

In a word, I was a Pioneer, and therefore had to blaze my own trail.

At the opening ceremony of Tirana International Fair, President of Klik Ekspo Group, Luan Muhametaj welcomed the participating companies and all the other guests, while stressing that this is a special anniversary, attended by exhibitors and associates from all around the world.

"All this makes me think that the courage and the mission of the "bunch" of the first entrepreneurs who exhibited 25 years ago in that time Pyramid, would today be considered accomplished. I would like to only express my thanks for this anniversary, the statistics and the percentages of what is achieved can be found in these exhibition halls: Albania will otherwise be reflected by the Albanian entrepreneurs and institutions with excellent participation. The Balkans as never before is represented in symbiosis and synergy, with sister-like companies and cross-border projects, Europe is also so close that there is no distinction from the present participations here and those beyond the Adriatic."

Luan Muhametaj,
Klik Ekspo Group's President





KLIK
EKSPLO
GROUP

Route #25 Albania to Europe

As a representative of Tirana Municipality, Andi Seferi emphasized that Klik Ekspo Group is the 25th stop of the Albania-Europe line and that in this framework, Tirana is a safe city for doing business.

"Tirana offers investment opportunities for every business and interested companies. Today, not only does property value increase, but thanks to clear local projects, in Tirana can be made safe investments in different areas of the economy", said Seferi, while inviting the businesses participating in this fair to see the possibility of investing in the Albanian capital.

Andi Seferi
Deputy Mayor of Tirana

Clear Vision

Tangible Strategy

What has been missing for the Albanian business for many years has been exactly the right orientation of the strategic sectors where the business should invest. The Albanian government has today highlighted these sectors by developing strategies and genuine packages in favor of these investments and now it is the enterprise that is strengthening our message and joining us in the realization of this vision, which only through mutual cooperation, as shown by Klik Ekspo Group and the International Fair of Tirana, could turn into reality.

Sonila Qato

Minister of State for the Protection of Entrepreneurship





"Business Opportunities and Investments in Albania"

In the framework of the participation of Turkish businesses, at the opening of the 25th edition of the Tirana International Fair, the Albanian-Turkish Chamber of Commerce and Industry in cooperation with the Istanbul Chamber of Commerce (ITO) organized the Economic Forum "Business Opportunities and Investments in Albania".

The Economic Forum was an effective meeting for the presentation of the climate and the opportunities Albania and the Balkan Markets offer on the one hand, and the approach of concrete practices of Turkish enterprises to foreign markets and fiscal procedures, on the other hand.

The Forum was attended by 11 members of the Istanbul Chamber of Commerce, exhibitors at the Tirana International Fair, that were faced for the first time with the Albanian market. Commercial Attaché at the Turkish Embassy in Tirana, Mr. Halis Kaya presented to the Turkish companies an overview of the business climate in Albania. Foreign Direct Investment Director of AIDA - Albanian Investment Development Agency, Mr. Genc Celi presented thorough information on climate and investment opportunities in the country, pointing out that the number of Turkish companies operating in Albania is growing.

Member of the Board of Directors ATTSO - Albanian-Turkish Chamber of Commerce, Mr. Ahmet Gjinishi and at the same time Tax Consultant, and Mr. Kenan Sevinc presented fiscal detail as well as concrete practices of Turkish businesses that develop their activity in the country.

In conclusion, it was emphasized that for the coming year there will be new investments in mining, copper processing and extraction industries, but also in the health and education sectors.

**KLİK
EKSPÖ
GRUP**

Ufi
Member

**1 - 24 NOVEMBER 2018
INTERNATIONAL
TIRANA TRADE FAIR**

PALACE OF CONGRESSES
TIRANA / ALBANIA

ALMEX
MILITARY EXHIBITION

**"If the Earth were a single state, Istanbul would be its capital.
Napoleon Bonaparte**

Pavilion of Turkey returned to the Tirana International Fair as Guest of Honor Country, as organized under the auspices of the Istanbul Chamber of Commerce, bringing the most prominent exhibitors in the field of agri-food industry, technology for agriculture and livestock; electronics and electrical materials; wood processing industry, design & furnishing.

