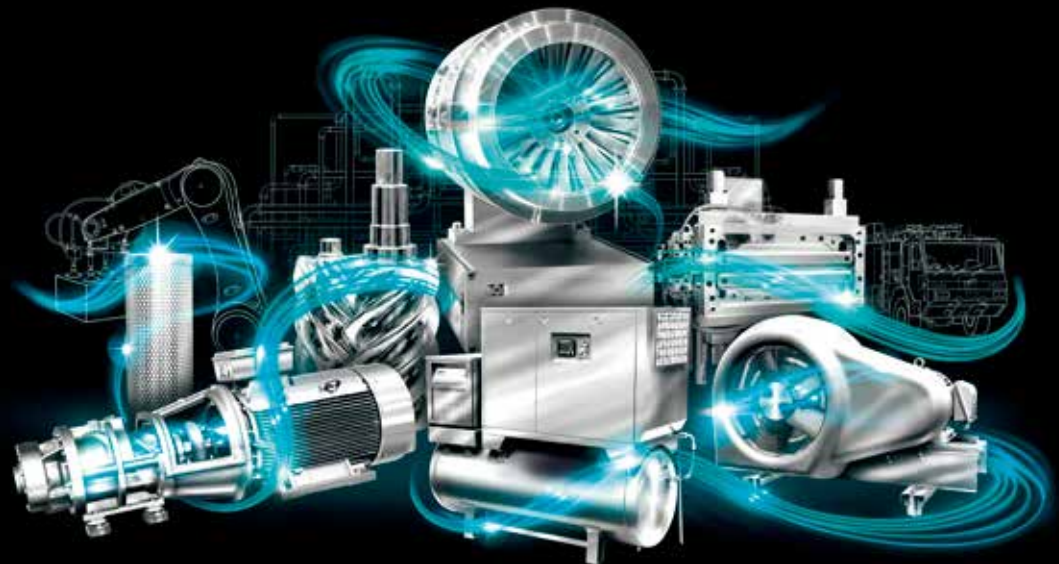


ComVac

ASIA

# Intelligent Manufacturing **Leads Development,** Innovation Creates **Promising Future.**

## A Successful Close of ComVac ASIA 2018





Nearly **19,000** sqm  
Show scale



**100,616**  
Professional visitors



**147** Matchmaking  
meetings



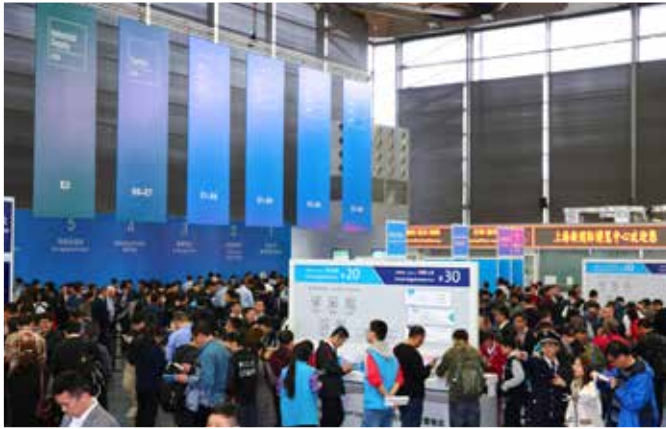
**13** Forums



**225** No. of  
exhibitors



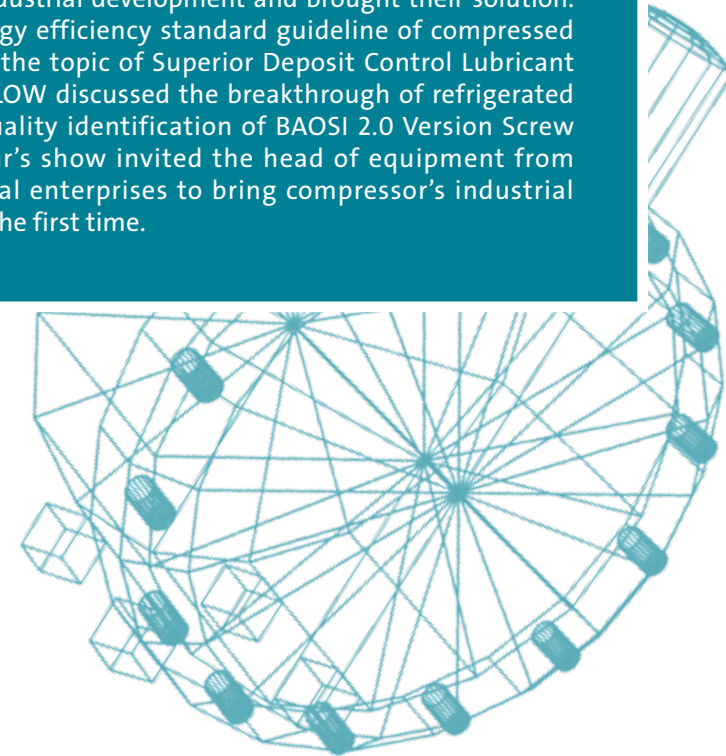
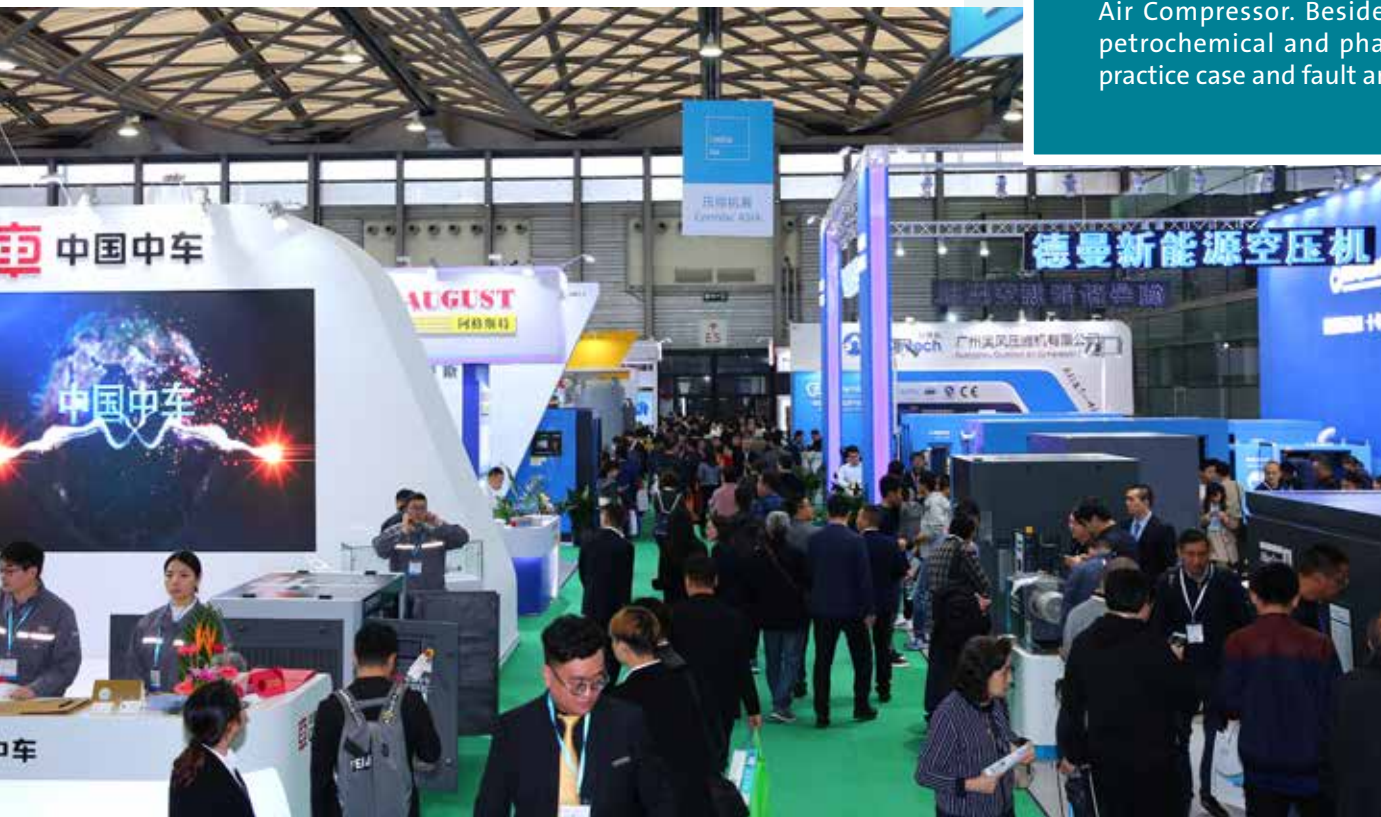
**87** Buyer  
delegations



### A Strong Lineup of Compressor Themed Forum

As a benchmark event in Asia's compressor sector, ComVac ASIA 2018 attracted **225** exhibitors with a display area of **19,000** sqm. The proportion of exhibition area for compressor (finished unit) products exceeded **50%** of total exhibits again, with the present of Atlas Copco, Baosi, Bauer, IHI-SULLAIR, ANEST IWATA, Hanbell, Gramklin, Moair, Screw, CRRC, Honest, Stronix, Baldor-Tech and other famous compressor enterprises.

The Compressor Themed Forum sparked at the show, focusing on three themes of "intelligent manufacturing", "energy-saving and high-efficiency" as well as "technologically advanced and environmental protection". Some leading compressor enterprises deeply analyzed the industrial development and brought their solution. Atlas Copco showcased their energy efficiency standard guideline of compressed air station. Dow Chemical shared the topic of Superior Deposit Control Lubricant Solution for Air Compressor. SPXFLOW discussed the breakthrough of refrigerated dryer technology. Baosi gave a quality identification of BAOSI 2.0 Version Screw Air Compressor. Besides, this year's show invited the head of equipment from petrochemical and pharmaceutical enterprises to bring compressor's industrial practice case and fault analysis for the first time.



# Exhibitor analysis

## Exhibit analysis



Compressors	50.35%
Parts and Components of Compressor	27%
Post-processing equipment for compressed air	17.5%
Lubricants and related equipments	4.6%
Other equipments	0.55%

## Exhibitor feedback

Over **87%** exhibitors made successful sales and closed deals onsite.

