

# ComVac ASIA

International Trade Fair for Compressed Air  
and Vacuum Technology

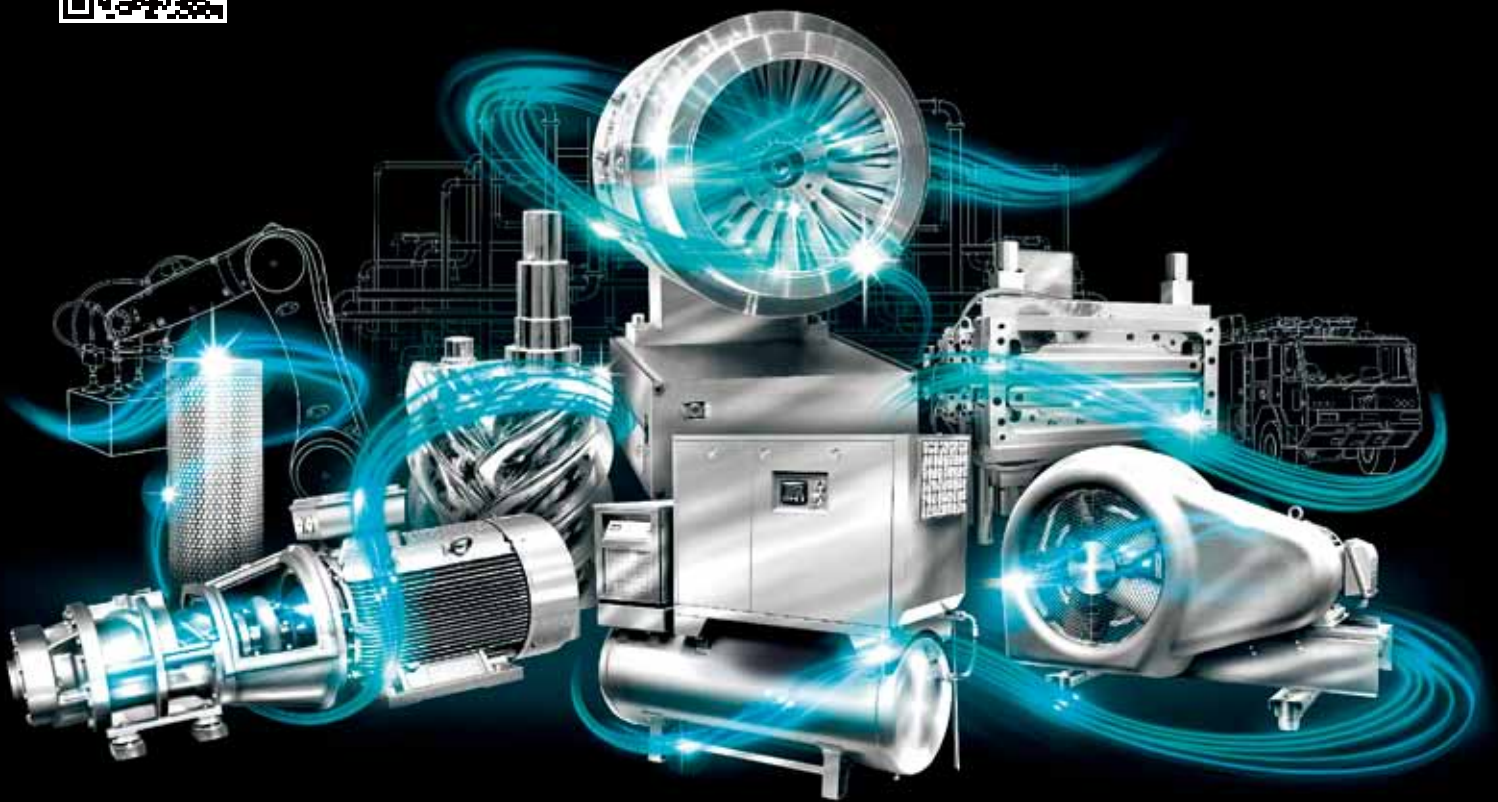
1 - 4 November 2016  
Shanghai New International Expo Centre

## After Show Report

[www.comvac-asia.com](http://www.comvac-asia.com)



2016



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# Great success on accumulated strength



The annual leading industrial events in Asia-Pacific region, ComVac ASIA, PTC ASIA, CeMAT ASIA, Cold Chain ASIA, Heavy Machinery ASIA and Industrial Supply ASIA 2016 came to a successful close on 4 November at the Shanghai New International Expo Centre. This year's shows themed on intelligent manufacturing, attracting nearly 1,700 industrial pioneers from home and abroad to showcase their cutting-edge products and technologies within a display area of 130,000 sqm. The four-day events attracted a total of 78,443 trade visitors.