During the four days of the fair, 11 Turkish companies presented their products at this business event. Nurcan Erciyas, representative of the company Anka Raf, said that he will soon open a subsidiary in Tirana, Albania, for supermarket furnishing. "In the beginning of 2019, we will open our "show room" also in Tirana. For the Turkish entrepreneur, Albania has a great potential for development. The connecting bridge to Albania was once considered Kosovo, with a significant influence in decision making to spread very quickly in Albania as well. "



**"The world of Turkish trade
comes to Tirana"**

Yakup KÖÇ, member of the Istanbul Chamber of Commerce's Executive Board: "Albania is not only an important partner of Turkey in the Balkans, but a friend and brother country. Our trading relationships reach the figure of the 2.5 billion USD. Thanks to these investments, 10 thousand people are employed in Albania ". Today, we can conclude that Turkish investments in Albania are already widespread in many areas, such as agriculture, the banking sector, the services sector, medicine and health, education, to create what we would call the crystallization of socio-economic relations , the launch of Air Albania, with the first flights to Istanbul, is reducing the distance and facilitating economic relations in the daily life of entrepreneurs from both sides, for the mutual students, and the permanent tourism.

Yakup Göç

Member of the Istanbul Chamber of
Commerce's Executive Board

Ambition is a dream with V8 engine.

A remarkable input was the collective participation of young companies run by young entrepreneurs, under the organizational care of Mad Bazar and the encouraging platforms of young entrepreneurs at Tirana Business University, which made possible to present a different approach to the professional market by providing valuable examples for fellow-peers: create an occupation if you do not find it! examples of craft and artisan companies, consultancy, employment, wood processing, textile and leather as managed by well-informed and talented young people.

new-Starters
the future of young entrepreneurs





Alone we can do so little; together we can do so much.

Serbia and Albania will change the region together, a real "boom" is coming!

We are surprised about the growth in trade relations in the last three years and how both Serbian and Albanian businessmen have found a way to work together and create synergies between the two markets. From our statistics, during the two previous editions of the Tirana International Fair, one in two exhibiting companies from Serbia, has made valid business contacts up to the signing of long-term contracts!

In other words, in 2017, Albania-Serbia trade relations grew more than a third compared to the previous year, with both parallel growth of exports from both countries. "It's important that first-ever joint ventures are created, such as one of the most popular shipping companies in Albania have just started to buy a cargo transport company in Serbia, and then one of the biggest companies in Serbia, Nelt, bought a counterpart company in Albania. An impressive investment is coming in the field of tourism from the MK Group, a 5-star resort and over 280 rooms in one of the most important tourist resorts in Albania - says for Tanjug Agency the President of Chamber of Commerce and Industry of Serbia, Marko Čadež.

Marko Čadež

President of Chamber of Commerce and Industry of Serbia

Doncafe's technical director in Serbia, which is part of the Israeli Company, Strauss Adriatic, Milan Zivkovic, told Tanjug that even if they are first time participants at the Tirana International Fair, they hold great expectations: "We had a production plant in Vlora, which worked for almost 20 years and was closed in 2010, but the Albanian consumer has of course memorized the brand. The factory moved to another country in the region. The brand was still actual and we think it will be able to return quickly to the previous level."

The purpose of the Chambers of Commerce and the mission of the International Fairs is not at all political, but aims to break down the barriers and mindsets, and through good intent, also "help" policy-makers to make valid decisions, such as the agreement between the Finance Ministers of our two countries to sign a Memorandum of Understanding aimed at harmonizing phytosanitary certificates, accelerating common customs procedures and facilitating trade from both sides.

Over 60million euros of investments from Serbia are expected to be released by the end of the year. At this pace, it is anticipated that in the next five years, not only will the number of venture capital companies be increased, but by looking far beyond with a clear vision, until the joint representation in the face of global markets of interest.

We, the Balkan people, are the same in vitality, in the strength of the soul, and the strength of the mind, in our foresight and our visions.

15th Anniversary of the Serbian Pavilion at the Tirana International Fair:

The first editions of our co-operation brought courageous, confident and brave missionaries and entrepreneurs, who would, amongst other things, convey the culture of doing business, the culture of a serious marketing, the openness and the characterizing accuracy of an unmatched entrepreneur in correctness and reliability as the Serbian one.

The presence of exhibitors from Serbia grew year after year (from the first 20 enterprises of 2003 to 2004), today in the 25th edition of the Tirana International Fair and on our 15th Anniversary of admirable cooperation, there are presented over 40 businesses of vital and priority sectors, such as energy, construction, agriculture and agro-industry. Through the years, over 400 businesses have been counting on Albania and the Albanian reality: from agriculture to consumer goods, from chemical industry to electrical materials, and even to training and education. Their annual return is a testimony to the expectations that have become true.



There is a Japanese proverb that literally goes:

“Raise the sail with your stronger hand”,
meaning you must go after the opportunities that arise in life that you are best equipped to do.

