

Exhibitors' opinions about Security Russia 2009

Vladimir Rusakov, Director-General, Varus OOO, Russia

I am very satisfied with the participation in Security Russia. The connection with Interpolitex is very good. There are more specialists at Security Russia than at Security & Safety Technologies. I have met specialists who I have not met for five years. I am very satisfied with the new fair hall and the organisation was very good too. We will also take part in Security Essen in 2010.

Michael Simon, Managing Partner, ZABAG Anlagen Technik GmbH, Germany

The participation in Security Russia has been worthwhile for us. We have presented ourselves at a fair in Russia for the first time and our expectations have been exceeded. We had good contacts and many officials at the booth. We are assuming that we can make more out of the contacts. We consider the Russian market and all the CIS countries to be very promising for us. We are planning to open an office in Moscow.

Peter Lewald, CEO, Stiepf AG, Germany

We see our participation in the fair very positively and are very satisfied. Not only private visitors but also a very high number of specialists who have looked for solutions selectively were at our booth. We were very popular and had a good demand. We will have a lot of follow-up work. We hope that the new contacts will develop well. For the first time, we have presented ourselves with our new strategic alliance with Dallmeier as a partner with a representative office in Moscow as well as with the Russian company Telecommunication Agency which is responsible for the installation and assembly of the systems and is close to the clientele.

Harald Zinn, General Manager for the European Region, Digital Identification Solutions, Germany

I am positively surprised about the number of visitors; there were more than expected. The quality was not bad. In Russia, a great need for security technology has existed for years and this is persisting. At the moment, there is still the obstacle of the financing. You must currently have greater staying power since you have longer sales cycles and decision-taking processes. All in all, I am optimistic and I continue to see good chances.

Bertrand Völckers, Regional Business Development Manager for Security & Surveillance in Central Europe, Flir Systems, Netherlands

My impression: Security Russia is a good fair. Our OEM parts met with good interest amongst border security authorities and the police.

Vahl Melichovich, Project Estimator, Visual Defence, Canada

Our company is new on the Russian market. For us, the fair is a new and promising possibility of making agreements. We are very satisfied and had a good response.