The benchmark event in Asia's compressor sector, ComVac ASIA embraced its first 10-year milestone this year with steady development and excellent performance. Nearly 150 well-known enterprises, including KOBELCO, Baosi, HANBELL, BAUER, BUMA, UNITED OSD, COMPS, Dongya, ECOAIR made their presence.

**11,500** m<sup>2</sup>  
Show scale

nearly **150**  
No. of exhibitors

**78,443**  
Professional visitors

## Exhibitor analysis

### Exhibit Analysis

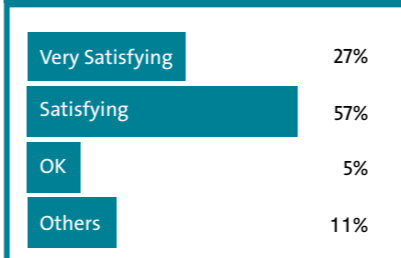


- Compressor 41.6%
- Parts and Components of Compressor 35.6%
- Post-processing equipment for compressed air 16.5%
- Lubricants and related equipments 4.1%
- Other equipments 2.2%

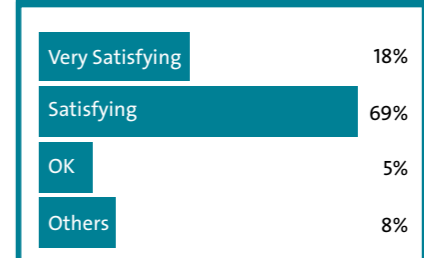
### Exhibitor feedback

Over **72%** exhibitors made successful sales and closed deals onsite.

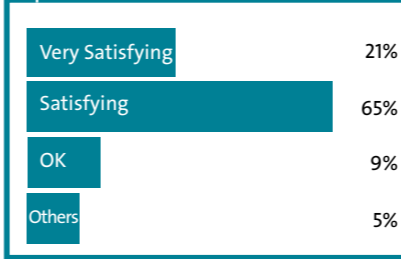
#### Number of visitors at your stand



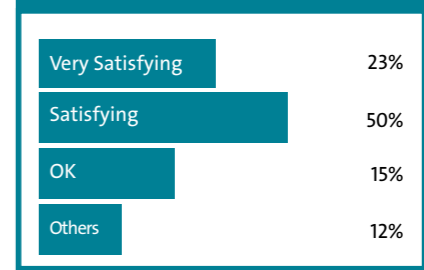
#### Number of in-depth discussions with trade visitors