Soichiro Honda

JETRO - Japan Foreign Trade Organization chose the 25th edition of the Tirana International Fair to organize a round table on Japan's economy and exports, promotion of foreign investment to Japan, potential exchanges between Japan and Albania.

Over 40 entrepreneurs and entities in the benefit of business attended the Round Table, among them representatives of the Union of Chambers of Commerce and Industry, Foreign Trade Chambers in Albania, AIDA and representatives of various local businesses.

Mr. Satoshi Abe, representative of JETRO, said that with the participation in the International Fair of Tirana, he thinks that Japanese companies need to get more information about Albania, either through economic data publications or through cross-trade missions.

"Albania is not well known in Japan, so it is imperative that the Government, as well as non-governmental organizations, publish and distribute more information about Albania. I expect to visit Albania next time together with representatives from Japanese companies and investors on an Economic Mission."

Satoshi Abe emphasizes that Japan is interested in cooperating with the Balkans in the framework of the "Vienna Initiative" and in the framework of maintaining the financial stability of the developing European countries, but for Albania there are some specific interests in the food industry sector, and consultancy is provided for the development of some products such as olive oil, which can be exported to Japan by Albanian companies.

Abe said that "small economies like Albania found it hard to produce and supply large markets like Japan, but we have some interesting experiences and we are advising Albanian companies how they can be present with their products in our markets."

While the Ambassador of Japan to Tirana, Makato Ito, said his main goal is to increase economic co-operation, as currently the trade volume is low and there is still room for cooperation between the two countries."The figure of economic exchanges between Albania and Japan is a modest figure of about 8 million euros. I am not happy with this figure, but I believe there is a chance to further develop the economic relationship between the two countries. The Embassy will also work and lobby for economic diplomacy by inviting Japanese companies to invest in Albania. The business environment to do business in Albania is excellent. Japanese companies have the opportunity to come to Albania to hire the excellent people of Albania. The European market is near, and the way to export to the EU is easier. Personally I think Albania's potential in the field of tourism is extraordinary, and I am convinced that the future is even more promising."





Chamber of Ioannina, a Crossbordering Cooperation Companionship Story &

Greece was specially represented with the participation of the Chamber of Ioannina and a group of companies among the most representative mainly in the sectors of agro-food processing, meat processing, pastries, beer production, dairy production, but also in the specialized sectors such as labs of bio-food and water bio-analyses, medical equipment, consultancy companies, heavy construction machinery, etc.

The Chairman of the Chamber of Ioannina, Mr. Mitsis, as well as the Deputy Mayor Mr. Paparousis headed the delegation of entrepreneurs.

The Office of Economic and Commercial Affairs of the Greek Embassy in Tirana has had an impeccable support role for organizing the participation of Hellenic companies at the Tirana International Fair.

Among the participating companies, the attention of visitors and associates was attracted by the Ifantis company displaying meat products; as well as others Melingiotis and Sons OE, Epirus Brewery Ltd., Zagorisis, Bioengin, Paparousis-Lytsikos, Piperidis Abete.

Even through the participation of the Chamber of Ioannina, it is noticed the expansion of the economic relations between the Balkan countries in implementation of the EU programs for the empowerment and internationalization of the small and medium enterprises such as **EEN - Enterprise Europe Network**, and Tirana International Fair has always ran as a matchmaker for long-term cooperation.

BUSINESS CULTURE EXCEEDS BARRIERS...

While visiting the Fair, **Ambassador of Macedonia to Albania, Mr. Dancho Markovski** expressed the highest ratings for the organization of the Tirana International Fair, where he stressed that Macedonian companies have been and will be present in every edition, turning this participation into a tradition. According to him it is important for both sides to realize that without good economic cooperation, there is no good political and cultural relations.

"I see that the Fair is at the highest level and professionally organized. This fair is known by the Macedonian state as there are many companies that have participated earlier and participate in this edition as well. But even though there are agreements where both countries adhere, it would be good to make other arrangements for facilitating customs procedures between the two states so that the goods circulate quicker and easier.

I am of the opinion that if political and cultural relations do not stand on the same level as economic ones, then there is a gap between the two countries. We had a visit to President Ilir Meta for the celebration of the 110th anniversary of the Albanian alphabet, this was an opportunity to congratulate the Albanian people for this celebration in Albania and everywhere," said Macedonian Ambassador, Dancho Markovski.

Ministry of Culture
of the Republic of Macedonia

BOOK IS
LIFE



[Dritëro Agolli]

There is no "big Albania"
or "small Albania".

