# ComVac ASIA

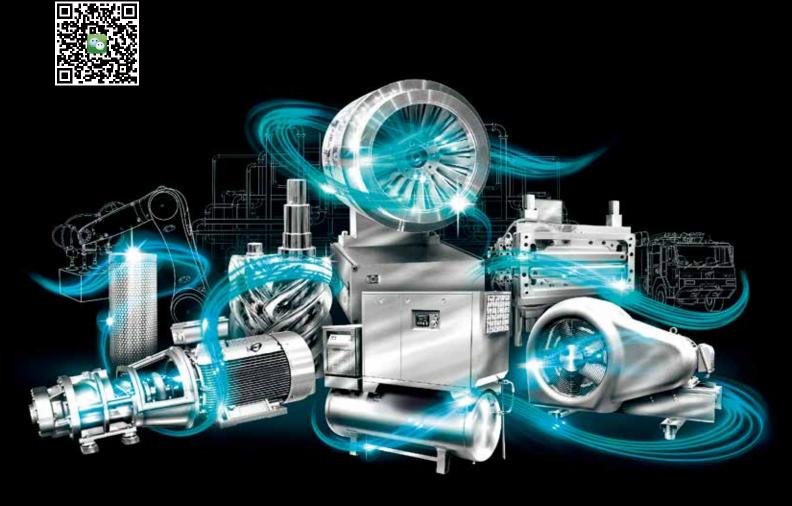
International Trade Fair for Compressed Air and Vacuum Technology

31 October - 3 November 2017 Shanghai New International Expo Centre

# **After Show Report**

www.comvac-asia.com











ASIA

ComVac ASIA 2017 came to a successful close on November 3, 2017 at Shanghai New International Expo Centre. Putting a spotlight on smart manufacturing, this year's shows gathered 225 industrial pioneers from home and abroad, serving as a global hub for all things related to intelligent innovations in the industry field. The show covered a display area of 17,250 sqm, taking up 1.5 halls; once again consolidating the industrial weather vane positions in terms of participants, display area and onsite services. The four-day events attracted a total of 98,742 trade visitors

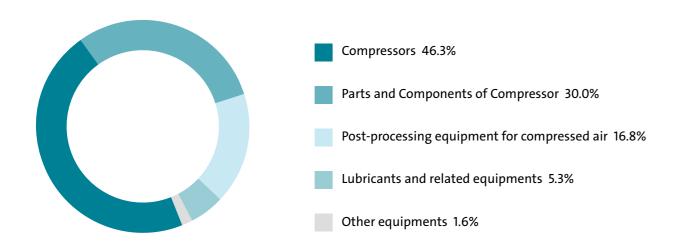
ComVac ASIA 2017, the benchmark event in the field of Asian compressor, has kept leading the industrial trend. This year's show boasted a larger exhibition scale by increasing to 1.5 halls and covered the whole industrial chain such as machine, components, accessory manufacturers, compressed air, vacuum technologies, processing, distribtutions, continuously improving the industrial structure and providing the most ideal purchasing channel for buyers.

An increasing number of leading enterprises took active participate in this year's show, such as Atlas Copco, Baosi, BAUER KOUPRESSOREN, IHI, IHI-SULLAIR, Denver, ANEST IWATA, Fusheng, Hanbell, Gramklin, Bolaite, Q-Tech, Liutech, Honest, Baldor, XIAMEN EAST, Zenix, Kangpusi, Quanzhou HUADE, Moair, LIDA, Naili, MOBO, DHH, Turbo-Tech, Xinlei, Beardseycopression, CRRC, AirHorse, High Air, Olymtech Air, HengDe, Xinda, DMG, HANSHIN, Changsheng, SUCCESS ENGINE, Baijian, APU, Greenair, PURAIR, Zhongli, Jieneng, Ting King, LUXON, Luo You, Pressure Gas, XINLAI, Shantian, Shanhai, Carter and Wealth. Nearly 50% of the displayed products were complete machines, building the show into the largest compressor exhibition in China.

In addition, the most advanced equipment of compressed air and vacuum technology offered onsite visitors the most leading technologies and the latest technical innovations. This year, Baosi displayed oil-free scroll compressor and mobile screw air compressor products; KOBELCO brought micro-oil screw air compressor and new oil-free screw compressor; LIUTECH presented mature and reliable one-stop compressed gas solutions on the scene. Visitors experienced the splendid and innovative industrial results and learned the development trend of the compressor industry.