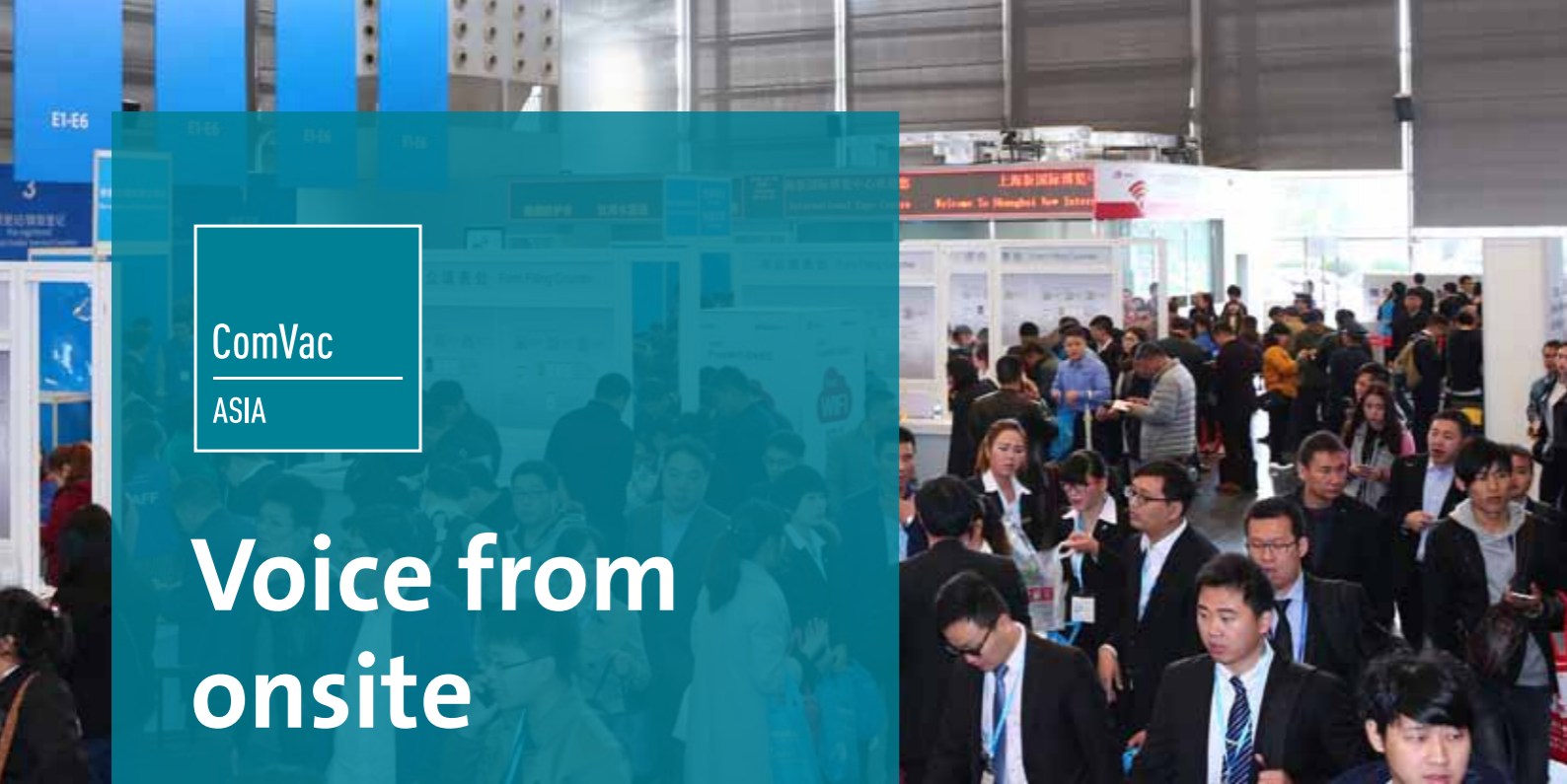


#### Number of contacts with new potential customers



#### Overall Satisfaction





# Voice from onsite

## Visitors

### Mr. Guan, Technician from Shanghai Forward Machinery Co., Ltd.

I'm very glad to attend ComVac ASIA this year. It was laid out in a special way and with rich exhibits. In particular, I appreciated the considerate services from staffs. I had a deep understanding of and made communications with many buyers through business negotiations organized during the event. I also collected some valuable market information.

### Mr. Liu, Director of Electric Processing Department, Shanghai ZhenHua Heavy Industry Co., Ltd.

The visits for consecutive two years impressed me and our team. First, the PTC ASIA had a large scale. We only visited half of stands one day. Second, complete varieties of products. We could find all stands which displayed products interested us. Third, exhibitors showed high technological capability so that we could acquire all cutting-edge products and technologies we needed to learn.

### Ms. Ling, Chief of Marketing Division, Shanghai Electric Group Co., Ltd.

This event impressed us with the latest technologies and development direction of modern manufacturing, and we learned a great deal. Our staffs were accessible to the latest technological information, and innovative development thinking in terms of digital manufacturing, unmanned manufacturing, as well as specialized products and services, experiencing the brand-new "intelligent manufacturing".

## Exhibitors

### Lou Junjie, General manager of BAOSI (BOSS) COMPRESSOR BUSINESS GROUP

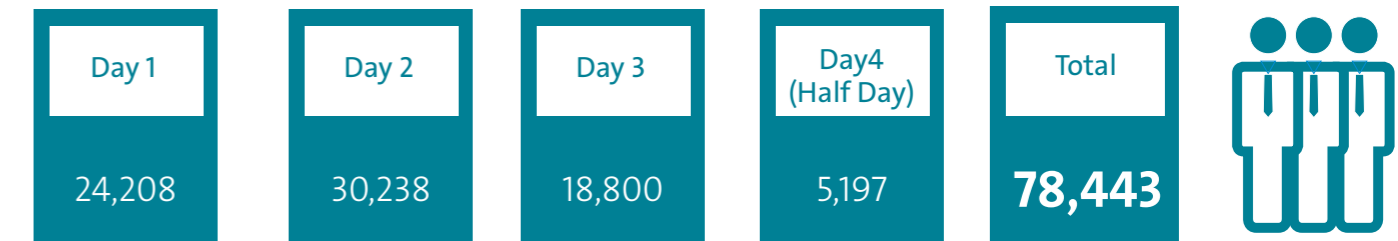
The annual ComVac ASIA in Shanghai gives a different feeling of us as exhibitors: overall arrangement of exhibition halls, communications and fusion of all industries, warmth of exhibitors and customers, innovative products and technologies. All of these show the quality and pattern of an international expo! Energy brings people into the high-efficient civilized age, but has an effect on our environment. Our BSC people is committed to energy saving, innovation and harmonious development. We carry forward the spirits of Maitreya culture! We strictly comply with the 6S management standards with dream and pursuit in every effort. Fusion and intergrowth, harmonious existence is our ultimate goal.collected some valuable market information.