There is only Albania as it has been and as it is in history.

THE ALBANIAN LITERATURE OF MACEDONIA, STANDING BETWEEN TWO "BIG BROTHERS", ALBANIA, KOSOVO

Macedonia's institutional representation at the 25th edition of Klik Ekspo Group's Tirana International Fair, was realized through the Ministry of Culture of Macedonia, which in cooperation with Klik brought an interesting topic related to the cooperation of the Literature of the two countries, but also the problems of bilingualism that the Macedonian Literature itself has in its country.

At a meeting between authors and publishers from both countries, participants raised the problem of two-sided translation, as well as artificial cracks that exist between our two countries. The authors, Ermis Lafazanovski, Nikola Madzirov, Shkelzen Haliti, Ali Pajaziti and Qerima Lita, in front of the authors and publisher Arian Leka and publisher Rexhep Hida discussed about the concerns that prevented the literature of both countries to have better communication. Publicist, Ben Andoni, moderator of this meeting introduced the participants and the guests who, as he said, are professors of different fields, including history, sociology, poetry, theatre, while from the Albanian side are present, said Andoni, well-known translators from the Macedonian language into the Albanian language.

"It has always been attempted to say that the Republic of North Macedonia, as it is now called, declared late independence and that Albanians have some kind of perception that Macedonian literature was developing late in time. But this is not the case, the literature in Macedonia is a literature that has always communicated with Albania. It was a great fortune that a big number of those who create literature in Macedonia are of Albanian origin, but also a part of Macedonian authors have been linked to Albania," said Andoni.

"There is a very interesting bridge, said Andoni, highlighting the figure of academic from Kosovo, Esat Mekuli, who was the first to encourage Albanian literature in Kosovo and Macedonia."

Rexhep Hida, representing the publishing house Fan Noli emphasized that literature is the bridge that connects spiritually peoples and nations more than anything else, therefore we have to appreciate and give the proper credits as it has been done at this fair of Klik Ekspo Group: The Balkans are divided into different countries as Albania is divided into different circles, but spiritually I think we have been close and are close, and one of the brightest bridges to maintain this friendship and the spiritual world is literature. I was very attached to Balkan creativity because we can not understand the world literature without recognizing the literature of Balkan people; I personally have been a participant in the Skopje Fair since 1993. Also nowadays, I always attend such important fairs that offer space to books and literature," said Hida.

Montenegro, the Luxury of Disconnecting...

Under the auspices of the Chamber of Economy, Montenegro reached a collective participation with 23 distinguished representatives covering on 360 degree many important sectors, interlocked industry and commerce, services and final products: from tourism and restoration services, agritourism and hotel services to localities bearing history, unique climate and "sunsets", the meat processing and dairy sectors, the typical Mediterranean & Balkan products, and further on, transport and infrastructure, in particular rail transport, medicine and wellbeing, thalassotherapy, etc.

Mr. Sroja Vujosevis, representative of the Chamber of Economy of Montenegro, said that the International Fair of Tirana was a good opportunity to contact with Albanian entrepreneurs, with the confidence that in the future they will invest in our country in several sectors.

"This is the first time for me in Albania. We have received offers in various sectors to invest here in the field of tourism, services, but also in the agro-food and hotel industry." From a general overview, our impressions are very positive. "



Pavilion of PR of China, an unequal Alliance

PR of China Pavilion, is headed to its 10-year-old continuous cooperation with the Tirana International Fair: Ningbo Region, evokes top-of-the-line manufacturers in the electronics and daily consumables sector, textile, renewable energy, chemical industry, under the care of CEHL Exhibition.

Among the exhibitors, were noticed: Ningbo Co & C Industries Co., Ltd. comes to Albania with products in the medical field and personal care and intends to enter the Albanian market soon. "This enterprise comes from one of China's most developed areas. This year we have introduced our new products, accessories in the medical field. We hope to open this business in Albania soon."

Ningbo Feiling Electrical Co., Ltd and Ningbo Quality Electronic Co., Ltd produce electrical products and is looking forward to domestic partnerships in Albania. "We produce electrical appliances and we are using this fair as an opportunity to find Albanian partners to open new production lines in the country."

To see thing in the seed, that is genius.

[Lao Tzu]



Italia, one of the best represented countries...

Among the direct exhibitors and representations, delegations and groups of entrepreneurs, Trade Visitors, and even geography of economic and social realities, Italy is the most well represented country at the Tirana International Fair.