### Number of visitors at your stand

Very Satisfying	35%
Satisfying	55%
OK	9%
Others	1%

### On-site contract ratio

Very Satisfying	36%
Satisfying	57%
OK	6%
Others	1%

### Match with visitor

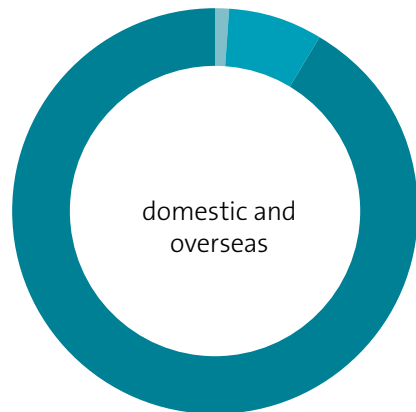
Very Satisfying	51%
Satisfying	37%
OK	9%
Others	3%

### Overall satisfaction

Very Satisfying	40%
Satisfying	35%
OK	17%
Others	9%

# Visitor analysis

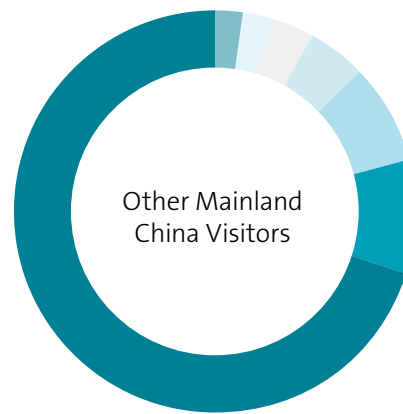
## Locality of visitors



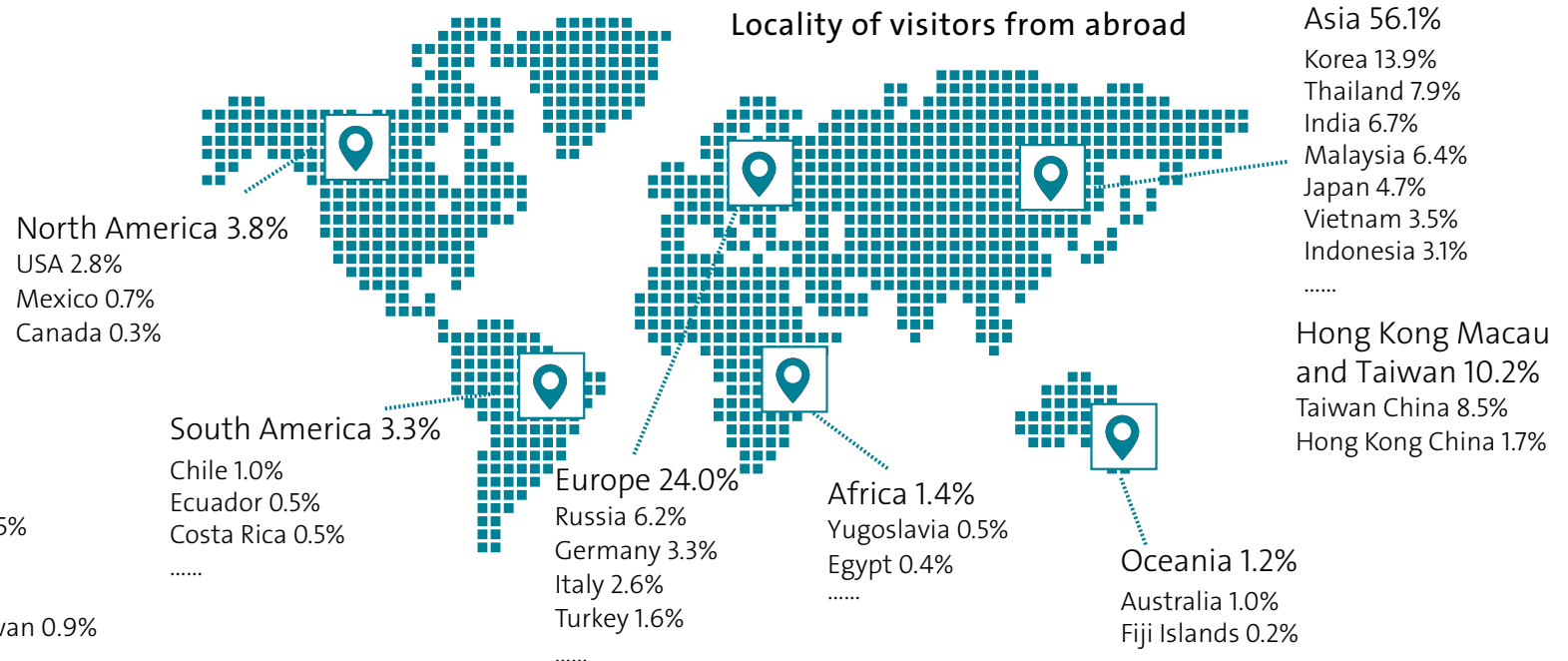
- Mainland China Visitors 91.5%
- Visitors from Abroad 7.6%
- Hong Kong Macau and Taiwan 0.9%



- Shanghai 27.0%
- Other Mainland China Visitors 73.0%



- East China 70.2%
- North China 9.1%
- South China 8.0%
- Central China 4.7%
- Northeast China 3.5%
- Southwest China 2.4%
- Northwest China 2.1%



# Visitor analysis

## ■ Vistor industries

Automobile Manufacturing	12.9%	
Oceaneering/Shipbuilding	8.5%	
Energy/Hydropower/ Thermal power	5.3%	
Refrigeration/Heating	44.8%	
Construction/Building Materials	6.0%	
Environmental science and technology/ Environmental/environmental engineering	5.7%	
Petro chemistry	3.4%	
Metallurgy	6.2%	
Construction machinery	4.3%	
Pharmaceutical and Medical	8.2%	
Food/Beverage	3.3%	
Rail Transit	6.9%	
Packaging/printing	9.5%	
Aerospace @Aviation Manufacturing	4.2%	
Textile machinery	8.8%	
others	8.6%	
electric power	2.3%	
Oceaneering	0.6%	
Shipbuilding	0.8%	
Machinery manufacturing	7.8%	
Electronic manufacturing	0.9%	

