15th International exhibition for welding materials, equipment and technologies

6–9 October 2015
Moscow, EcoCentre Sokolniki

www.weldex.ru
Post Show Report
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About the exhibition

Weldex is Russia’s largest international exhibition for welding materials, equipment and technologies. Exhibiting at Weldex is an effective way to attract new clients interested in acquiring welding products, increase and expand your geography of sales, and get objective assessments on the operating and technical characteristics of welding equipment and materials.

Exhibitors

187 companies from 14 countries

Visitors

5 281 visitors from 68 regions of Russia and 26 countries

Space

9 251 sq.m.
Exhibitors profile

Russian and international manufacturers and suppliers of welding products:

- welding equipment and materials
- welding tools
- cutting equipment
- equipment for controlling the quality of welded joints
- individual and collective protective devices for welding
- equipment and materials for applying protective and strengthening coatings

Among exhibitors:

ESAB
FANUC
KEMPPI
KUKA Robotics
LINCOLN ELECTRIC
MESSE EUTECTIC
CASTOLIN
Panasonic Automotive & Industrial Europe GmbH
voestalpine Böhler
Welding Russia
YASKAWA
LOSINOOSTROVSKY ELEKTRODE PLANT
TEHNOTRON, welding
NPF ITS
SovPlym
ALLOY
**Exhibitor testimonials**

**voestalpine Böhler Welding**
Sergey Kurlanov, Technical Director

“Weldex is the perfect opportunity to present our latest developments and meet industry professionals. At the exhibition, we are meeting users of welding materials; personal contacts have around a 90% success rate, so the opportunity to resolve potential clients’ issues is really important. Weldex is really effective for promoting our products and gives us the opportunity to hold meetings to resolve current issues.”

**Liga Svarki**
Vyacheslav Kutusov, Brand Manager

“Weldex is a really important event for us, where manufacturers and suppliers of welding equipment meet. To us the exhibition is, firstly, new clients to supply our equipment to, and secondly, exhibiting is a good advertisement for our company. Of course, I have recommended, do recommend, and will recommend Weldex to our partners and colleagues.”

**ESAB**
Dmitry Kuraksa, Sales Director in Russia

“This is not our first time exhibiting at Weldex; it is the largest exhibition of welding technologies in Russia. I am pleased that in such a difficult period for the Russian economy all manufacturers of welding equipment are here at the exhibition – it means that we have potential for growth. We can’t miss out on exhibiting in the largest exhibition in the welding industry in Russia and the CIS.”
Visitors

Professional from businesses involved in machine building, ship building, oil and gas, the energy industry, metallurgy, car production, aircraft engineering and other industries who are interested in acquiring welding products.

Visitors profile

Visitors by region

Other regions of Russia
1 690 visitors

Foreign countries
158 visitors

Moscow and The Moscow region
3 433 visitors

32%
65%
3%
## Products of interest to visitors

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Interest</th>
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</thead>
<tbody>
<tr>
<td>Welding equipment and materials</td>
<td>4,700</td>
<td>89%</td>
</tr>
<tr>
<td>Welding tools</td>
<td>3,063</td>
<td>58%</td>
</tr>
<tr>
<td>Cutting equipment</td>
<td>2,693</td>
<td>51%</td>
</tr>
<tr>
<td>Equipment for controlling the quality of welded joints</td>
<td>2,165</td>
<td>41%</td>
</tr>
<tr>
<td>Individual and collective protective devices for welding</td>
<td>2,006</td>
<td>38%</td>
</tr>
<tr>
<td>Equipment and materials for applying protective and strengthening coatings</td>
<td>1,954</td>
<td>37%</td>
</tr>
</tbody>
</table>

* Number of visitors (% of total number of visitors). Multiple answers.
Visitors structure

By job role

1. Director: 1,163 visitors (30%)
2. Deputy director: 633 visitors (22%)
3. Manager / specialist: 1,584 visitors (34%)
4. Private entrepreneur: 106 visitors (2%)
5. Head of department / division: 1,795 visitors (12%)

By area of business

1. Manufacturing of metal products and structures: 1,215 visitors (23%)
2. Trade of welding products: 1,162 visitors (20%)
3. Power engineering: 422 visitors (8%)
4. Transport engineering: 369 visitors (7%)
5. Engineering and construction companies: 264 visitors (5%)
6. Equipment and vehicle repair: 158 visitors (4%)
7. Automobile industry: 105 visitors (2%)
8. Blank production: 105 visitors (2%)
9. Metallurgy: 211 visitors (4%)
10. Pipeline construction and repair: 211 visitors (4%)
11. Other: 1,056 visitors (22%)

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### Visitors survey results*

<table>
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<th><strong>Visitors</strong></th>
<th><strong>Survey Results</strong></th>
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<tbody>
<tr>
<td><strong>5 017</strong></td>
<td>Influence buying decisions for products and services presented at the exhibition <strong>95%</strong></td>
</tr>
<tr>
<td><strong>4 172</strong></td>
<td>Visit only Weldex among similar exhibitions in Russia <strong>79%</strong></td>
</tr>
<tr>
<td><strong>4 066</strong></td>
<td>Plan to make purchases as a result of the exhibition <strong>77%</strong></td>
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<tr>
<td><strong>2 007</strong></td>
<td>Found new suppliers and business partners <strong>38%</strong></td>
</tr>
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*Number of visitors (% of total number of visitors).*
The business programme included a series of round table discussions on current issues:

"The best technologies, equipment and materials for welding, cutting, and over-lay welding from Weldex exhibitors for industrial businesses in the Moscow region and other regions of Russia"

"Trends and import substitution solutions in welding production in Russia"

"Modern non-destructive testing and diagnostics technologies for welded joints"

At the round table discussions, experts discussed the technical aspects of innovative welding machinery, their features, health and safety issues and environmental issues, as well as protective measures against harmful production factors in welding, cutting, and over-lay welding.
Competitions

- **Best Welder 2015**
- **Best Young Welder 2015**
- **Best Engineer (Scientist) in the Sphere of Welding 2015**

More than 60 welders took part in the competitions.

The competitions aimed to increase the prestige of the work of professional welders, and identify and promote specialist welders with outstanding professional knowledge and skills.

The competitions were open to welders from Russia, the CIS and other countries working in any industrial sector.

The competitions took place on 6-7 October 2015 and the winners were announced on 8 October.
ITE in Russia

The ITE Group is one of the world’s leading exhibition organisers, and is ranked 1st in Russia. Every year more than 30 offices that form the Group organise more than 230 events in 18 countries around the world. In Russia the ITE Group operates through its offices in 5 cities: Moscow, St. Petersburg, Novosibirsk, Krasnodar 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 organisation and conduction.

Weldex

11–14 October 2016
Moscow,
EcoCentre Sokolniki,
Pavilions 4, 4.1

For more information on exhibiting, please contact:
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weldex@ite-expo.ru

Book a stand
www.weldex.ru