### Guo Zhenqiang, General Manager of Guangdong Baldor-tech Co., Ltd.

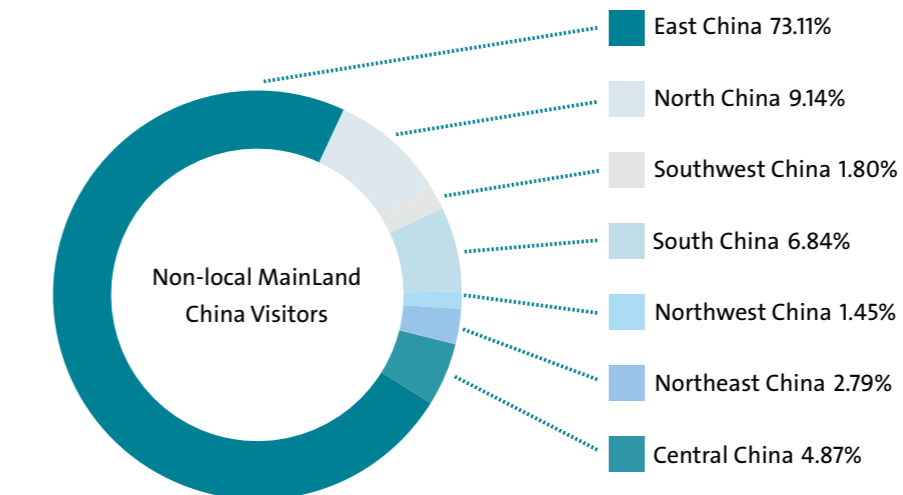
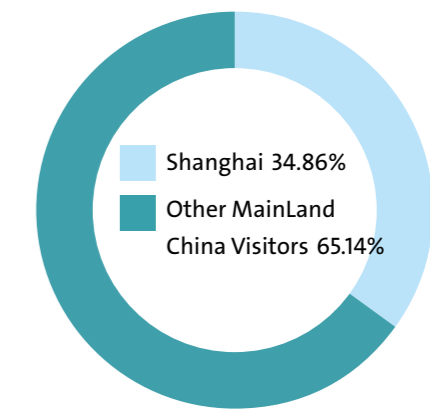
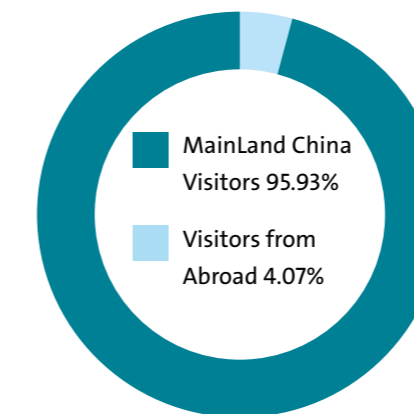
This is the fourth time in succession for me to attend the international compressor gathering. It is of the great importance that B&D joins in the event with the latest IoT-based air compressors as the first IoT + manufacturer accredited by the People's Government of Guangdong Province. The company has insisted on making energy-saving and intelligent air compressors since 2012. It is a difficult way to go. But the company has harvested a lot with years' efforts. The company has made breakthroughs in multiple patents in air compressor's intelligent system. During this ComVac ASIA, I saw many peers actively displayed their new technologies of air compressors, including new marketing modes. It is a good sign. Only with such spirits to create can our national industry grow for a long time, and compete with foreign brands in the world.

