

TESTIMONIALS

Alexander Boyko, General Director, NCPack:

In my opinion, the trade fair has become more interesting. It is noticeable both with regard to the stand design quality and their contents. I hope that visitors' activity has also increased, given that the fair has been rather lively. As this fair is never attended by superfluous people, everything seems to have been largely successful, which is confirmed by the number of business meetings held at the stands. Therefore the trade fair has earned high marks. Altogether, recovery is noticeable both in the packaging market and consequently at the trade fair. NCPack has taken part in the innovationparc business programme with a block dedicated to flexible and corrugated cardboard packaging materials. I believe our block has been fairly productive, considering that this is a rather specialised topic, and here the audience falls exactly in the category of packaging producers. Normally larger numbers of conference and seminar visitors are seen where speeches are aimed at packaging consumers rather than at producers, and given that the number of consumers is a lot higher than the number of producers, the substantial difference in numbers of participants here makes itself felt. Nevertheless, when packaging producers get together, the conversation is always very specified and businesslike. There were many specific questions, which hopefully will help our market and industry players achieve new results in their activities.

Alexander Puzikov, President of Packmash Association, Commercial Director of Bestrom:

We have not missed a single trade show and are not going to do this. Whatever the case the trade fair is communication with other companies. Far from all can be found on the Internet. It is unlikely that anything may substitute the trade fair, at the end of the day people want to see everything live. That is why it is very important that they can do it in one place. We also keep an eye on the novelties offered by other manufacturers. At upakovka we are presenting a new sloped vertical form packaging machine. This is a multifunction machine that can make packs of all kinds and forms with various devices, e.g., zip locks, hanging strips, clip closures, fin seals, flat bottoms and tops. Likewise this machine can pack up products weighing 50 g to 15 kg. I have not noticed any dramatic changes compared with last year, but there are fewer information gathering managers. There are competent people, company heads who make direct decisions. On the third day of the trade fair there are still as many people as before, therefore I hope the trade fair will be rewarding.

Aleksey Kirichenko, Sales Manager, KRONES:

upakovka is the only trade fair in Russia we take part in. Any trade fair for us is an opportunity to meet our clients. This saves a lot of time, more so in view of the size of Russia. This year the trade fair is good, a lot more fast-paced than last year. One can sense that there is a rebound and more concrete interest in the equipment, more specifically, interest has been shown in innovation products. As part of innovationparc we have made a presentation and the fact that

TESTIMONIALS

our report has been referred to and further questions have been asked indicates that the information goes in the right direction. There is feedback, so our participation has been worthwhile.

Oksana Pryanichnikova, Development Manager, Heuft Eurasia:

Heuft Eurasia is a daughter company of the German engineering company Heuft Systemtechnik GmbH. The main focus of our company is the production of inspection equipment – high-technology equipment for checking the quality of product packaging in such industries as beverage, food, pharmaceutical and chemical production. Heuft always participates in trade fairs presenting equipment not only in order to conduct negotiations with our current customers or potential partners, but also to unveil all new products and technological functions that we can offer our customers for solving their problems related to quality control. This year at upakovka 2018 we presented three inspection machines. The first machine is intended for checking empty glassware, e.g. bottles, variform jars. We check for such critical defects as chips, cracks, foreign objects. The main task is to prevent ingress of foreign objects prior to filling containers so as not to put the customer at risk. The next inspector is for checking filled products and here we are talking of an X-ray technology with a minimal exposure to the product. Here our company has a unique advantage and achieves strong performance detecting foreign objects in pharmaceutical products, baby food, where it is particularly important to protect our consumer against faulty produce. The third machine is a modular inspector that allows for solving such problems as closure integrity, control thereof, existence of labels, information verification, i. e. quality indicators that can inflict reputational damage or harm the consumer. upakovka traditionally draws various audiences. It is not as field-specific as Pharmtech or Agroprod mash. That is why it is undoubtedly of interest to us to meet specialists from the industries we work with here. I would say that the special thing about this year is a great interest and a large number of beverage industry producers, particularly alcoholic beverages. Record-keeping by brands, which is essential for alcoholic beverage producers is invariably covered at our stand. Given that we have solutions that we can offer factories, this, most likely, has become the main topic of upakovka 2018. I would also like to make a pointed reference to innovationparc. I think that any conference allows for making the trade fair more eventful. Producers and consumers wish to keep abreast of innovations and happenings. Often there is no time to listen to a detailed presentation at the manufacturer's stand, therefore the possibility of a brief introductory review of what is new in the market, of companies and what they sell, as well as the opportunity to familiarise oneself with various notices related to state regulator initiatives and expert opinions on the matter, decidedly let the visitors leave with more thought-provoking information.

