

Dear Sirs

Fluidbusiness in connection with ITT-Goulds Pumps Moscow Representative office participated in Mining World Fair in April 16-18.

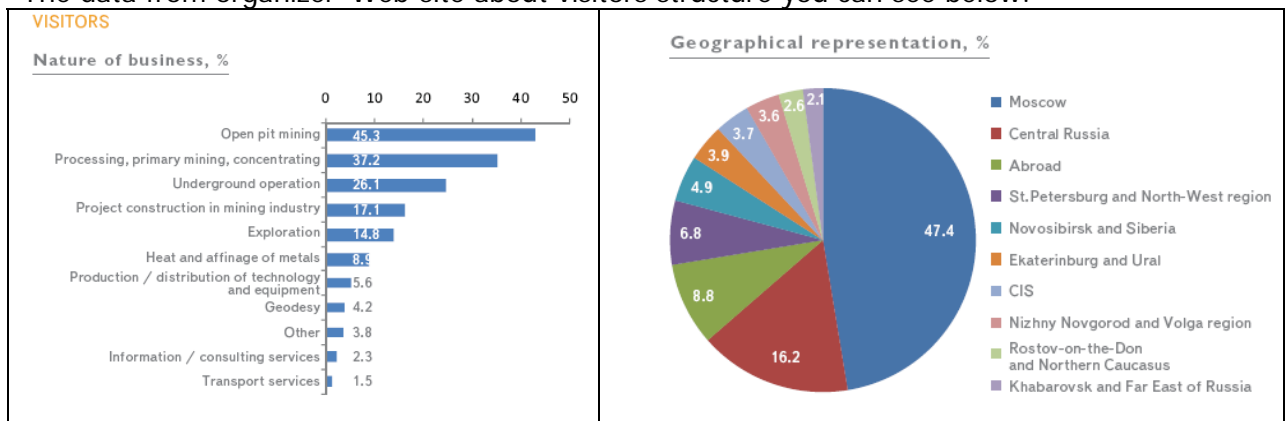
Exhibition Profile:

- Bulk materials handling
- Environment
- Exploration
- General services
- Mineral processing
- Smelting and refining
- Surface mining
- Underground mining



This fair took place in Moscow exhibition center "Crocus Expo". The fair were not too big (only one pavilion) but there were no one accidental visitors.

The data from organizer' Web-site about visitors structure you can see below:



More then 50% of exponents were Companies which provide services or present equipment for collieries or preprocessors. But there were also International Engineering, Mining equipment producers and Water Treatment Companies:

- FLSmidth Minerals
- Sandvik Mining and Construction Finland Corp
- URS WASHINGTON DIVISION
- LAROX
- Ashland Water Technologies
- Metso Minerals
- TAKRAF

It's surprised me, but there were only a few companies, which present pumps on this fair: one Russian pump producer (they presents multistage pumps), Metso and Fluidbusiness.

So, there were many visitors on our stand.

Commonly they ask us about pumps for ore processing and unwatering, also visitors asked us about chemical pumps.

The visitor's structure on our stand differed from general visitor's structure:



Project engineers – 20%

Engineers from mining-and processing integrated works – 50%

Consulting, pump producing, logistic and others – 30%

General Impression of exhibition

There were not so many visitors on MiningWorld exhibition as, for example, usually takes place on Gas&Oil exhibition. As I noticed above, MiningWorld took place in Crocus Expo. It is new and well equipped exhibition center, but it has one but important disadvantage – it is difficult to reach it (because of traffic problems and lack of public transport). So, I think that is the main factor, which reduced quantity of visitors on MiningWorld.

Most of all visitors of our stand undoubtedly can be referring to target group of clients, some of them came to our stand with filled questionnaire lists. Regarding some requests we plane trips, some projects in negotiations.

The MiningWorld fair was efficient for us, surely but until there will not solved transport problem, the Exhibition efficiency will be reduced. I received the request from organizers of fair for participation on MiningWorld in the next year, but may be it have sense to wait the opening if underground station near Crocus Expo.







