



AQUATHERM-2020

SIBUR took part in the Aquatherm Moscow 2020 Exhibition where it revealed new grades, shared homologation plans, discussed contract terms and logistics options and signed first deals.

Audience

On 11–14 February, the Crocus Expo Exhibition Centre became the venue for the International Exhibition Aquatherm Moscow 2020. This year, with new exhibitors joining, the event attracted more visitors than in previous years.

THIS YEAR, THE EVENT ATTRACTED MORE VISITORS THAN IN PREVIOUS YEARS.

Aquatherm has become a traditional platform for SIBUR to hold talks with key clients dealing with pipes for internal water supply and heating systems and, from this year on – with manufacturers of polyethylene and polypropylene mains for water supply, gas supply and sewage systems.

The exhibition is a major industry-leading event. Every year, it brings together more and more pipe market players. In 2020, new participants included [SLT AQUA](/en/14/article/partners/we-are-nurturing-ambitious-goals/) (/en/14/article/partners/we-are-nurturing-ambitious-goals/), Russian manufacturer of polypropylene pipes for cold and hot water supply and heating systems, AlfaPipe, a manufacturer and supplier of polyethylene pipes for water supply, wastewater disposal, gas distribution and cable protection systems, Serpukhov Pipe Plant and others.

Aquatherm is known to be a conducive place for b2b networking that aims to foster professional dialogue between suppliers and manufacturers of heating, water supply and utilities solutions and attracts highly engaged attendees. It presents a great opportunity for industry businesses to reach their target audience and is widely recognised as an effective communication channel.



Participants of the Aquatherm Moscow 2020 Exhibition. Photo courtesy of aquatherm-moscow.ru.

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SIBUR at Aquatherm

SIBUR has been a regular Aquatherm participant. It is primarily interested in making new business contacts with other exhibitors rather than targeting visitors. At the exhibition, SIBUR's team had a series of meetings and negotiations and discussed current trends in the production of water and gas mains and internal water supply pressure pipes and sewer pipes, industry development paths and positions of polymer feedstock processors, new products and proposed substitution goods.

Another priority was to promote the company's new proprietary grades, such as HDPE grade HD 03490 NP. SIBUR discussed with clients the initial properties of the developed grades, shipment options and other terms of business. As the new product has not been certified, grade HD 03490 NP can be currently used only for manufacturing non-pressure pipes and cable coatings.

Aquatherm takeaways

Following the exhibition, SIBUR was able to sign contracts with a number of manufacturers. On top of that, agreements were reached for homologation of new piping grades.