Vladimir Elvakidze, Business Development Manager, JSCo GOTEK:

Our company is engaged in the production of multipurpose packaging – packaging made from corrugated cardboard, moulded pulp, multicolour offset printing and flexible printing. We decided to participate in the trade fair in order to broaden the horizon of our possibilities, make a name for ourselves as a manufacturer and present the equipment making corrugated cardboard products, as well as acquire new customers. Surprisingly, the clients we had not been able to get through to for a long time came to the trade fair. And here they themselves visited us.

TESTIMONIALS

We asserted ourselves and established contacts with them at this fair. In everyday life without this trade fair we could not get any response from them. As our trade fair is RosUpack, we were surprised to see our major prospective clients here.

Alexander Tsygankov, General Director, Stanco Group:

For some 15 years already we have been producing packaging, labelling, and closing equipment, specialising in dispensing liquid and viscous products into plastic containers, i.e. canisters, buckets, cans, glassware for all kinds of industry sectors, e.g. agricultural sector, food industry, veterinary medicine, paint and coatings, generally, practically all segments with any sort of liquid. Our first participation in upakovka exceeded our expectations. There was a very high flow of visitors. We already have potential clients prepared to work with us. Therefore the trade fair proved to be a very promising event for us, perhaps even pivotal.

Igor Medvedev, Director, Moscow Representative Office of Russkaya Trapeza Holding:

This year we are presenting vertical flow-pack seam sealing machine Sbi-260 and horizontal flow-pack machine RT-UM-GSH-Servo. If packer Sbi-260 has already been presented earlier at other exhibitions, then horizontal machine RT-UM-GSH-Servo is an upgraded, newer item. Both units are popular with the visitors, representing two different types of equipment for different classes of products, both food and non-food. RT-UM-GSH-Servo is aimed at work with several types of products at a time and is widely used in baking industry for packing bread, buns, and confectionery products, and in other branches of the food and non-food industry. Sbi-260-Business packs powdered, loose and small piece products: starch, grain, biscuits, meat dumplings, etc. We were surprised to see that this year overseas companies were quite well represented. It is nice that they believe in the Russian market. Plus there was a quite good range of specialists that showed interest in the equipment. There were a lot more visitors with meaningful interest.

Irina Dzhatieva, Director, Laminators and Office Equipment Department, GMP-RussCom:

It is the first time that we participate in this trade fair. Although we take part in exhibitions quite often and a lot, it is the first time that we decided to try to participate in the packaging segment, given that we have technologies that we have prepared specifically for this trade show and that can be interesting for the packaging industry in particular. For instance, for the first time we have presented a digital system for producing quick short runs of labels – this is a system manufactured by Graphtec, which allows for printing, laminating and cutting labels in one go. This is the company's new development, and we can see that visitors show great interest in this technology. We have also presented a small unit for producing short-run exclusive packaging. This is cardboard and paper packaging with the use of some foil lamination elements or selective lacquering, which has also interested our visitors a lot. As part of the trade fair our company took part in the business programme, in the *Day of Digital Innovations in Packaging and Labels* block wherein our co-workers presented our innovations. The audience seemed to

TESTIMONIALS

find it useful and interesting. On the whole we liked the trade fair; we had never dealt with this segment before.

Nina Pogrebnyak, Project Manager, Profitex machine factory:

Our factory has been operating for over 16 years already and is located in the south of Russia, in the town of Pyatigorsk. We have our own design office, production and services division, i.e. offer a full range of services, and make all equipment to order. The customer delivers packages to us, and for that we tailor the equipment, i.e. we manufacture custom machinery. To our stand we have brought equipment for the dairy industry: this is filling sour cream and yogurts in plastic cups, another machine is for filling milk into packs, i.e. the packaging that is highly demanded in our chains of stores. To be honest, we never expected such an interest in our equipment, as it is the first time we are taking part in this trade fair. Here we got many non-standard projects. For instance, people are wondering if the equipment for filling sour cream into plastic cups can also fill cream or any other cosmetics and household use and chemical products. All this is also possible, so I believe we can even develop a new line of business. All contacts acquired at the trade fair are promising; therefore our participation may be called a success.

Fedor Umnov Умнов, Project Manager, Zolotoy Shar Group:

This year at our company stand we do not only present packaging equipment manufactured by our exclusive supplier SMIPack, but also the equipment made by our German partner Hugo Back for counting cups and their further packaging. At the moment there is a rising trend towards demand in the plastics segment. During the trade fair we have acquired several customers for this equipment, there is a provisional arrangement already, which may be called a favourable result for us. SMIPack has presented a new model that has no air requirement, which is important for many of our clients. This equipment has been demonstrated several times at this fair, which aroused much interest among visitors. One can see that this year there are more visitors compared with last year. It is worth noting the fair organisers' promotion work работы and good advertising of the event. Next year we will definitely participate.