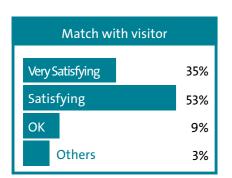
### Exhibit analysis



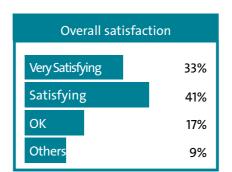
#### Exhibitor feedback

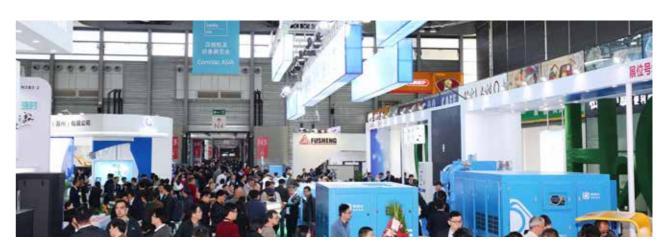
Over 82% exhibitors made successful sales and closed deals onsite.

Number of visitors at your stand		
Very Satisfying	32%	
Satisfying	58%	
ОК	9%	
Others	1%	









#### Visitors

#### Mr. Ma Cong, Electrical Engineer Shanghai Morimatsu Pharmaceutical Equipment Engineering Co., Ltd.

It is the first time that we have visited the ComVac ASIA, but we're amazed to see the advanced intelligent manufacturing practices of leaders and vanguards in the industry from home and abroad. Really, we feel this event has really broadened our vision. I'm deeply impressed with the large exhibition area, the large number of exhibitors and the advanced technologies of this event. Technology is the first productivity, and we should evolve from manufacturing to intelligent manufacturing. The exhibition has also facilitated my visit with sound facilities and convenient signs. We wish it even better in the future!

#### Mr. Xia Weijun, Manager Zhejiang Winnitex Textile Printing and Dyeing Co., Ltd.

I'm very glad to visit ComVac ASIA 2017. The exhibition has aggregated a crowd of excellent compressor manufacturers. Therefore, we have got the chance to talk with their officers and engineers on the site and kept ourselves informed of advanced technologies and cutting-edge innovative results of the compressor industry. Thanks to the exhibition, we have further understood compressors used in the textile industry. Wish the exhibition a greater success!

#### Exhibitors

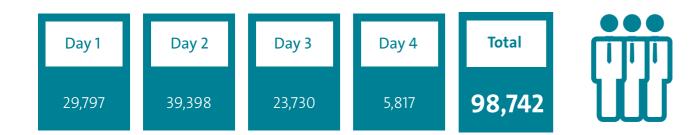
## Mr. Chen Minglang, Vice General Manager of Market and Development Section Fusheng Industry (Shanghai) Co., Ltd.

We are very fortunate that as an industry leader, Fusheng can exhibit our products with superb energy efficiency and the concept of a perfect fusion between "Energy Efficiency Navigation" and "Clean Compression", and wrestle with our counterparts on the stage provided by ComVac ASIA 2017. Our most intuitive impression about this year's exhibition is that it has obviously become much larger and many indigenous enterprises have brought their latest technologies. The exhibition has navigated the technical trend of the entire industry through the "professionalism and expertise" theme, which will carry an unusual weight for the industry under transformation. This year's exhibition has also attracted many overseas trade visitors, which will definitely help ComVac ASIA to further grow into the largest and most professional grand event of the compressor industry throughout Asia.

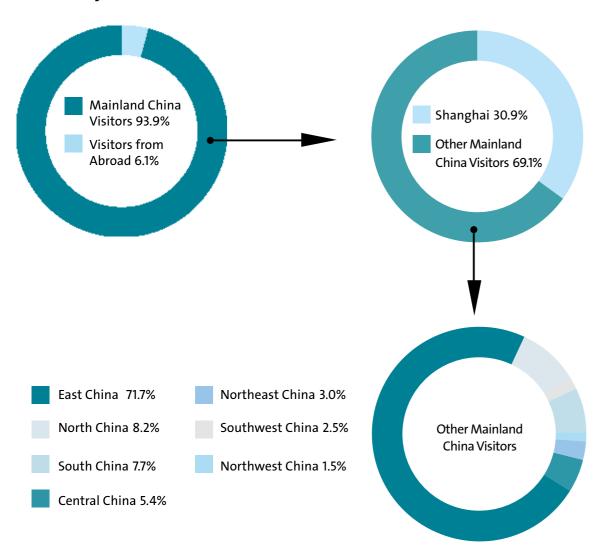
## Mr. Wu Yongliang, Entire Machine Marketing Director of Compressor Group Ningbo Baosi Energy Equipment Co., Ltd.