Gem Chimica: For the first time we came to Albania in June. We have been dealing with water treatment and agro-food security for nearly 40 years. We decide to come to Albania after we understand that there is an interesting market, also because of Albania's willpower to access into the European Union and to achieve high standards in this area, just like EU countries. Our job is to provide a quality product for citizens in terms of drinking water and food products. "We have received a good response from the market. Then a very important issue is the fiscal system. This is an advantage over Italy. The fixed fee in Albania is 15%, while in Italy we pay more than 50%, for the tax on the profit rate," said Gem Chimica representative for ATSH.



Idrobenessere: "When we opened the enterprise in Albania it was very simple, very quickly and without any bureaucracy, and something like this in Italy is unimaginable. Even the labor costs are very cheap for an Italian investor," says Pierangelo Rossetti. "I feel very good in Albania, I have very good associates, and clients in Albania are also excellent. The two countries, the Italian and Albanian people are very similar, then it's easy to go to Italy for an hour by plane. We work very well in Albania, and we feel at home. Although it is not easy to find qualified staff, but we are working to train them. I see that this people have a desire to learn, especially young people so we are growing together, Italians and Albanians."



The history of Graziani originates in Pisa since 1805, creating ornamental and functional candles.

The 200 years of candle production experience was welcomed by visitors and lots of interest arose from some of Tirana's most popular trading companies, interested in representing Graziani in the domestic market.

The participation of the brands from Tuscany was organized under the auspices of ARTEX - Center for Artistic and Traditional Handicrafts in Tuscany which promotes internationally the innovation and development of artistic and traditional handicrafts of the Region.



From **Frosinone**, "Made in Italy" luxury home textiles were introduced by Cryo-Saunas' innovative technology (icy saunas), new solutions for plastic packaging.:



I can say Politics looks like a game of Chess, as this game fits in with any environment, in every age:

We come from Florence, the cradle of the Italian Renaissance. Italfama has been producing chess stones since 1976. All are craft products, and we are the only company in Europe that produces chess of this kind. We work with different materials, metal, bronze and also gold.

We sell these products all over the world and this time we came to test the clientele in Albania. We are doing very well in this fair, there has a lot of interested people and they like our products, and of course at the closing of the fair we will do our analysis if we can find potential clients. We are moving to Russia, USA, China, India and Europe. I'm sure we will expand in Albania as well, knowing that here there is the well-known chess game culture, and Albanians like this game. I even saw children who came here and played chess with us during the fair's days," said Marco Marsili, representative of Italfama.

IBilanciali: The example of successful Italian investments. If in the past editions the company was part of the exploration of the new market, this year is presented with a new reality of Italian Weighing Systems, in the sector of weighing systems, sales, calibration, renting of industrial scales.



7 LEADERSHIP LESSONS FROM INTERNATIONAL PAUL HODGKINS TRAINER

Paul Hodgkins, inspiring leader, trainer and consultant with over 30 years of international experience in Project Management and Business Programs was invited to the conference "Leadership Power in Projects - 7 Projects Skill Lessons" organized in the framework of the Tirana International Fair.

Paul's presentation was dealt with in a simple language, interactively and by narrating stories from personal experience, thus stimulating curiosity and boosting the audience's focus to learn and guide questions about the importance of managing projects as a catalyst for changes that produce positive and consistent results in support of an organization's strategies.

To sum up, Hodgkins' 7 lessons about successful project leadership focused on: the right to lead, originality, vision, multi-dimensional leadership, passion, anticipation, and passing the ball.

The event was organized in close collaboration with the European University of Tirana - UET and Tirana Business University - TBU, enabling students to interact into valuable international practices that reinforce university curricula and prepare them for their professional future.

The activity was moderated by Mr. Artan Hoxha, President of Tirana Business University College, and followed by a selected audience: entrepreneurs, media representatives, students, managers of foreign companies participating in the fair, and young entrepreneurs.

Leadership is what is around you,
not only what is
above or below!
[Paul Hodgkins]



Institutional Salon

The Institutional Salon, this edition likewise, achieved the goal of bringing closer to the general public and beneficiaries, the public institutions that in their mission have the welfare and improvement of citizens' living: energy and electricity supply, postal and financial services, transport services, customs services, public information programs.

The Albanian Post Service, General Directorate of Customs, Operator of the Electricity Distribution System, Directorate of Road and Transport Services, Civil Aviation, Albanian Telegraphic Agency and other state institutions, did not only promote the series of achievements over a year, but created the necessary climate to get closer to the public and the citizens, as well as international exhibitors and visitors to exchange experiences and interstate collaborations.

