our company is the official representative of Gretsche-Unitas fittings. We supply directly from Germany to the Siberian region: Krasnoyarsk, Omsk, Tomsk, Irkutsk, and Novosibirsk. At the exhibition, we had meetings with new clients from Kazakhstan and Yakutsk.

Maria Bakaytis, Manager, Polycom

SibBuild 2016 went well for us. There were plenty of visitors and we sold a lot. We'll have a more detailed idea next year. We've definitely seen the results of last year's exhibition.

Maxim Seliverstov, Executive Director, Texnova



We made very useful new contacts and met new companies at SibBuild. We're based in Krasnoyarsk and manufacture aluminium building profiles for translucent pre-fab structures and ventilated façades. We exhibit every year.

Dmitry Nikolaevich, Chief Structural Engineer, SIAL Group

We presented innovative battery-powered automatic locks for front doors and glass buildings that can be locked and unlocked with a plastic card, a password or biometrics. For us, SibBuild is, primarily, an opportunity to bring a product to market. The results are very positive. Selling our product in a shop is quite difficult, as is finding well-organised companies to work with us. Here we get the opportunity to do this as the exhibition is in line with our product range and clients. We are very satisfied, everything was organised properly. Did we find partners? Yes, around 300 potential contacts such as retail buyers and manufacturers who would like to use our product. We agreed on a lot with many people, not just from Novosibirsk. We got what we wanted.

Alexey Zakharchenko, General Director, SibTrend

We are presenting Zevs steel front doors. It is going well for us; we've made around 60 contacts from the regions.

Ivan Polkovnikov, Manager, Portal Sibir

The exhibition was successful for us. As a Novosibirsk company, visitors' interest in European construction expertise and new technologies that we offer was high. We came to inform potential clients about our new technologies and we achieved this goal. It was a very busy week; we didn't want to miss the chance to agree on collaborations with people who have approached us. Now it all depends on us. Interest in building exhibitions is still high. In terms of visitors, not much has changed from last year. In terms of exhibitors, we can see that the key players are always here. We have exhibited at SibBuild since 1995; it's an important event for us. It enables our customers to handle and experience our products unlike our website. We're planning to exhibit again next year.

Anna Ovchinnikova, Tex Steel, the Association of Specialists in Textile Architecture and Membrane Structures

We have exhibited at SibBuild for five years. We represent Saturn in Naberezhnye Chelny and for 25 years, we have been manufacturing building fittings for plastic and aluminium structures: door handles, hinges, and window fittings. This year we presented our entire product range including our new swing-out and revolving fittings for balcony glazing. We were sceptical about coming as we thought the economic situation would mean fewer visitors, stands, and new products. But we were wrong. There were a lot of people, interested clients and partners; we were in full swing particularly on day 2. Our directors held three rounds of key talks and we're pleased with the exhibition. It's a great advertising campaign. Rossiya 24 (a local TV channel) is well worth it, not to mention the banners. Of course, we'd like to exhibit next year. We achieved what we wanted to: we found new partners and customers.

Irina Kamenskikh, Head of Advertising, Saturn

We presented welding and heating units at SibBuild 2016. We also exhibit at Mosbuild and Build Ural. In our view, the Novosibirsk exhibition is better for us than the Yekaterinburg exhibition. We did not see many distributors. We had companies coming to our stand who use our products. This is our main goal – we are interested in meeting those who work with our products. Only after that are we interested in finding distributors. We exhibit in Russia and Europe to meet people who use our products; it's the best way to understand how they work and how we can adapt our products to the local markets.

As a French manufacturer, we have high prices for the modern Russian market. People are interested in our products but they sometimes say that they are too expensive given the current economic situation. Other say, "Yes, it's expensive, but we can see the quality of the product and we want to switch from a Chinese product to a better quality one." In most cases, we are competing with Chinese manufacturers who offer low prices. We always try to find solutions so that our prices are more acceptable for the market. We remain confident, that is why we are here in Novosibirsk and we will be in Moscow in April. Even if the situation is difficult for our clients in Russia, we should be here to understand the market.

Philippe Guilbert, General Director, Guilbert Express

PHOTOGRAPHS



BUSINESS PROGRAMME

Seminar **Universal Architecture**

Organiser: Novosibirsk State University of Architecture and Civil Engineering (SIBSTRIN)

Seminar **Current Issues in Developing the Lift Industry and the Vertical Transport Sphere**

Organiser: National Lift Union and the Federal Environmental, Industrial and Nuclear Supervision Service of Russia (ROSTECHNADZOR)

Master class **Window Installation**

Organiser: VEKA

Seminar **Using Salavatsteklo's architectural glass in modern construction**

Organiser: Salavatsteklo

Round table **Using the BIM system in planning building construction**

Organiser: Novosibirsk State University of Architecture and Civil Engineering (SIBSTRIN)

Seminar **Translucent structures. A glance into the future**

Organiser: SCHÜCO and AGC

Seminar **Translucent fire retardant structures: Russian legislation, requirements, the current situation on the market**

Organiser: Phototech

Seminar **Presenting new Russian National Standards: Constructing windows and balconies for various purposes in residential buildings**

Organiser: VEKA

Conference **GEALAN: starting extrusion in Novosibirsk**

Organiser: GEALAN Fenster Systeme

Seminar **SIAL's architectural systems: advantages, features, development prospects, SIAL's ventilated façades. An overview of the systems: advantages and features. Working with construction facilities. Payment methods**

Organiser: SIAL Group (SEGAL Moulding and Pressing Plant)

Press conference **Made in Siberia**

Organiser: DvernoyeDelo information analytics agency

Round table **The Investment Building Sector in a Recessive Economy**

Organiser: Novosibirsk State University of Architecture and Civil Engineering (SIBSTRIN)

Conference **Current Scientific and Research Issues in Architecture, Town Planning and Public Utilities**

Organiser: Novosibirsk State University of Architecture and Civil Engineering (SIBSTRIN)

Conference **Resources and resource saving technologies in building material production**

Organiser: The Novosibirsk State Agrarian University, the Tomsk State University of Architecture and Building, the Russian Academy of Natural Sciences, and the Russian Academy of Quality Problems

Conference-exhibition **Modern technologies for manufacturing front doors and fire doors**

Organiser: DvernoyeDelo information analytics agency

Seminar **How to sell well online. The secrets of creating an online shop**

Organiser: BLIZKO



Seminar **MetallicheskiyeZdaniya.rf web app**

InzhTekh-SMTs Metal Service Centre. A new approach to listing building facilities and manufacturing metal sheets and metal works

MT-Engineering's long-span lifting and folding metal gates

Organiser: MT Engineering

Conference **Modern norms for translucent structures according to 384 F3. Safety, airtight sealability**

Organiser: MIO, SAZI, Winkhaus

Design forum

Travel to Scotland: Scottish textiles

Establishing 'Margarita Vyatkinaya design company', and its line of business

Planning and implementing public interiors such as in museums. Interactive opportunities used in modern museums. Visualisation. Architectural presentation.

Planning individual apartment buildings

An approach to planning interiors, designer furniture and décor

Organiser: British Institute of Interior Design (BIID)

Seminar **Translucent fire retardant structures: Russian legislation, requirements, the current situation on the market**

Organiser: Phototech

Master classes for interior designers

How to choose the right parquet flooring

Brass décor in interior design

Small apartments: how to make them more spacious

The secrets to bathroom comfort

Organiser: Daria Mikhaylova Design Studio

Seminar **Using Tech KREP professional hardware**

Organiser: Tech KREP Siberia



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