# Visitor analysis

## Visitor count



## Locality of visitors



# Visitor analysis

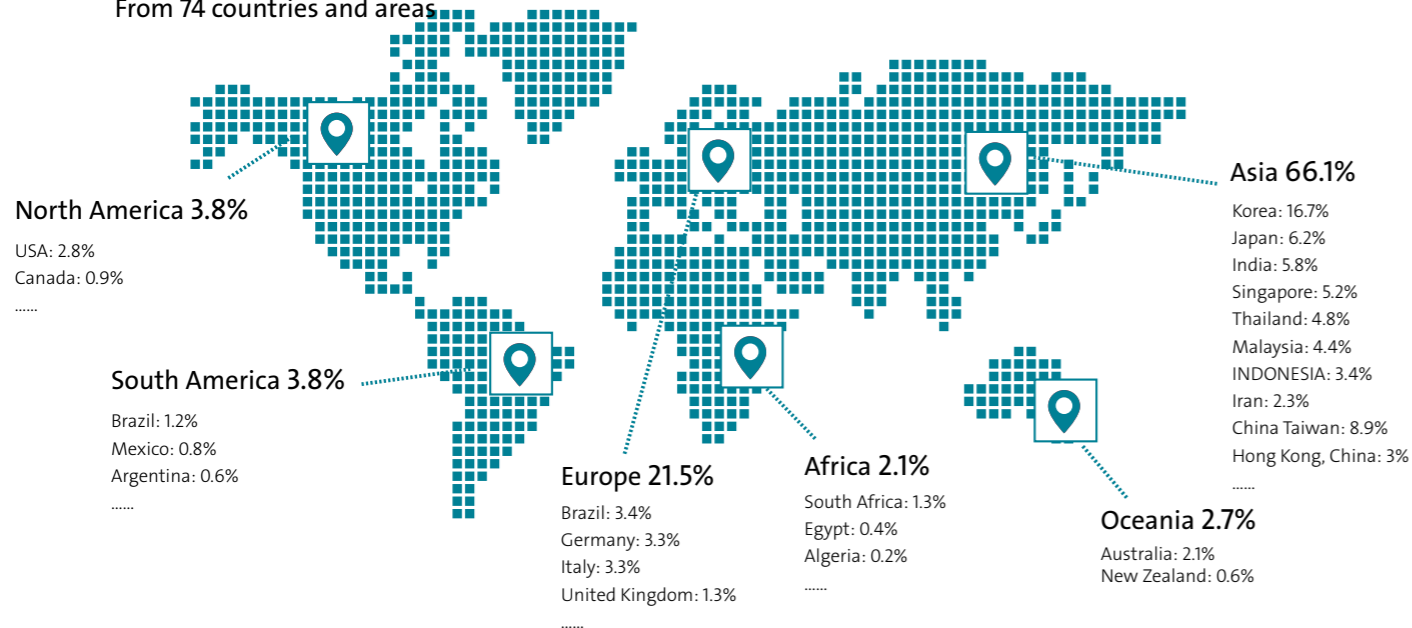
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# Visitor analysis

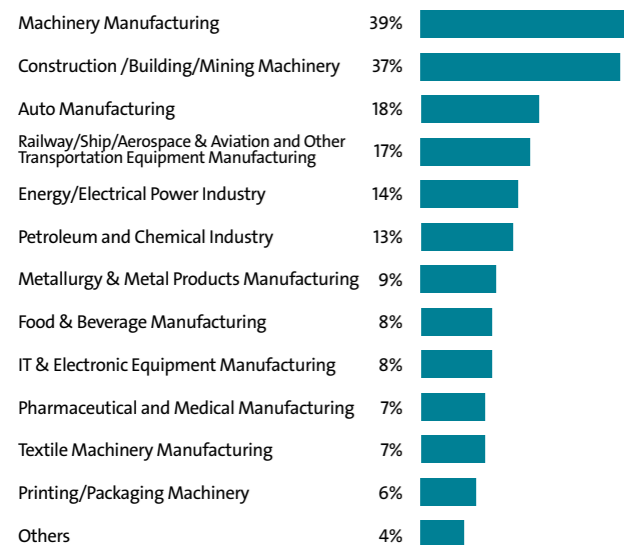
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## Locality of visitors from abroad