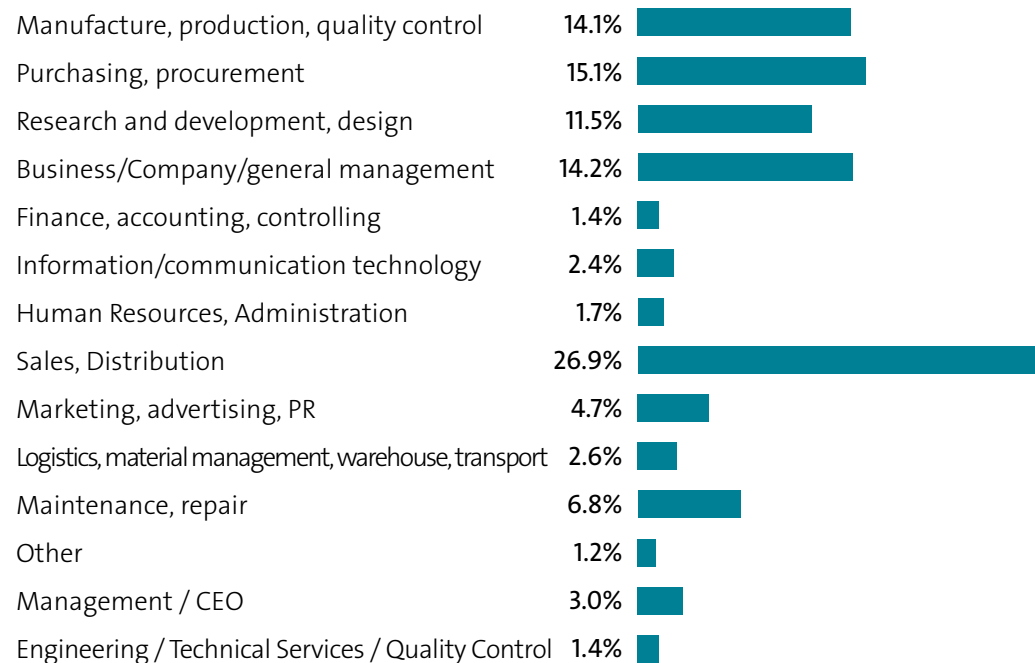
## ■ Interested areas

Air compressor	60.1%	
Processing compressor	23.4%	
Special compressor	26.5%	
Parts and components of compressor	38.9%	
Post-processing equipment for compressed air	31.2%	
Lubricants and related equipments	19.1%	
Vacuum pumps	19.7%	
Vacuum valves and accessories	14.8%	
Vacuum measurement and calibration instruments, gauges and vacuum leak detector device	10.7%	
Vacuum application equipment	10.9%	
Vacuum materials, vacuum pump oil and vacuum engineering equipment	11.1%	

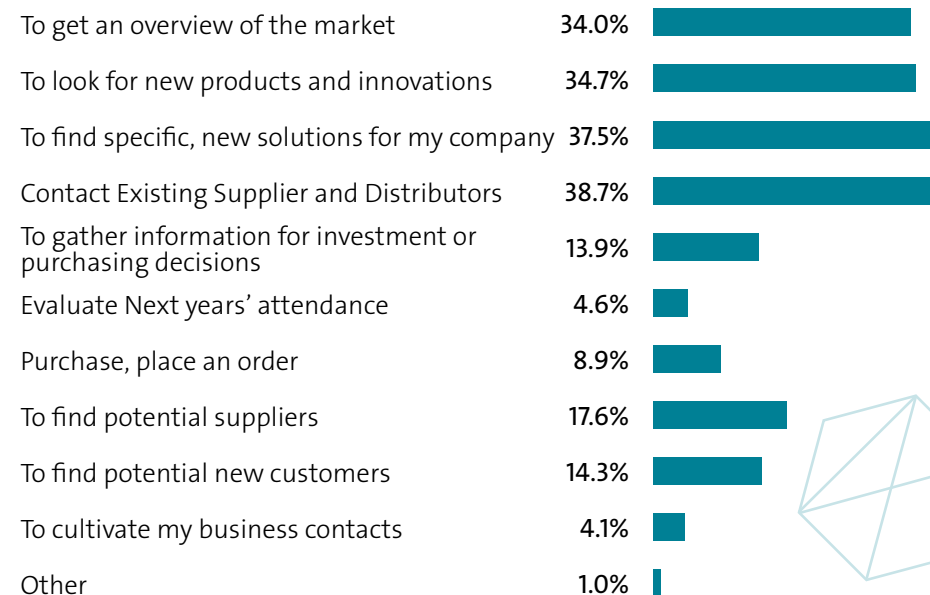
\*The percentage is based on the number of visitors who answered this question. and the total percentage is beyond 100% due to some visitors made multiple choices.

# Visitor analysis

## Job function



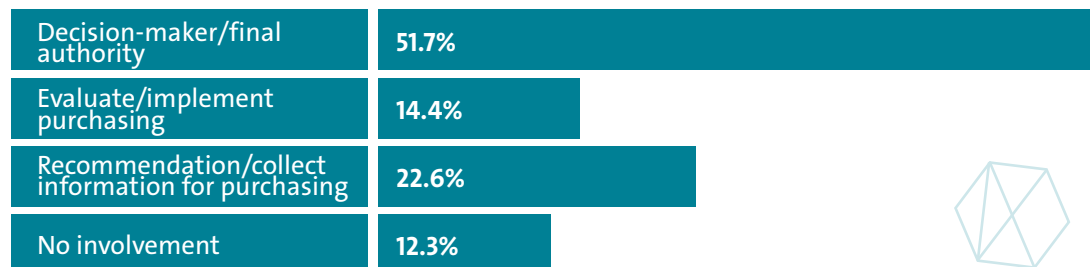
## Visiting purposes



## Visitor's Purchasing Authority



More than **88%** visitors have direct or indirect influence on equipment purchase.



