

Press

Closing Report

NEFTEGAZ 2017: Key Event for the Russian Oil and Gas Industry registers to the Tune of 20,200 Trade Visitors

NEFTEGAZ 2017 – the International Exhibition for Equipment and Technologies for the Oil and Gas Industry – succeeded in impressively confirming its role once again as the most important industry meeting point for experts from all over the world: to the tune of 20,200 international trade visitors travelled to Moscow to find out about the latest developments in the fields of equipment for the oil and gas industries.

586 exhibitors from 26 nations presented an extensive product portfolio on over 59,400 square metres of gross exhibition space. The most important national companies in the sector such as Gazprom, Tatneft, Transneft and TMK met with major international, household-name exhibitors like R&B Industrial Supply Company, Honeywell Process Solutions, Jumo, Kanex-Krohne, China Petroleum Technology & Development Corporation or Schneider Electric at NEFTEGAZ 2017.

Alongside the latest extraction technologies for oil and gas reserves the trend themes at many stands were the future of the raw materials business all the way down to modern environmental monitoring systems and the trend towards Industry 4.0.

Exhibitors at NEFTEGAZ particularly emphasised high visitor competence and delighted at numerous business deals done and the networking among experts. Drawing positive conclusions, Alexej Kovalev, Vice-CEO of OOO VEGA INSTRUMENTS and representative of VEGA Grieshaber KG, Germany, said: “Our company has already participated in NEFTEGAZ for over 15 years now. If a company opts in favour of participating, then it primarily hopes to substantially boost its sales in the first place, to get to know new customers and to strike new deals. In this connection our participation has paid off to the max.”



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Öffentliche Verkehrsmittel:
U78, U79: Messe Ost/Stockumer Kirchstr.
Bus 722: Messe-Center Verwaltung

Many high-calibre companies such as Allrus OOO, Drillmec, Honeywell, JUMO GmbH & Co. KG, KSR KÜBLER RUS, OOO MSA SAFETY; MTU RUS OOO and KSR KÜBLER RUS have already announced their participation at the next event in April 2018.

Pleased with the successful outcome of the event, Werner Matthias Dornscheidt, President & CEO of Messe Düsseldorf, said: “One thing has become perfectly clear again: the concurrent holding of the trade exhibition and the national Oil & Gas Forum results in valuable additional business opportunities for our exhibitors and visitors. At NEFTEGAZ experts meet with the whole spectrum of national industry. As the only trade fair for the sector NEFTEGAZ is under the patronage of the Energy Ministry of the Russian Federation. We and our partners OOO Messe Düsseldorf Moscow and AO EXPOCENTR regard this as a special honour.”

The trade exhibition also featured German participation this year. The “German Pavilion” organised by Messe Düsseldorf included 32 companies on a total area of 774 square metres. “A good result, considering there was no official participation on the part of the Federal Ministry of Economics and Technology on account of the economic sanctions,” explains Werner Matthias Dornscheidt. Next to Germany, China also took part with its own national pavilion.



This year NEFTEGAZ was again accompanied by a varied programme of seminars, panel discussions as well as the concurrent Oil & Gas Forum for Oil and Gas Extraction Technologies.

The coming NEFTEGAZ will be held from 16 – 19 April 2018 at the Expocentre in Moscow.

For further information go to: www.neftegaz-online.com

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Exhibitors' Testimonials for NEFTEGAZ 2017

Uwe Neumann, CEO at Bauer Kompressoren OOO

“Bauer Kompressoren has been active on the Russian market for over 30 years. To us the trade exhibition participation first and foremost means making “live” contacts with our existing customers, and, of course, getting to know new potential clients. The principal aim we have set ourselves is to demonstrate our developers' solutions for energy markets. I think that we will take part in NEFTEGAZ next year again. This is a unique opportunity to present our company and provide information about our products but to also get a feeling for the competitors' level and assess opportunities by and large.”