Alexander Feigin, CEO, Rovema:

We have come to the trade fair to talk to our main customers. The trade fair is a convenient platform for meetings, whereat our customers can speak to the sales, spare parts and services departments, and get advice in one place. We mainly communicate with our customers who already know us. We are not even trying to attract new clients here. After all, German equipment will be bought by those who already know it. Likewise we happily and at no charge consult all Russian factories and works on the issue of professionalism in the packaging industry, on how to pack correctly and what shall be packed. We have changed our strategies. That is why for us the trade fair is taking place in a quieter fashion. We do not invite large numbers of people and meet only those, with whom we already have some shared projects and business relations.

TESTIMONIALS

Christian Wolff, President P.E.C.

Our company is 25 years old and we are participating in upakovka shows since, I guess, the early beginning of the show. I personally joined the company 15-16 years ago and for me it was always a fix date to come to Moscow to upakovka in January. That is how our business here began. It was always a good start for us because it is an opportunity to see old business partners and friends but also to get acquainted with new professionals. The show is not that big but very concentrated with pull of experts what makes this exhibition very important date of the year for us. After 2015 when everybody was a little bit worried about what economy would bring, upakovka 2018 is a very optimistic event for people where companies demonstrate that they gain again carriage and have plans and the mood to go for new investments. Often people ask how you measure if you are satisfied with your results or you are not. We cannot measure if the projects are successful or not yet. The exhibition is successful for us when we have a certain amount of the qualified negotiations and discussions and we get the impression that we are going home with some new projects, which could be realized in some 2-5 years.

Donald Lewis, Business Development Manager – Systems, Meech International:

Meech International is one of the world leading manufacturers of Static Control Equipment, Web Cleaning Systems and energy efficient Compressed Air Technology. The upakovka show has been reasonably well attended, certainly the main two days were really busy for us. We have had some interesting contacts. The companies, that we have had meetings and contact with, are from the areas, which we are familiar with, so it is quiet normal business for us. So far, I think the interest is reasonably good and the level of contact has been technically in the correct areas, so the challenge we have received will convert into real capital sales or sales in general.

Yulia Voronova, Polymer Sales Manager, Ostpack Group:

This year our company is presenting at the stand new equipment for the food industry. In my opinion, the exhibition was successful for us, there were many people, and it will deliver benefits in future.

Dmitriy Smolyakov, Manager, Yamato Scale GmbH:

This year we are presenting a new machine – the Alpha Advance series multihead weigher. In this case it is reengineering for large doses including special versions for groceries, snacks, sugar, granulated, and dust-forming products, a model with a mixing function. The maximum weighing speed is up to 280 doses/min with high accuracy. The new strain meters bear the load of up to 150 kg, minimise losses and speed up the system. On the whole we are satisfied with our participation in the fair; we would like the exhibition to last a bit longer, e.g. five days to cover more visitors. After the exhibition we will process all the information, will assess how many incoming requests we had and will do work on all contacts, then it will be clear how successful our participation has been. But I anticipate the result will be good.

TESTIMONIALS

Mikhail G. Kurako, General Director, Mikhail Kurako:

The Mikhail Kurako stand presents about 20 European brands from Germany, Switzerland, and Italy. Specifically, our stand presents Italy's Easysnap, to my mind, this is one of those companies that offers the most viable type of packaging for the cosmetic, pharmaceutical and food industries now. Easysnap is a pack that opens with one hand and is simple and easy to use. The stand also features Optima operating in the cosmetic segment, they also have their own innovations in packaging lines. My colleague Alexander will say a few words about Dividella products...

Alexander Schulgowski, Sales Director Eastern Europe, Dividella:

At this trade fair we are working with our representative in the Russian Federation and the CIS countries Mikhail Kurako. We manufacture packaging machines making packs for pharmaceutical products out of carton blanks. The machine forms the pack, puts the products into it, seals the pack, and overprints it. This is our second year at upakovka. Our main trade fair is Pharmtech, but for some reason our important clients do not come thereto in November, coming to upakovka instead. For us this exhibition is rather not typical, because it features solutions for all segments. We are not quite used to it. The number of customers is not that high, but among them are those who will later bring advantageous projects and orders. That is why we decided that the money, the time and the efforts we put into it would pay off. In principle with good advertising one can gain from the exhibition even more.