\*The percentage is based on the number of visitors who answered this question, and the total percentage is beyond 100% due to some visitors made multiple choices.

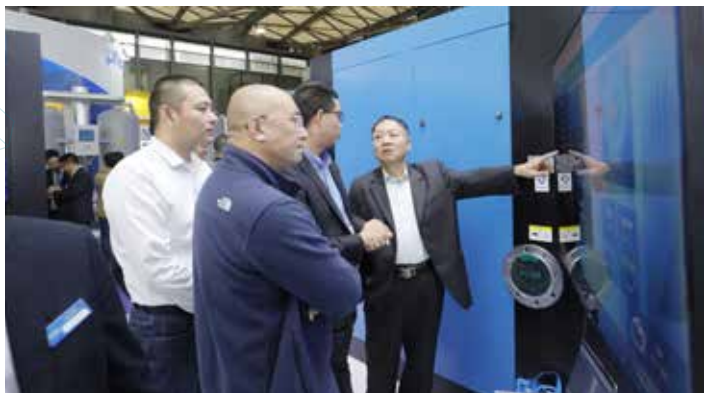
# Voice from onsite

## Visitors

### Mr. Qin Guozhong, Secretary General of Yancheng Dafeng Compressor Industry Association

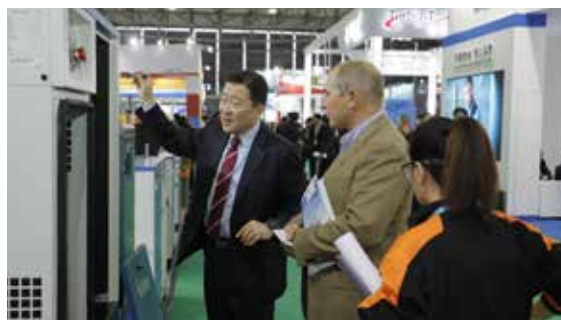
This year, the association has planned to organize 38 companies in the industry to visit ComVac ASIA 2018 in Shanghai. After hearing news, members of the association were highly motivated. Forty-nine people registered for the trip in less than two days, and many more companies are eager to get this opportunity. As this exhibition coincided with the first China International Import Expo, the entry routes and vehicle parking regulations were more complicated than ever. The organizer was enthusiastic and thoughtful. Besides sending badges and vehicle passes to us in advance, they sent a special person to take group pictures for us, guide the admission to the site, and prepared lunches for our team. The careful arrangement and close cooperation of the organizer have won unanimous praise of all. I would like to express heartfelt thanks to the organizer on behalf of the Association.

After the visit, all members said that the organization and conferences of this year's exhibition were better than the previous ones. The numbers of enterprise and individual visitors are larger than the previous ones as well. The exhibitors displayed many new products. The technical forums organized during the exhibition captured hot spots of industry development. At the same time, the organizer's awareness and actions on the protection of intellectual property rights impressed all exhibitors and visitors.



### Mr. Zhu Changyun, Director of Institute of Fluid Machinery, Jiangsu Leke Energy Saving Technology Co., Ltd.

It is the first time that we have visited ComVac ASIA, but we're amazed to see the advanced intelligent manufacturing practices of leaders and vanguards in the industry. We feel greatly benefited. We have had exchanges with professional people at the exhibition, which helps us better understand the trends and technologies of the industry. We are looking forward to more such exhibitions in the future, and wish the exhibition better and better!



### Mr. Xiang Quanshen, Quality Director of Jiangsu Vanguard Pharmaceutical Co., Ltd.

On November 8, 2018, we visited ComVac ASIA 2018 under the organization of the exhibition's organizer, and participated in the training of Pharmacy Enterprise Utility Engineering Design, Verification and Daily Management and Maintenance (Shanghai) Technology Exchange Conference in Shanghai during the exhibition. As the engineering equipment management personnel of a pharmaceutical company, we participated in the professional exhibition on air compressors for the first time, and learned the application knowledge of air compressors in various industries. I also learned about the development of a variety of domestic air compressors. In particular, I have focused on the working principle and usage of the oil-free air compressors commonly used in the pharmaceutical industry, and have gained a deeper understanding of the auxiliary machines and supporting equipment of air compressors.