To the "Salon of Energy, Transport, Infrastructure" was granted the organizational support of the Ministry of Energy and Infrastructure, in order to an fuller view on the sector and welcome further investment opportunities. While exhibiting, the entities had the chance to discover new smart solutions and energy saving, alternative sources of energy, road and airport infrastructure overhauling (Airport projects in Vlora, Kukes), ambitious major public works for air transport (successful realization of Air Albania), with particular emphasis on the Arbër Street, maritime transport, railway, security of road transport, maintenance of road segments, and other services dedicated to citizens.

I learned that public service is a privilege that must be based on moral foundations.

Shimon Peres



ALMEX the different approach to the "Force" division,,,

Salon of Defence and Security (ALMEX- Albanian Military Exhibition) belongs to the most striking and meticulously organized events of Klik Ekspo Group's portfolio, proudly comparable to other international defence and security events. For the Visitor it is the cult event that does not stop arousing curiosity, while for the participants themselves, both domestic and international, for pri-

The co-authors of the Pavilion this edition, Ministry of Defence and Ministry of Interior, have been selected to promote sectors and subdivisions which are closer to both general and professional public:

Armed Forces are presenting in a "shipshape" exhibition, the existing military companies (Military Shipyard, Mechanical Plant of Gramsh, Military Mechanic Plant of Poliçan) recruitment units and other directorates, display as an added value to the ever-increasing role that Albania is taking in dynamic developments related to security issues and defense in particular in the Western Balkans region.

Law enforcement entities, on the other hand (Special Forces, RENE, traffic and transport division of the Policy of State) exhibited in a "free dialogue" in front of the general public, while in the meeting rooms, spontaneous interest emerged from companies operating in the security field and that introduced investigation systems, equipment that attract professionals and sector experts by updating them with the latest news of investigative technology, military assets displayed, emergency equipment, scanning equipment, and Virtual and Augmented Reality Platforms , with demos and tests, and many unknowns demos that the public will have the chance to see for the first time.

Among the welcomed visitors of the Salon of Defence and Security: Chief of Staff of the Armed Forces, Gen. Bardhyl Kollçaku, senior executives of the Ministry of Interior, Ministry of Defense, State Police, military attaches accredited in Tirana and neighbouring countries, diplomatic corps, homeland and security affairs institutions, managers of domestic and foreign companies in the military industry.



ALMEX the different approach to the "Force" division,,,

While presenting the new technology in the military sector, Luca Burigotto, representative of the technical department of R.I. spa, Italian company in the defense sector said: "It is the first time we come to this fair even though we have been present many years ago through various missions, so we hold old relations with your country and we want to keep this relationship with your country because we really believe in Albania, and we can have good cooperation opportunities in the future. Our company is focused mainly on the construction of military camps but also on refugee housing assistance. We have worked in this area in different areas of Italy but also abroad. We also operate in the civil sector, with the red cross, but above all our company is specialized in the military sector. We also have other projects that we will implement in the future, and that we have seen in the present presentation that they have been very interested.

Gen. Matteo Lopez, Sigint srl: from Switzerland, new clever solutions in the defence field

Our goal is to broaden our scope of action; we are already present in Italy, Germany, Switzerland, Sweden, Egypt, so we have complete interest to be part of the Albanian market as well. Specifically, we deal with intelligence services, special services from ATM protection against breakdowns, to secret services that are directly related to the Government, who receive and provide information and data, with the ultimate goal to protect the citizens. This is more or less the core of our entrepreneurship. We think our services can find ground in Albania, because there is mutual interest; on our behalf, we are the ones who want to promote and introduce our products, and we have the confidence that our services are of a very high interest, so we think that we can sign a valid agreement with the Albanian governmental institutions.

IN PARTICULAR

The Escort Vehicles Museum, left its premises at the Arb Security grounds, to be displayed for the nostalgic and enthusiast visitors at the Palace of Congresses, and to exhibit almost a century old vehicle fleet that circulated in Albania, street police uniforms and motorcycles, vehicles belonging to German Army during World War Second in Albania.



[Albert Einstein]

What counts can't always be counted; what can be counted doesn't always count.

The figures of this 25th anniversary, with maturity, show the symmetry between domestic and international exhibitors, with the annual superiority of international state institutions that promote and safeguard social and economic relations between the countries:

over 300 direct exhibitors have been registered, direct or represented brands; 70% of which are international, exhibitors or co-exhibitors in hybrid trade-partnerships, over 18 countries represented.