ComVac ASIA is a very professional exhibition and also a very good display and marketing platform. We acknowledge this grand stage for giving us the opportunity to flex our muscle and display our products, technologies and brand concepts to our clients. With the exhibition as an international stage, we will learn from excellent counterparts from home and abroad, display our industrial charm and promote "Made in China". We hope ComVac ASIA will become better and better, maintain its position as a professional exhibition in the compressor industry and navigate the industry to embrace next new climax.

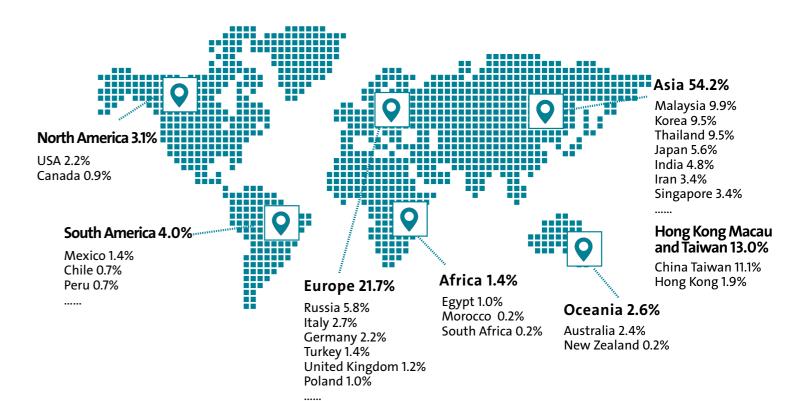
#### Visitor count



### Locality of visitors



### Locality of visitors from abroad



#### Vistor industries

#### 17.2% Automobile Business/company/ general management 26.0% 7.3% Petrochemistry 18.2% Research and development, design 6.7% Metallurgy Manufacture, production, quality control 12.3% 9.7% Electric power Purchasing, procurement 11.0% 3.1% Oceaneering Finance, accounting, controlling 1.3% **Construction machinery** 28.6% Information/communication technology 1.8% Pharmaceutical and Medical 3.4% Human Resources, Administration 2.9% 5.3% Food/Beverage Sales, Distribution 18.9% 3.7% Shipbuilding Machinery manufacturing 36.2% Marketing, advertising, PR 4.5% 3.0% **Rail Transit** Logistics: material management, 4.0% 3.9% warehouse, transport Packaging / Printing Aerospace & Aviation Manufacturing 2.1% 2.2% Maintenance, repair 2.9% Textile Other department 1.8% 7.3% **Electronic manufacturing** 6.0% Others

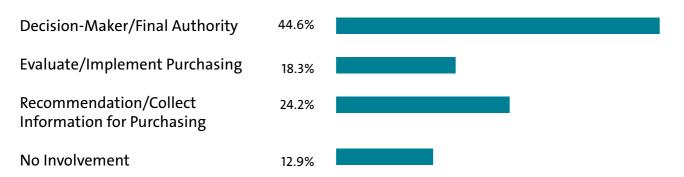
Job function

<sup>\*</sup>Due to multiple choices, the total percentage is beyond 100%

## ■ Visitor's Purchasing Authority

88888 87%

More than 87% visitors have direct or indirect influence on equipment purchase.

