

## TESTIMONIALS

### **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.