Tirana calls on Albania:

Tirana International Fair, as well as the representative of all local entrepreneurs from the districts of Albania: Elbasan; Durres, Fier; Puka; Korça; Durrës is worthily represented in this edition along the international exhibitors, with products or brand representations such as construction materials, industrial scales, wineries and quality wine producers, agro-food products with famous Made in Albania saffron, mineral water, typical local agricultural products of Devoll district, etc.

Kosovo, exhibiting since the very first seed of the Tirana International Fair was planted, also responded to the internationalization call, through researchers and market analysts, in organized groups of specialized visitors. State delegations organized under the auspices of the Kosovo Embassy in Tirana; artisans associations and group of entrepreneurs from Prizren Association of Businessmen and Craftsmen ESNAF, and significant annual participation of well-organized companies such as Flexograf, Exim Metal, Rail Trans, visits of the group of enterprises from Prizren, Association of Businessmen and Artisans, ESNAF, etc.

New comers: Romania, a breakthrough participation

Romania is represented by the best example of globalization and delocalization of productive realities; with a performance similar to Albania in its steps towards accession to the European Community, with low labor costs and facilities for foreign investment. Mechro Air Diffusion, manufacturer of spare parts and components for ventilation and airing systems, by the "journey" at the Tirana International Fair, found the premises to open up in Albania a production line with products that will meet the market needs, but will also target the EU markets, creating jobs and benefits for the realities where the enterprise will be located.


Absent but always in connection:

Central Europe countries, Poland, Bosnia and Herzegovina, Hungary and the Czech Republic make a step back while preparing for serious participation in the 2019 edition. Entrepreneurs from Bosnia and Hungary have chosen this edition to observe the market pace and foreign investments in Albania, by getting information through the official delegations and Trade Visitors, as the influx of economic relations between our two countries is strong: specifically in the field of energy and industry with Bosnia and Herzegovina, and the most complex one with Hungary, among which achievements, there is still spreading the echo of WizzAir, promoted exactly at the International Fair of Tirana.

Meanwhile, news are coming from Prague about the institutional organization of a representative Pavilion in the upcoming edition of the Tirana International Fair, through the partnerships of Klik Ekspo Group & Tirana International Fair, with the support of government programs for exports and internationalization of local enterprises.

Other equally dynamic participations, joined newly or as regular exhibitors with great expectations from Croatia (Simpak, Primark), Egypt in the packaging industry, Bulgaria, etc.





An exhibition is the result of your experiments,
but the process is never-ending.

So an exhibition is not a conclusion.
Opening Ceremony & Visitors

An event inside the event, a moment to get acquainted and familiarize, to connect, and to shake hands as omens of expected and earned cooperation; dedicated to participants, entrepreneurs, various grounds and business size, the Inauguration Ceremony bears the premonitory success of the Fair.

On the other hand, diverse social lifestyles, buying forces, different approaches to the event, consumers, observers, all at once fulfilled by the pleasure of the visit and the quality time spent in the Pavilions of the Tirana International Fair.

Innovation is taking two things that already exist and putting them together in a new way.



WELCOME ALBANIA:

Tirana International Fair has been for many years the only "Click on Albania" in prosperous periods, in good and shaken times, and it is still undoubtedly elevating an unspoiled image of Albania, and becoming a missionary of peace and coexistence, when disbelief was "scorning" around.

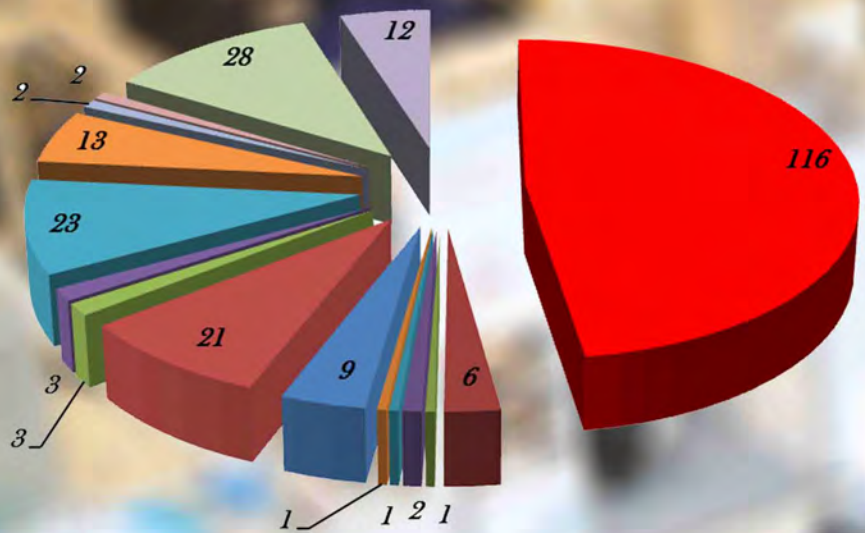
The new image of Albania, for which we all contribute every day, today is miraculously conveyed, by Welcome Albania, presented as an innovation at the Tirana International Fair Opening Ceremony: the online platform and App i www.welcomealbania.com, fulfil the collective imagination of a wonderful and totally different reality, unique in the world, made up of virgin beaches, mountains above sea, crystalline rivers, places of world tourist interest, some of which are part of UNESCO World Heritage.