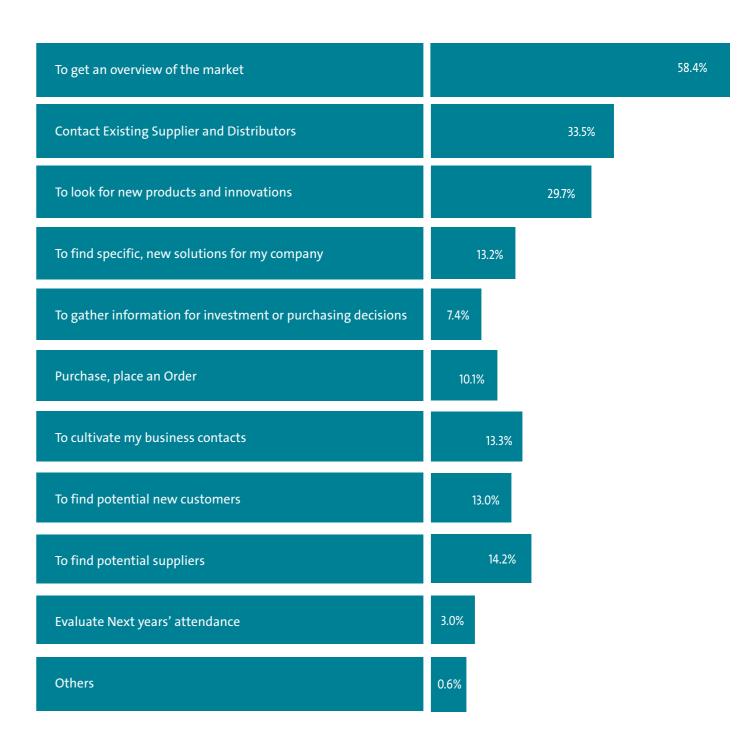


#### Interested areas

Air compressor	59.3%
Processing compressor	25.4%
Special compressor	24.6%
Parts and components of compressor	30.5%
Post-processing equipment for compressed air	23.7%
Lubricants and related equipments	18.3%
Vacuum pumps	17.9%
Vacuum valves and accessories	15.0%
Vacuum measurement and calibrationinstruments, gauges and vacuum leakdetector device	10.2%
Vacuum application equipment	9.2%
Vacuum materials, vacuum pump oil andvacuum engineering equipment	9.6%

\*Due to multiple choices, the total percentage is beyond 100%

## Visiting purposes



<sup>\*</sup>Due to multiple choices, the total percentage is beyond 100%  $\,$ 

## Subsidiary program – buyer delegation comvac

#### >>>>>

• CPI Engineering Fluid energy-saving new lubricant launch conference

- New Generation of Energy-saving
- BAOSI 2.0 VERSION TWO STAGE ENERGY-
- Buyers Sourcing Event
- Seminar on Operation and Diagnosis Maintenance Technology for Rotating



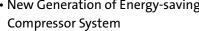












• Introduction to the Innovation of Compressor Oil

• Large Compressor and Pump Equipment of Energy Conservation and Safety Application in Fine Chemical Industry

**SAVING NEW PRODUCT EVENT (1)** 

• BAOSI 2.0 VERSION TWO STAGE ENERGY-SAVING NEW PRODUCT EVENT (2)

Equipment



Shanghai BYD Company Ltd.

NATIONAL AUTO AND PARTS EXPORT BASE (SHANGHAI)

Donghua University

IHI-SULLAIR Compression Technology (Suzhou) Co.,Ltd.

Atlas Copco (Wuxi) Compressor Co., Ltd.

Wuxi Compressor Co., Ltd.

Kobe Steel Ltd.

Shanghai Morimatsu Pharmaceutical Equipment Engineering Co., Ltd.

Shanghai University of Engineering Science

Shanghai Port Machinery Heavy Industries Co.,Ltd.

**EUROCRANE** 

**Eastern Industrial Automation** 

SUZHOU DAFANG SPECIAL VEHICLE Co., Ltd.

Marine Machinery Group Company Limited Nantong

Shanghai Shineng Electrical Equipment Factory

Shanghai Electric Group

Taiyuan University of Technology

CIC LUOYANG HEAVY MACHINERY CO., LTD.

**Shanghai City Industry Assoiation** 

Linan Huifa Machinery Co., Ltd.

Wuxi Pneumatic Technical Research Institute Co., Ltd.

Wuxi Delin Marine & Ocean Technology (Group) Company Limited XINGJIAN SPACE

Boneng Transmission Co., Ltd.

**CoTEK Robotics** 

Shanghai Academy of Spaceflight Technology

Shanghai LS Heavy Mmachinery Co., Ltd.

WEICHAI POWER CO.,LTD.

SHANGHAI DIANJI UNIVERSITY

Suzhou Fanrui Eletrical Technology Co., Ltd.

CHINT Electrics Co., Ltd.

**BAOSONG GROUP** 

Wuxi Pneumatic Manufacture

**EP Equipment** 

Airtac (China) Co.,Ltd.

KINGPOWER

ZheJiang Red Sun Machinery Co.,Ltd.

Qingdao Choho Industrial Co., Ltd.

CONFIRMWARE

SEW-EURODRIVE TIANJING Co.,Ltd.

HUZHOU SHENGLI HYDRAULIC.,LTD.

Qidong City Southern lubrication hydraulic equipment Co., Ltd.

Nantong Rainbow Heavy Machineries Co., Ltd.

JAC

SKS Hydraulic Technology Co., Ltd.

\* Listed without priority















### Buyers from (part)

Zhengzhou Baodexing Energy Saving Equipment Co., Ltd. Shanghai Fukun Mechanical and Electrical Equipment

Baoding Jida Machinery Maintenance Co., Ltd.