Sergej Popov, Marketing Manager Russia / CIS at Honeywell

“At NEFTEGAZ 2017 we introduced trade fair visitors to the “Connected plan Concept”, to name but one idea, which foresees the integration of IIoT-technologies (industrial Internet of things) in operation. At our exhibition stand a programmable logic controller of the new generation Control Edge PLC with OPCUA server was presented in Russia for the first time. This device guarantees cyber security, multi-vendor compatibility, efficient operation, easy handling and maintenance of plants. Furthermore, Honeywell presented a new line of products for gas measuring and reduction, manufactured by ELSTER Gaselektronika, a company forming part of our group. We tackle our trade fair participation very carefully: we prepare and try to impress our audience with innovative solutions. Our company has been represented in the oil and gas industries for a long time now and quite successfully. This is why Honeywell's showcase as part of NEFTEGAZ is a key component of our image. For Honeywell NEFTEGAZ has become a good tradition, which we want to continue developing and promoting.”



**Alexej Kovalev, Vice-CEO at OOO “VEGA INSTRUMENTS”,
Representative of VEGA Grieshaber KG, Germany**

“Our company has already taken part in NEFTEGAZ for over 15 years. I'll try to be brief: if a company opts in favour of participating with an exhibition

stand, then it primarily hopes to substantially boost its sales in the first place, to get to know new customers, strike new deals, and extend its database. In this connection our participation has paid off to the max in my opinion. At the exhibition we met new customers from Russia and the CIS, showcasing our innovative solutions for the energy business. On top of this, we had the opportunity to meet and discuss with our existing buyers. I am convinced that we will see the first results in view of expanding our cooperation this year already.”

Natalija Proshina, PR and Marketing Manager at Allrus OOO

“We have participated in NEFTEGAZ for over 10 years now. To my mind NEFTEGAZ is a meeting point for finalising plans for the coming year as well as an efficient platform for exchange. The main objective of our trade fair participation is to present our range and take a closer look at the needs of the energy market. I would specifically like to praise the quality of visitors: they are highly qualified specialists and industry experts. We had many visitors at our stand and are currently preparing a summary report of our participation. Our experts have taken note of visitors’ interests and collected leads over the entire duration of the exhibition. Soon this data will be processed and we will contact the customers we had negotiations with at the exhibition. NEFTEGAZ is an efficient communication platform for us. In 2018 we are planning to take part in the exhibition again with a stand.”



Ludmila Moskovskaja, Commercial Director at JUMO GmbH & Co. KG, representative for Russia

“Our company has already had an exhibition stand at NEFTEGAZ for 20 years. With our participation we aim to make new business contacts and maintain existing ones. To us meeting with our potential buyers means an additional opportunity to disseminate information about Jumo products for the energy industry. Usually, we exhibit two to three new products at the exhibition. Our products are developed in line with the specifier’s requirements and market needs. Our participation in the exhibition was very successful and resulted in a good deal of business. I think we will take part again in NEFTEGAZ with a stand.”

Igor Utkin, Marketing Manager at OOO MSA SAFETY

“Our company has participated in NEFTEGAZ for the first time. Our main objective for participation was to attract a particular target group’s attention to our products. We should stress at this point that trade fair visitors are specialists from the energy sector. It is highly probable that we will also reserve an exhibition stand at NEFTEGAZ for 2018.”

Gennady Sychev, Technical Director at KSR KÜBLER RUS

“We are regular exhibitors at NEFTEGAZ. We have already participated in the exhibition for more than ten years now. To us NEFTEGAZ is an efficient platform to inform the audience about our innovations. Here we disclose our plans, meet with potential customers and, naturally, seek new buyers for our products. You can break down our visitors into two groups: our partners with whom we have already cooperated for more than 20 years. They visit our stand to get an information update. And new visitors who have just been introduced to our products – potential customers for us. We do our utmost to inform visitors as effectively as possible about our range and innovative possibilities. In a nutshell: participation in NEFTEGAZ means for us to primarily build our image in our buyers’ eyes and to boost sales. We will see how efficient our participation was over the course of the year. On our market you have to wait for results – there are no “quick wins”. I think we will take part in NEFTGAZ with a stand in 2018.”

Andrea Ricotta, Sales Dept. at Drillmec

“Our company has taken part in NEFTEGAZ for “ages” now. It is one of the most attractive trade fairs in the oil and gas industry. We met suppliers and like-minded people in Moscow this time. We met many visitors who took an interest in our products and were keen on testing our technology. We found new partners and made new business contacts. I think this could prove beneficial for us in future. Needless to say, we will participate in the next NEFTGAZ 2018.”