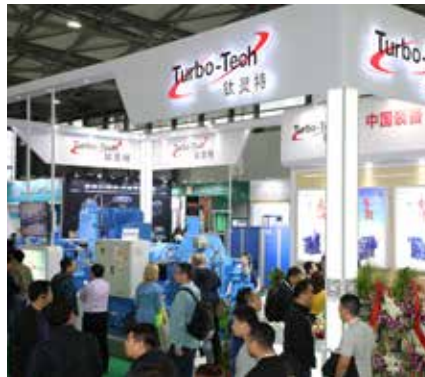
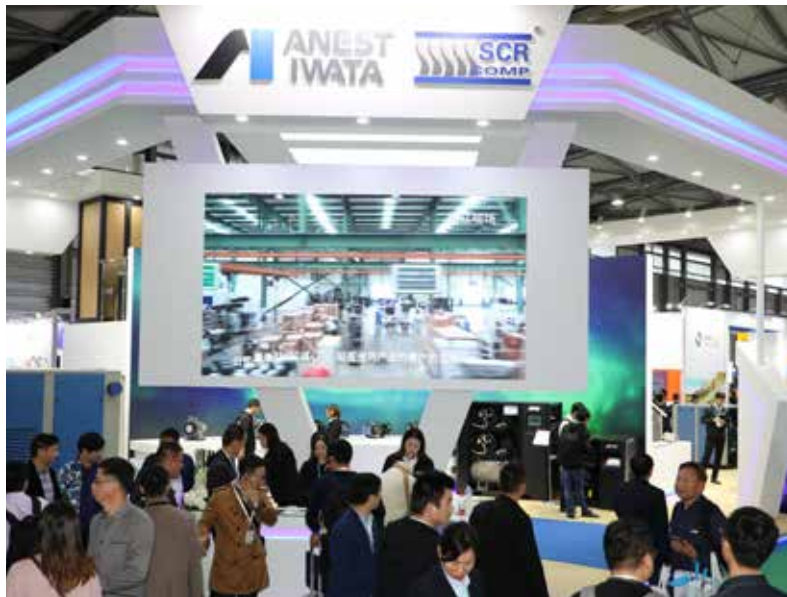
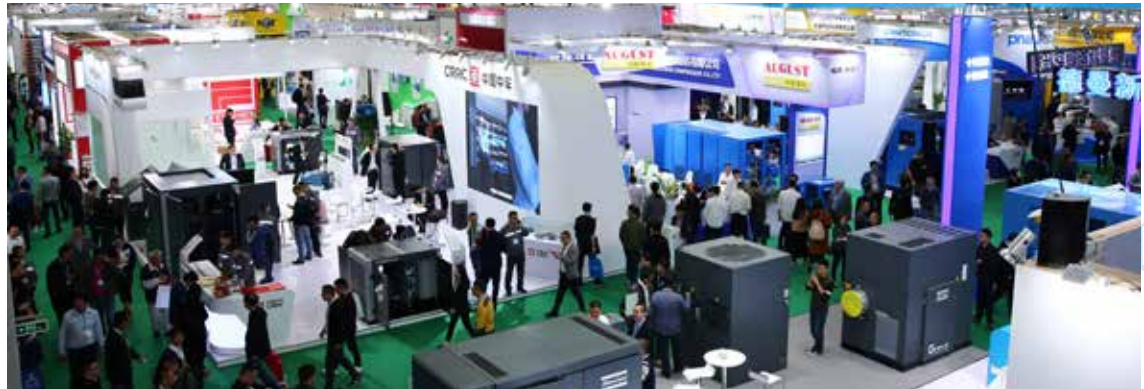
This exhibition attracted a large number of exhibitors, including domestic and foreign manufacturers, and my eyes were dazzled by various advanced air pressure equipment and automatic control systems. We have collected more information through this visit, which will help our pharmaceutical company adopt more new equipment and new technologies in the implementation of engineering projects, especially the clean filtration technology of compressed air, air dehumidification and water removal technology, and energy conservation and consumption reduction technology. In the future, we may need more intelligent control and GMP data integrity requirements, and expect that more air compressor manufacturers will provide the pharmaceutical industry with more clean, oil-free, GMP-compliant air compressors!

# Voice from onsite

## Exhibitors

### Mr. He Hao, National Sales Manager of Dry Filtration Division, SPXFLOW

In order to better serve the Chinese market and provide local customers with appropriate dry filtration solutions, our Korean team of experts came specially to China this time to support our activity. This exhibition provided a great opportunity for us to expand the awareness of our company and products, learn more about market dynamics, and communicate with customers and peers on advanced technologies and ideas.



### Mr. Ge Jiguo, General Manager of Wuxi Pneumatech Air/Gas Pruity Equipment Co.,Ltd.

“One-stop shopping, continuous innovation and adaptive design” are the core value of Pneumatech. This exhibition allows customers to know our latest products face to face the first time. The interaction with customers has enabled us to get many suggestions and feedback from them, which provides a good product promotion platform for Pneumatech sales.

### Mr. Zhang Haigang, General Manager of CRRC Beijing Nankou Co., Ltd.

This is the fourth time that our company has participated in ComVac ASIA, which boasts a large number of visitors and a high degree of specialty. Intelligent manufacturing is not about depriving people of jobs, but about adding more valuable jobs. We should embrace the change. For intelligent manufacturing, seeking quick success and instant benefits can only build castles in the air. We tend to pursue stability in development, namely, taking one step at a time. We expect to find partners with common values for products and form strategic alliances at ComVac ASIA.

# Subsidiary program – conference



# 13

Forums

Smart in Energy Saving

Breakthrough of Refrigerated Dryer Technology

Extreme Energy Saving During Compressor Life Cycle

Fault Analysis and Judgement of Compressor in Actual Operation

Are you ready for the energy efficiency standard guideline of compressed air station?

BAOSI 2.0 Version Screw Air Compressor Quality Identification

Rooted in China, IHI-Sullair is deeply committed to contributing to society through technology

Breakthrough of Refrigerated Dryer Technology

Application of Compressor Unit in Petrochemical Industry

Safe and intelligent MOBO new energy air compressor, to help you develop new markets!