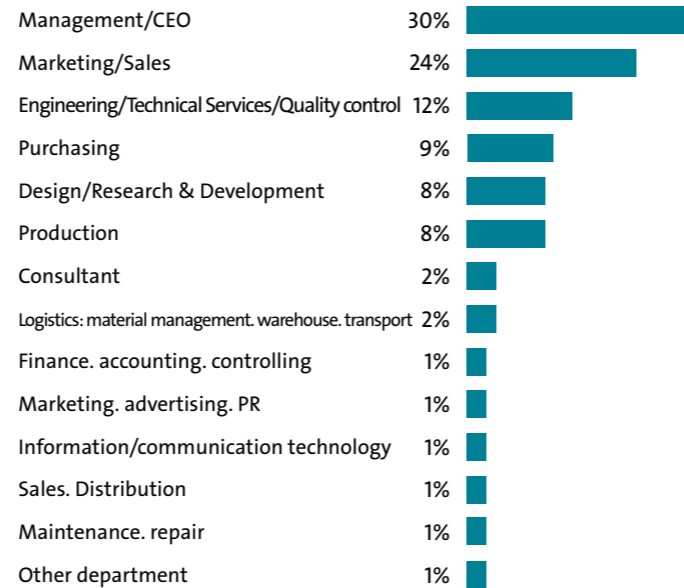
From 74 countries and areas



## Visitor industries \*



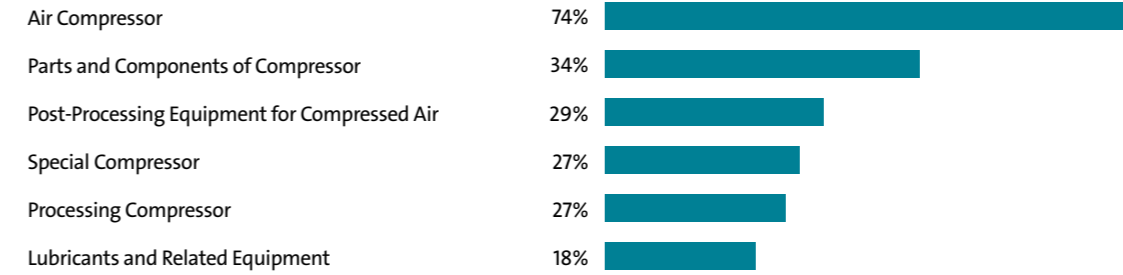
## Job function \*



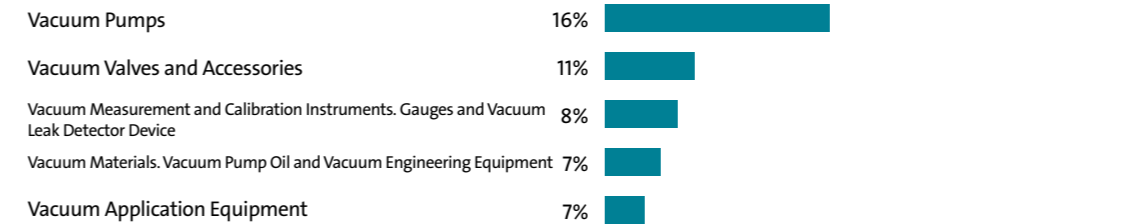
\*Due to multiple choices, the total percentage is beyond 100%

## Interested areas \*

### Compressed Air



### Vacuum Technology



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

## Role in decision-making



88% attendees were final & joint decision-maker or purchasing-related.

