

## **Two trade fairs Metallurgy Russia 2018 and Litmash Russia 2018 concluded their session in Moscow**

From 29<sup>th</sup> May to 1<sup>st</sup> June 2018 Central Exhibition Complex Hall 3 hosted a set of international trade fairs Metallurgy Russia 2018, Litmash Russia 2018, and a special exposition, Tube. Russia 2018. This year around 200 companies from 17 countries were presented at an exhibition area of 2,000 sq. m. Organisers of the event are Messe Düsseldorf GmbH, OOO Messe Düsseldorf Moscow, and Metal Expo.

Over four days, visitors could see a collective exposition of Russian foundries, national stands of German, Austrian, Italian, Turkish, and Chinese manufacturers of modern industrial equipment, suppliers of latest technologies and engineering solutions. Besides, companies from Kazakhstan, France, the USA, Luxemburg, India, Belgium, Poland, the Netherlands, the UK, Czech Republic, Denmark, and Belarus took part in the trade fairs.

The trade fair duo Metallurgy-Litmash is traditionally supported by major partners in the industry, such as EUnited (European Engineering Industries Association), MC-CCPIT (Metallurgical Council of China Council for the Promotion of International Trade), CEMAFON (The European Foundry Equipment Suppliers Association), and CECOF (The European Committee of Industrial Furnace and Heating Equipment Associations). Among those taking an active part in the event work were versatile specialists in different areas of expertise: metallurgy, metalwork, engineering, energy, oil and gas, and construction. They were primarily chief engineers, technical directors, i. e. senior specialists in charge of adopting innovative solutions.

This year Litmash 2018 special focus was on heat treatment, with particular emphasis being placed on specific technological processes. During the four days of this trade fair, the exhibitors presented state-of-the-art technologies and recent developments. They included such participants as Allied Mineral, FOSECO (VESUVIUS), Norican Group, L.K. TECHNOLOGY HOLDINGS LIMITED, Guss-Ex, GI-Zeta, LPM SPA and Primafond, CYBERTECH, Fuge Science & Technology, Yinlong Stainless Steel, Keyroad Cast Material, and Shenyang Contor. Great attention was undoubtedly paid to the German Pavilion with its variety of iron ore, steelmaking, and non-ferrous metals industry products. There were also new participants at the trade fair — L.K. TECHNOLOGY HOLDINGS LIMITED and ArcelorMittal Tubular Products Aktau.

The trade fair exposition was complemented by a highly topical seminar programme held in the METAL PLAZA special business zone. The grounds were open to the exhibitors and visitors for three days, there were a number of round table discussions and meetings for manufacturers of metallurgical equipment, foundries and press forging segment. For the first time ever there was a presentation of leading Russian higher education institutions, whereat were discussed metallurgy and foundry staff training prospects. On the second day, the grounds successfully hosted the Additive Manufacturing for the Metallurgical Industry conference, which gained apparent interest on the part of foundry industry experts. One of the focal events was a seminar titled 'Modern Technologies and Innovations for the Foundry Industry in Russia' under the aegis of the Russian Foundry Association (RAL). METAL PLAZA special guests were Timo Würtz, EUnited Managing Director, and Ines Polak representing CEMAFON.

In 2019, the trade fairs will be held on 14 -17 May.

### **Exhibitor Feedback:**

#### ***Han Yuxin, Sales and Support Service Director for Russia and CIS, L.K. TECHNOLOGY HOLDINGS LIMITED:***

L.K. TECHNOLOGY HOLDINGS LIMITED, founded in 1979 in Hong Kong, is a part of a group of major companies, it specialises in the development, manufacture and sales of die-casting machines, injection

moulding machine, and CNC production centres. The company ranks among top 5 injection moulding machine manufacturers in China and makes CNC production centres using the best technical solutions. In 2006, the corporation shares were listed on the Hong Kong Stock Exchange.

In the context of the trade fair, the company presented die-casting machines and CNC metalworking machines. L.K. TECHNOLOGY HOLDINGS LIMITED participated in Metallurgy-Litmach for the first time, but it turned out that many visitors already knew it. The purpose of our participation is promoting L.K. brand and products, as well as RF and CIS market survey. Although the trade fair is not massive, judging by the number of visitors to our stand and the interest in our equipment, it is sufficiently productive. The result surpassed our expectations! After the trade fair, L.K. made a decision to set up a representative office in the Russian Federation in order to competently and promptly provide maintenance services to our clients! The trade fair was organised at a very high level.

***Polina Kozlyakovskaya, Manager, OOO Inductotherm:***

Inductotherm Group is world's No. 1 producer of inductive and other systems for melting, automatic ladling, welding, heating and heat treatment of ferrous and non-ferrous metals and articles made therefrom, as well as minerals. OOO Inductotherm was founded in 2003 and is a subsidiary of the transnational corporation Inductotherm Group. OOO Inductotherm sells and supplies the corporation equipment, engages in installation supervision and aftersales service for customers ordering the equipment made by Inductotherm Group. For our company, participation in Litmach 2018 may be called successful. Despite the complicated market situation now, our company will continue to take part in the trade fair. In addition, I especially would like to thank the organisers for the high quality of standard stand installation, immediate solution to any arising issues, and organisation of the trade fair altogether, all was fine!

***Alexander Kuptsov, Executive Director, OOO Vacuumtech:***

OOO Vacuumtech provides full range of equipment and technological solutions for lost-wax casting, the main areas of business are:

- Supply, adjustment, and warranty maintenance of equipment for lost-wax casting;
- Supply of consumables;
- Turnkey set-up of lost-wax casting fabrication operation
- Foundry expert examination;
- Maintenance service, repair and retrofit of equipment supplied;
- Own production of binding materials for ceramic moulds and some kind of equipment.

The trade fair was productive, but we will be able to discuss it in more detail, when we process all contacts and conduct meetings. This year there were more visitors than last year, although the trade fair is smaller in size. Work at the stand was active. We have not managed to conclude anything yet, but our work does not entail immediate payoff.

***Ilona Vasilyeva, Sales and Marketing Assistant, Norican Group:***

We are Norican Group comprising four strong global brands – DISA, Itaipresse Gauss, StrikoWestofen, and Wheelabrator. We manufacture and sell shot-blasting machines (for cleaning surfaces), equipment for melting aluminium and some other metals. The trade fair was attended by the company's Moscow representative office, as well as our representatives from Germany, Italy, and Austria. We went to the trade fair with the purpose of meeting potential clients, presenting our equipment and image making for Norican Group with its brands as one whole company, and not as an organisation with smaller brands. Although most visitors were known to us through previous projects, we discussed prospective cooperation on new orders in future; we also met new companies that may become our partners or

customers. Of course, there are provisional arrangements, the so-called leads, but at this stage, it is too early to talk of anything specific. Nevertheless, there is potential for further cooperation, we already started processing requisitions.

We take part in the fair every year. Every time the trade fair is organised at the highest level – both prior to its opening and after that. Even before Litmash opening, the organisers, Messe Düsseldorf, were in touch ready to help with any issue related to the trade fair. All issues were promptly and timely solved, and one can only envy the patience of the team working on this event.