Superior Deposit Control Lubricant Solution For Air Compressor

UNITED OSD- the Road of Value Development

Pharmacy Enterprise Utility Engineering Design, Verification and Daily Management and Maintenance (Shanghai) Technology Exchange Conference

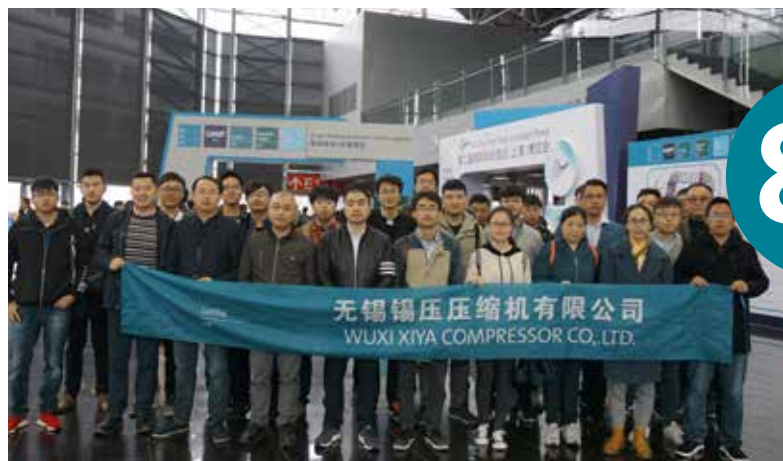
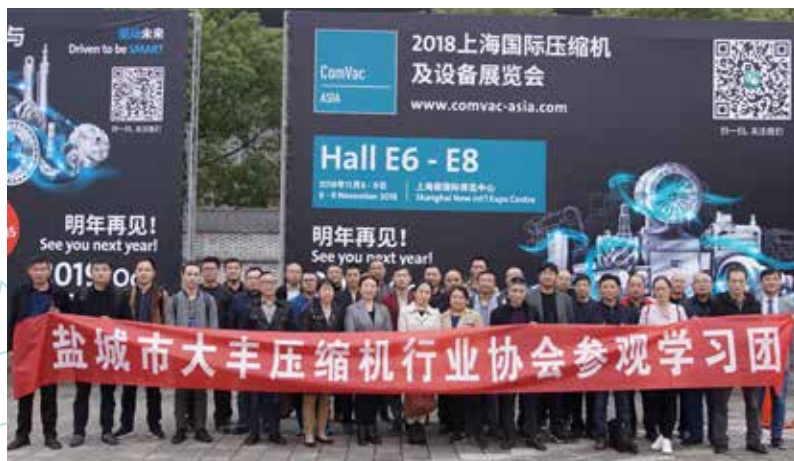


# Delegations from (part)

Yancheng Dafeng Compressor Industry Association  
Shengang Compressor Manufacturing(Shanghai) Co. Ltd.  
IHI-Sullair  
WUXI XIYA COMPRESSOR CO.,LTD.  
Pan-Asia Gas Technology (Wuxi) Co. Ltd..  
National Auto and Parts Export Base(Shanghai) visiting group  
Atlas Copco (Wuxi) Compressor Co., Ltd.  
Shanghai Academy of Spaceflight Technology power  
Jiangsu LeKe Energy-Saving Technology Co., Ltd.  
Ouryao pharmaceutica Forum visiting group  
Ningbo Jingyi Miniature Axle Co., LTD  
Wuxi Pneumatic Technology Research Institute Limited  
Boneng Transmission(Suzhou) Co., Ltd.  
Shanghai Electric(Group) CORP  
Jiangsu Shen Qiang Special Equipment Co. Ltd..  
Kyocera Enterprise Management Consulting(Shanghai) Co. Ltd.

Shanghai Dalong Machine Factory Co., Ltd.  
Boge(Shanghai) Compressor Co. Ltd.  
Shanghai Essence Compressor Co. Ltd.  
Jiangyin Kaiye textile machinery manufacturing Co. Ltd  
Jetpwr (Shanghai) Compression Machine Co. Ltd.  
Shenzhen Inovance Technology Co., Ltd.  
Shanghai Electrical Apparatus Research Institute/  
Shanghai Electric System Energy Conservation  
Engineering Research Center Co. Ltd.  
Shanghai Baosong Heavy Machinery  
Engineering(Group) Co. Ltd.  
Hangzhou Lin 'an Juyuan Machinery Equipment Co. Ltd.  
Chint Electric Co., Ltd.  
Nantong Navigation Machinery Group Co.,Ltd.  
Flextronics Electronics Technology(Suzhou)Co.,Ltd.  
Hangzhou Federation of Industrial Economies

Shanghai Lanshi Heavy Industry Machinery Co. Ltd.  
Zhejiang E-P EQUIPMENT Co. Ltd..  
Shanghai Port Machinery Heavy Industries Co.,Ltd.  
Zhongshi Luoyang Heavy Machine Co.,Ltd.  
Wuxi Weifu Precision Machinery Manufacturing CO.,LTD.  
Anhui Jianghuai-Yinlian Heavy-Duty Construction  
Machine Co.,Ltd.  
Suzhou Hong'an Machinery Co.,Ltd.  
Green Intelligent Supply Chain Association of SIP Visiting Group  
Confirmware Technology(Hangzhou)Incorporated  
Nantong Herun Commerce and Trade Development Co.,Ltd.  
Kawasaki Precision Machinery(Suzhou)Ltd.  
Wuxi Hailian Marine Fittings Co.,Ltd.  
Hangzhou 707 Technology Co., Ltd..  
Changshu Peiyuan Packaging Equipment Co. Ltd..  
Zhejiang Haimi Machinery Co. Ltd.



87

Buyer delegations

# Match-making service

MTK Comercial Ltda

Dongguan Degang Electromechanical Co. Ltd..

Taizhou Keer Electromechanical Co.,Ltd.

Shanghai CleaningEng Environmental Engineerir Co.,Ltd.

Yancheng Kangyang Machinery Co. Ltd..

Nantong Aijin Energy-saving Technology Co.,Ltd.