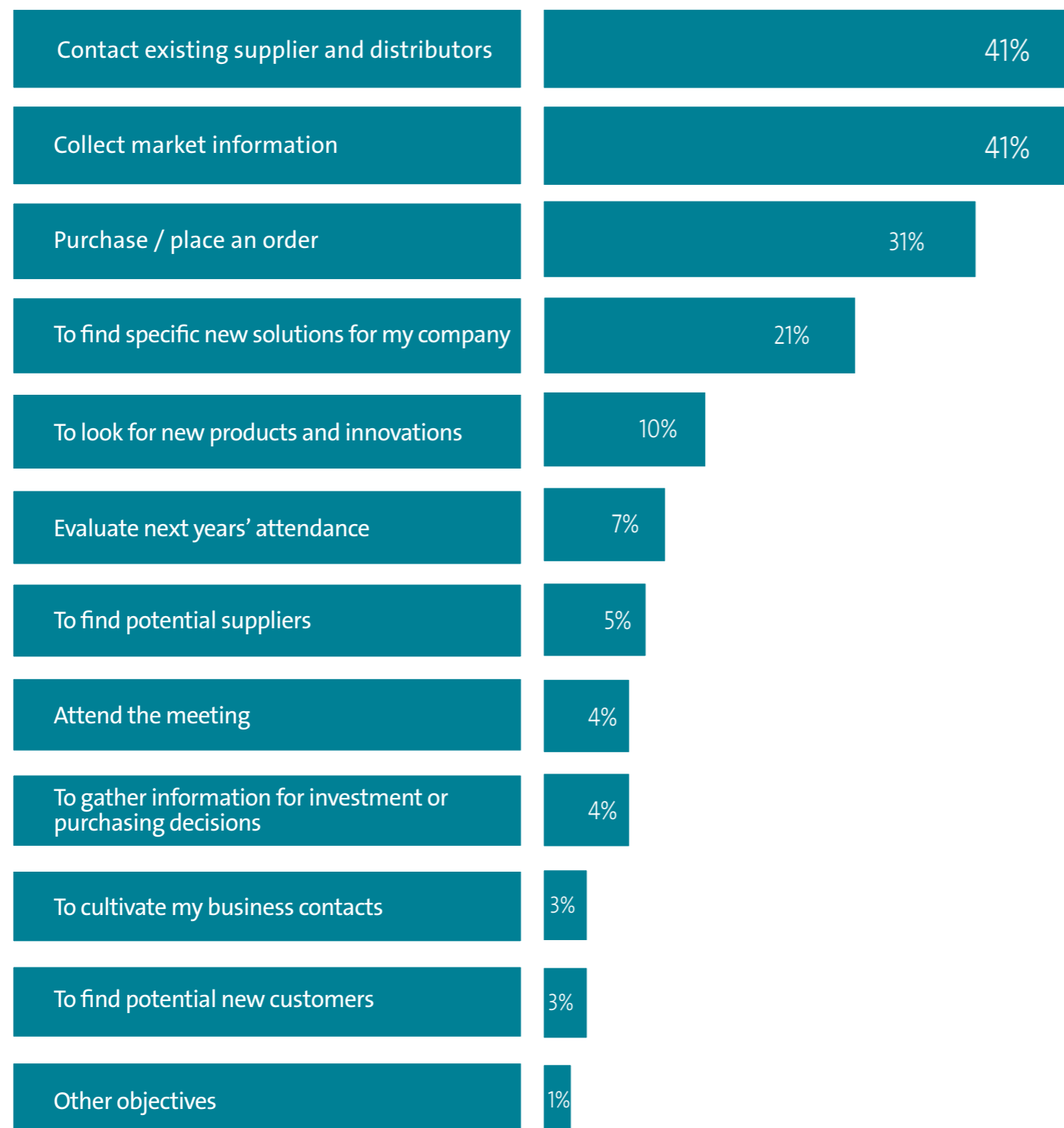
50% DECISION-MAKER/FINAL AUTHORITY

23% RECOMMENDATION/COLLECT INFORMATION FOR PURCHASING

15% EVALUATE/IMPLEMENT PURCHASING

12% NO INVOLVEMENT

## Visiting purposes \*



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



# 107

Buyer delegations



# 122

Matchmaking meetings



# 11

Forums

## Subsidiary program – buyer delegation

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### Delegations from: (part)

Xinxiang City Filter Association Delegation	AUOptronics (Kunshan) Co., Ltd. Delegation
Huzhou ShengLi Hydraulic Co., Ltd. Delegation	Suzhou Vary Electrical Science & Technology Co., Ltd. Delegation
Nantong Marine Machinery Group Co., Ltd. Delegation	Ningbo Xingjian Space Machinery Co., Ltd. Delegation
Shanghai ZhenHua Heavy Industry Co.,Ltd. Delegation	Wuxi Bühler Machinery Manufacturing Co., Ltd. Delegation
Shanghai Port Machinery Heavy Industries Co., Ltd. Delegation	Zhejiang CoTEK Robotics Co., Ltd. Delegation
iHydrostatics Delegation (Danfoss)	Wuxi Compressor Co.,Ltd. Delegation
Foxconn Technology Group Delegation	University of Shanghai for Science and Technology Delegation
Forest Advertising Kunshan Delegation	8:15 No. 704 Insitute of China Shipbuilding Industry Corporation
Foxconn Technology Group Delegation	Shanghai KaiQuan Pump Group Co., Ltd. Delegation
Shanghai LanShi Heavy Machinery Co., Ltd. Delegation	CHINT Electrics Co., Ltd. Delegation
Forest Advertising Ningbo Delegation	021jx Delegation
Nanjing ChenGuang Group Co., Ltd Delegation	Wuxi DeLin Marine Equipment Co., Ltd. Delegation
Hangzhou ConfirmWare Technology Co., Ltd. Delegation	AU Optronics (Kunshan) Co., Ltd. Delegation
Donghua University Delegation	Eurocrane (China) Co., Ltd Delegation
Forest Advertising Liushi Delegation	Zhejiang University Of Technology Delegation
Qingdao Choho Industrial Co., Ltd	Wuxi Compressor Co.,Ltd. Delegation
University of Shanghai for Science and Technology Delegation	Morimatsu Pharmaceutical Equipment Engineering
Suzhou DaFang Special Vehicle Co., Ltd. Delegation	Co., Ltd. Delegation
Nantong Rainbow Heavy Machineries Co., Ltd. Delegation	Shanghai Hitachi Electrical Appliances Co., Ltd. Delegation
Atlas Copco (China) Investment Co., Ltd. Delegation	Hangzhou Great Star Industrial Co., Ltd. Delegation
Southern Lubrication Hydraulic Equipment Co., Ltd. Delegation	
Wuxi DeLin Marine Equipment Co., Ltd. Delegation	
Shanghai BYD Co., Ltd. Delegation	