Changzhou Cronos Special Bearing Manufacture Co.,Ltd

Wuxi Weishengda Compressor Equipment Co., Ltd.

**Moto Compressor** 

Shanghai daily energy saving and Environmental Protection Technology Co., Ltd.

Shanghai Yuzhi cold and warm equipment Engineering

Rufu control system manufacturing (Shanghai) Co., Ltd.

Shanghai Wangmeng Electromechanical Equipment Co. Ltd. Baotong Minyu Contract Energy Management Co. Ltd.

Jiangsu Haimen Feng Feng air compressor sales department

Tianwei Chemical Co., Ltd.

Ningbo lejinyongxing Chemical Co., Ltd.

Jiangsu Shenghong Refining & Chemical Co., Ltd.

Yima gasification plant of Jiangnan Gas Group

Jiangsu Tenglong chemical Co., Ltd.

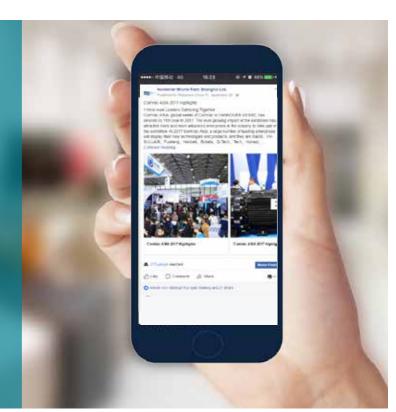
Shanghai Huayi Energy Chemical Co., Ltd.

Zhejiang Longsheng Chemical Industry Co.,Ltd.

\* Listed without priority

This year, the organizer has first opened an official homepage for the exhibition on Facebook to strengthen international promotion for the exhibition and attract more overseas trade visitors. With message push and dynamic update, the Facebook homepage has attracted many fans and vigorously enhanced the awareness of the exhibition in the overseas market.

In future, the sponsor will continue to update the platform and leverage Facebook's popularity among overseas visitors to build the homepage into a portal for the sponsor, exhibitors and partners to all win.



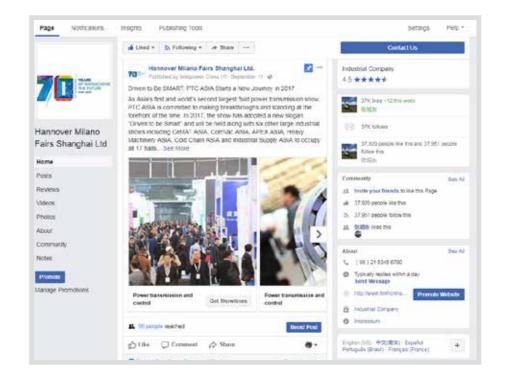
We have recorded 38,035 visitors who have thumbed up for the homepage and 38,064 fans.

A total of 19,432 users have clicked the pre-registration link, and the homepage has accessed a total of 740,021 users and presented 2,011,711 clicks.

The homepage has recorded a total of **822,835** users who have clicked the advertisement link and cumulatively presented the advertisement for **2,531,717** times.













# ComVac events worldwide

Leading Trade Show Network for Compressed Air and Vacuum Technology

USAChicago10 - 15 Sep 2018ChinaShanghai6 - 9 Nov 2018GermanyHannover1 - 5 Apr 2019CanadaTorontoSeptember 2019

hannovermesse.de/worldwide











## ComVac ASIA 2018 Nov. 6 - 9, 2018

Company:	
Contact:	Title:
Tel:	Fax:
MP:	Email:
Products:	
Planned exhibition for 2018:	qm

Hannover Milano Fairs Shanghai Ltd. Rm. 301 B&Q Pudong Office Tower 393 Yinxiao Rd. Pudong Shanghai 201204, P.R. China Contact: Ms. Lily Xu

Tel. +86-21 5045 6700\*264 Fax +86-21 5045 9355/6886 2355 Email: comvac-asia@hmf-china.com

Deutsche Messe AG Messegelände, 30521 Hannover, Germany Contact: Mark Decker/Jennifer Lürig Tel. +49-511-89 31127/+49-511-89 31165 Fax +49-511-89 32417

Email: mark.decker@messe.de/ jennifer.luerig@messe.de

Please note that this document serves as a pre-booking of space for ComVac ASIA 2018. It doesn't serve as a legally binding document. Official APPLICATION FORM will be ready in due time and will be sent to you shortly.



## **ComVac ASIA**

6 - 9 November 2018, Shanghai New Int'l Expo Centre
www.comvac-asia.com