Shenyang Blower Group Shenlan Machinery Co. Ltd..

Heze Jinwankang Electromechanical Equipment Co. Ltd..

Shanxi Geres Mechanical and Electrical Technology Co. Ltd..

Jinjiang Aijia Refrigeration Equipment Co. Ltd..

Chengdu Fine Titanium Power Technology Co. Ltd..

Shanghai United Compressor Co.,Ltd.

Hebei Kuangye Machinery Equipment Sales Co. Ltd..

Dalian Yongshan Power Equipment Co. Ltd..

Kunshan Luoman Machinery Technology Co. Ltd..

Ingersoll Rand

Baoding Lingtong Machinery Parts Manufacturing Co. Ltd..

Suzhou Haiyu Gas Equipment Co.,Ltd.

Wuxi Pneumatech Air/Gas Pruity Equipment Co.,Ltd.

Zhenjiang Cosmos Vacuum Equipment Co.,Ltd.

ZhenCheng Co. Ltd..

Shanghai Shentong Compressor Branch

HAOMI Power Equipment Co. Ltd..

Taiyuan Angelida Electrical and Mechanical Equipment Co. Ltd..

Shanghai Shangtian Machinery Equipment Co. Ltd..

Angelida Electrical and Mechanical Equipment Co. Ltd..

HeNan Aerospace Machinery Manufacturing Co., Ltd..

Atlas Copco (Shanghai) Trading Co., Ltd.

Shenyang Blower Works Group

Beijing Space Sanfa High Technology Co.,Ltd.



**147** Matchmaking meetings



# Sponsors & Media Partners

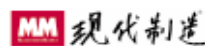
## Sponsors



## Co-organizer

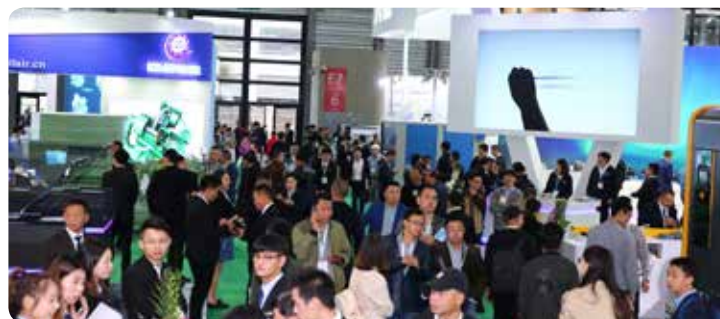
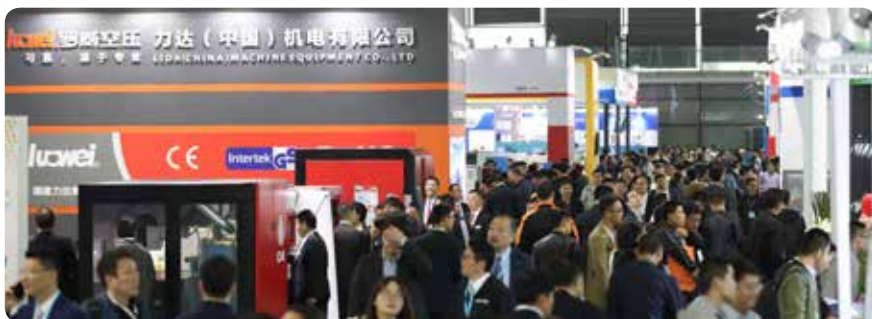
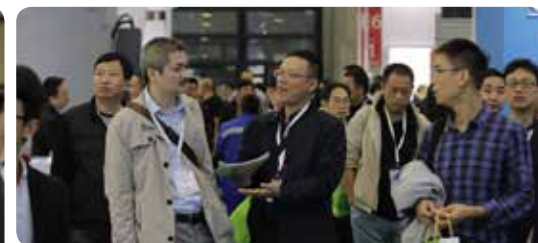
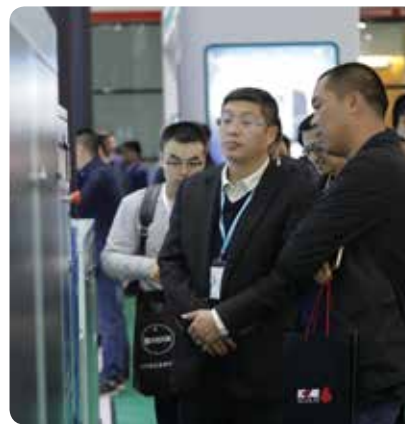
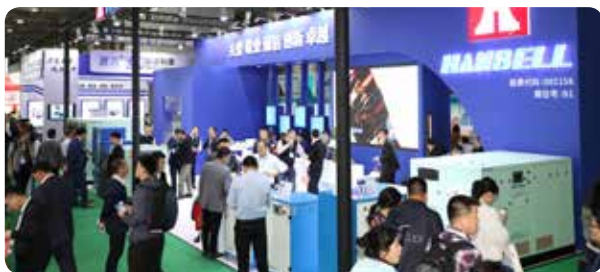


## Cooperation Media & Websites



\* The names are in order without priority

# Gallery



# STAND PRE-BOOKING

**ComVac ASIA 2019**

**Oct. 23-26, 2019**

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  
Messengelände, 30521 Hannover, Germany  
Contact: Mark Decker  
Tel. +49-511-89 31127  
Fax +49-511-89 32417  
Email: mark.decker@messe.de



Please note that this document serves as a pre-booking of space for ComVac ASIA 2019.  
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

# ComVac ASIA

23 - 26 October 2019, Shanghai New International Expo Centre

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