\* Listed in no particular order

## Subsidiary program – matchmaking

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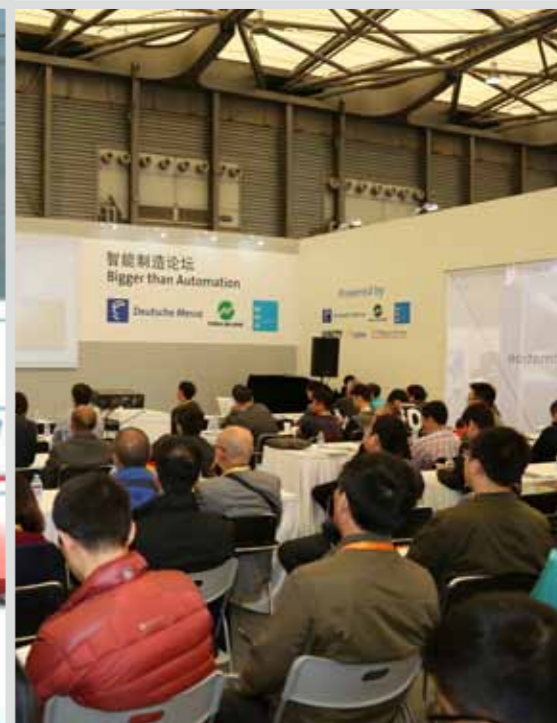
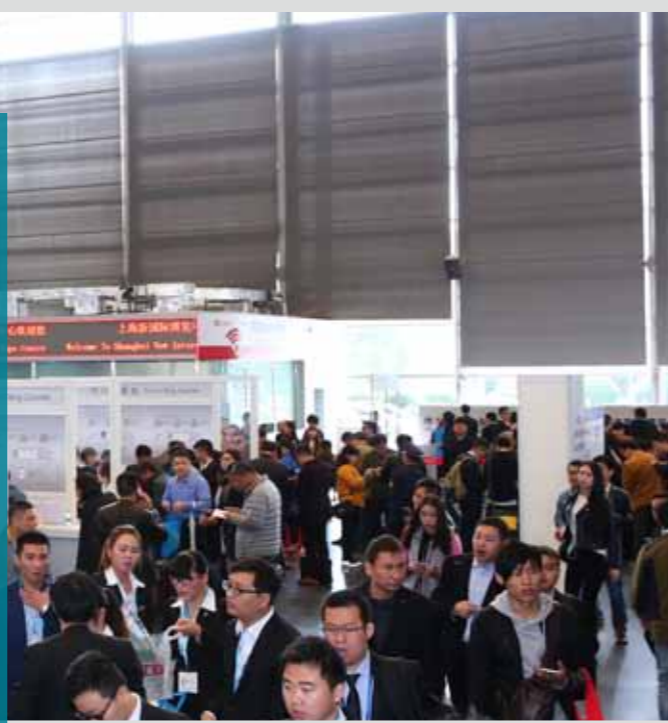
We set up **122** matchmaking meetings

Sanmen Jingfei Industry Co., Ltd.	Haian Lianyuan Machinery Manufacturing Co., Ltd.
Titan Machinery(shanghai) CO.,Ltd	Hunan Yiyang Ziji Mechanical and Electrical Equipment
Shanghai Volant Tech&Trade Ltd.	Co., Ltd.
Exalt Group	Yantai Haiyuan Technology Co., Ltd.
Shanghai Jinxiang Hydraulic Equipment Co., Ltd.	SurTec Metal Surface Treatment Technology (Hangzhou)
Baoding Haocheng General Equipment Sales Co., Ltd.	Co.,Ltd.
Lixin County Jing Sheng Tyading Co., Ltd	Zunhua Shimen Xingsheng Machinery Factory
Suzhou Beidouxing Hydraulic Technology Co., Ltd	Anshan Kexin Yiqiyibiao Co., Ltd.
Nanjing Soliner Hydraulic Components Co., Ltd	Yueqing Jingchuang Machinery Manufacturing Co., Ltd.
Xiamen Lili Powder Metallurgy Co., Ltd.	
Qidong Southern Hydraulic & Lubrication Equipment Co., Ltd.	
Wujiang Prilong Mechanical and Electrical Equipment Co., Ltd.	
Changzhou Newnuro International Trading Co.,Ltd.	
Changzhou Youli Hydraulic Equipment Co., Ltd.	
Wuxi Anmai Construction Machinery Co., Ltd.	
Wuxi Pneumatic Technical Research Institute	
EP Equipment	
Jiangsu Xinyu Boheng Machinery Manufacturing Co., Ltd.	

\* Listed in no particular order

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# Gallery



# ComVac events worldwide

Leading Trade Fair Network for Compressed Air and Vacuum Technology.

**GERMANY** HANNOVER 24 - 28 APR 2017  
**CHINA** SHANGHAI 31 OCT-3 NOV 2017  
**USA** CHICAGO 10-15 SEP 2018

[www.hannovermesse.de/worldwide](http://www.hannovermesse.de/worldwide)



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MDA  
SHENZHEN

## MDA SHENZHEN

28 - 30 June 2017, Shenzhen Convention & Exhibition Center

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## ComVac ASIA

31 October - 3 November 2017, Shanghai New Int'l Expo Centre

[www.comvac-asia.com](http://www.comvac-asia.com)





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