DISCOVER THE MAGIC OF SMART GLASS:

Begeja 1900 and Aber Engineering have chosen wisely Tirana International Fair for introducing the Smart Glass Technology in Albania for the first time, a special glass that turns in seconds from opaque to transparent, creating surprisingly private environments in business, shopping malls, and family environments. As one of the most visited Pavilions, the increased contacts gained during the exhibition and the echo of the presentation in the days ahead, partaking at the Tirana International Fair, was revealed as the right instrument to promote the new and completely "Made in Albania" product, as produced in Aber Engineering laboratories, with the faultless up-to-date German technologies.

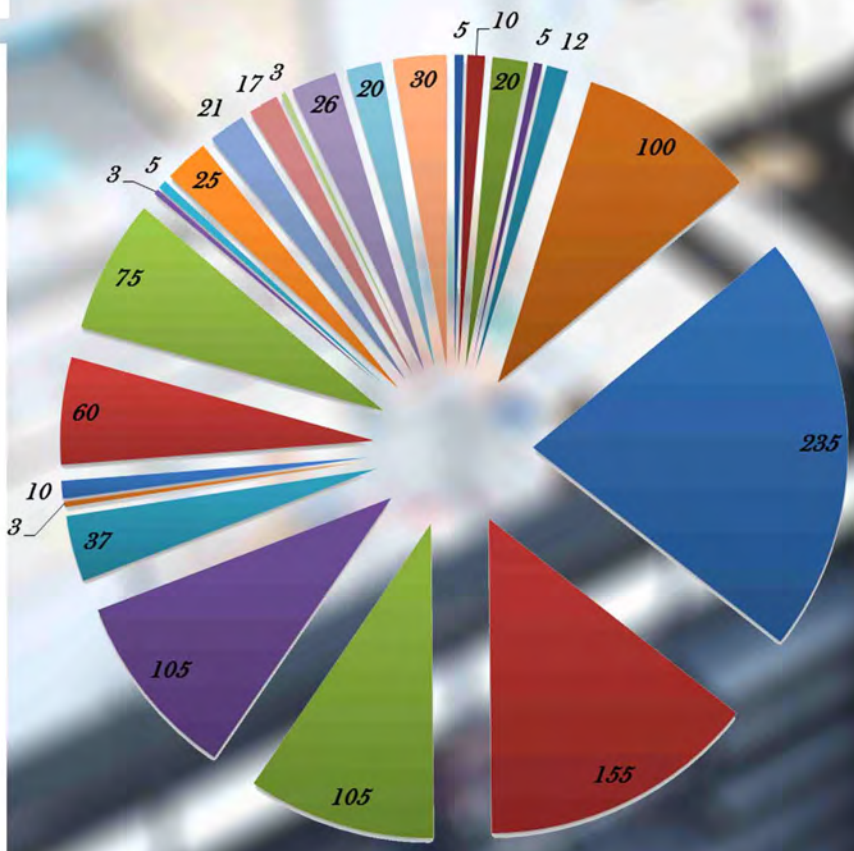


- ALBANIA
- AUSTRIA
- BULGARIA
- CROATIA
- EGYPT
- GERMANY
- GREECE
- ITALY
- KOSOVO
- MACEDONIA
- MONTENEGRO
- PR. OF CHINA
- QATAR
- ROMANIA
- SERBIA
- TURKEY



EXHIBITORS' CHART

- Austria
- Bulgaria
- Croatia
- Egypt
- Germany
- Greece
- Italy
- Kosovo
- Macedonia
- Montenegro
- PR. Of China
- Qatar
- Romania
- Serbia
- Turkey
- UK
- Izrael
- Slovenia
- Switzerland
- Hungary
- Japan
- Slovenia
- France
- Belgium



TRADE VISITORS CHART