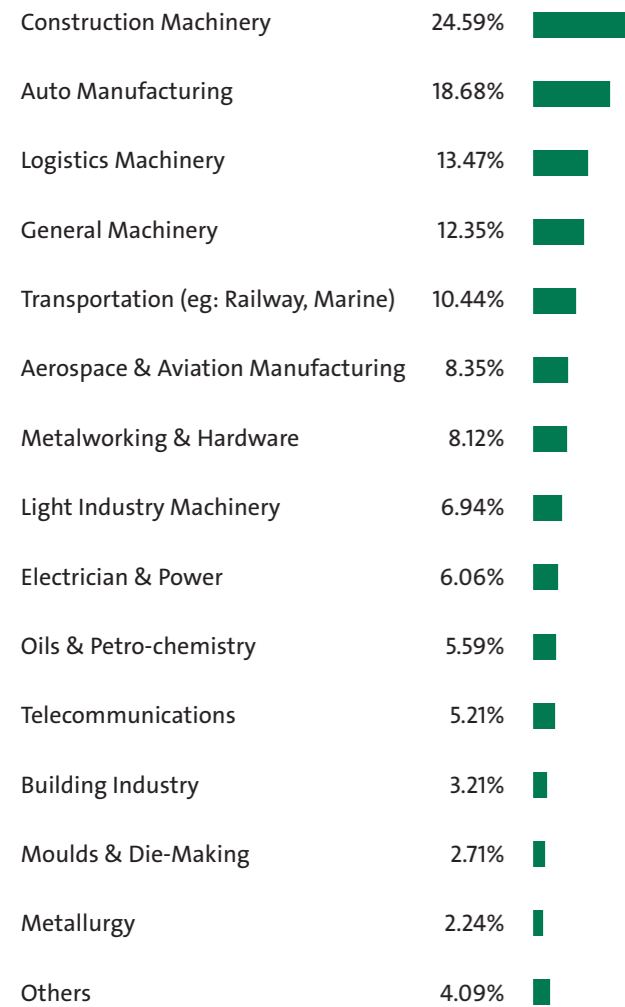


## The International Trade Fair and Matchmaking Platform for Industrial Subcontracting, Components, Materials, Machinery and Technology Solutions

Focusing on the industry's top trends year after year, Industrial Supply ASIA serves as an innovation and business platform for exhibitors. Lightweight construction, die-casting, forging, surface technology, and supply chain optimization – these are the focus topics for 2018' show.

More than 90,000 trade visitors are expected to visit Industrial Supply ASIA and the concurrent shows. To ensure your success, the show will feature a series of special events. At the FSC Industrial Parts Sourcing Conference, buyers will meet with potential suppliers and make onsite deals. At our high level conferences, participants can enter into dialogue about new trends and innovations of the industry. And finally, in 2018 there will be the BME Reverse Sourcing Area for the first time, located in the same hall as Industrial Supply ASIA. In cooperation with the German Association for Supply Chain Management, Procurement and Logistics (BME), buyers and suppliers will have access to a new business platform to build long term business relations.

### Visitor industries



### The BME Industrial Procurement Week 2018



It will take place in cooperation with Deutsche Messe AG from 06th – 09th November. Within this period the BME will implement its "BME Sourcing Area" at direct interface between the trade fairs Industrial Supply ASIA and PTC ASIA. The companies exhibiting within the "BME

Sourcing Area" will be empowered in their search for new business opportunities and supplier identification in just four days. The model and added value is simple:

Procurement executives of industrial companies exhibit samples (components, materials or samples) of their sourcing needs in China directly at their booth at the BME Sourcing Area on the Fairground. At the same time visiting suppliers as well as Chinese exhibitors of the fair can visit the BME Sourcing Area and enter into a direct dialogue with buyers in order to establish valuable and concrete business relationships directly at the fair. An ideal platform for new supplier identification for SMEs and multinational companies.

Our Partner: The Association for Supply Chain Management, Procurement and Logistics (BME) is the leading professional association for supply chain, procurement and logistics in Europe. With its 9.600 individual and corporate members from small businesses to large enterprises the BME represents a procurement volume of 1,25 Trillion Euro.

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## Close Connection with Industrial Trend

Interpret integrated industry supply chain and solution for you!  
Build a "one-stop" platform for your buyers and suppliers!

### Six Concurrent Exhibitions Providing a Mega Industrial Platform!



Leading Trade Fair for  
Materials Handling,  
Automation,  
Transport/Logistics

CeMAT  
ASIA

ComVac  
ASIA

Leading Trade Fair for  
Compressed Air Technology  
and Vacuum Technology

Industrial  
Supply  
ASIA

PTC  
MDA  
ASIA

Leading Trade  
Fair for Power  
Transmission and  
Control Technoly

Cold  
Chain  
ASIA

Leading Trade Fair for Cold Chain  
Equipment and Technology

HEAVY  
MACHINERY  
ASIA

Leading Trade Fair for  
Heavy Machinery

## Convincing results: Facts & figures on Industrial Supply ASIA 2017

### Overseas visitors

98,742 visitors for our concurrent shows from 47 countries and areas.

More than 88% of the visitors were decision-makers.



### Visitor statements

Shanghai Kaiquan Pump (Group) Co., Ltd. Mr. Wu

We're very pleased to have accepted an invitation and visited IS ASIA 2017. Every year, we organize our staff to visit this show and learn from counterparts. Every time, we have harvested a lot. IS ASIA is a very good occasion, if you want to know market dynamics, or exchange with counterparts or seek new partners. We hope the exhibition will become better and better. See you next year!

Anhui JAC Yinlian Heavy-duty Engineering Machinery Co., Ltd. Ms Zhu

This year's exhibition has gathered famous exhibitors and some emerging enterprises of the industry. All of these participants have their advantages that are worth our understanding and learning. At the same time, many supporting stands of suppliers have provided us with numerous of procurement channels. The participation in the recent IS ASIA will help us a lot to seek high-quality suppliers and exchange technologies with counterparts. Thanks to the organizer again for providing us with such a high-quality exchange and learning platform!

### Industrial Parts Sourcing Conference



During IS ASIA 2017, the FSC and organizer jointly held the Industrial Parts Sourcing Conference, aiming at combining with the exhibition and establishing a purchasing negotiation platform for part manufac-

turers and downstream buyers and enabling them to keep abreast of the market dynamics.

In 2018, the organizer will invite more than 100 part manufacturers and well-known purchasers to gather at the sourcing event. The purchasing products include casting parts, forging parts, welding parts, pressing parts, stamping parts, standard parts and other industrial parts. On the same trading platform, the participants will find more business cooperation opportunities at the sub-contracting exhibition!

#### List of Purchasers:

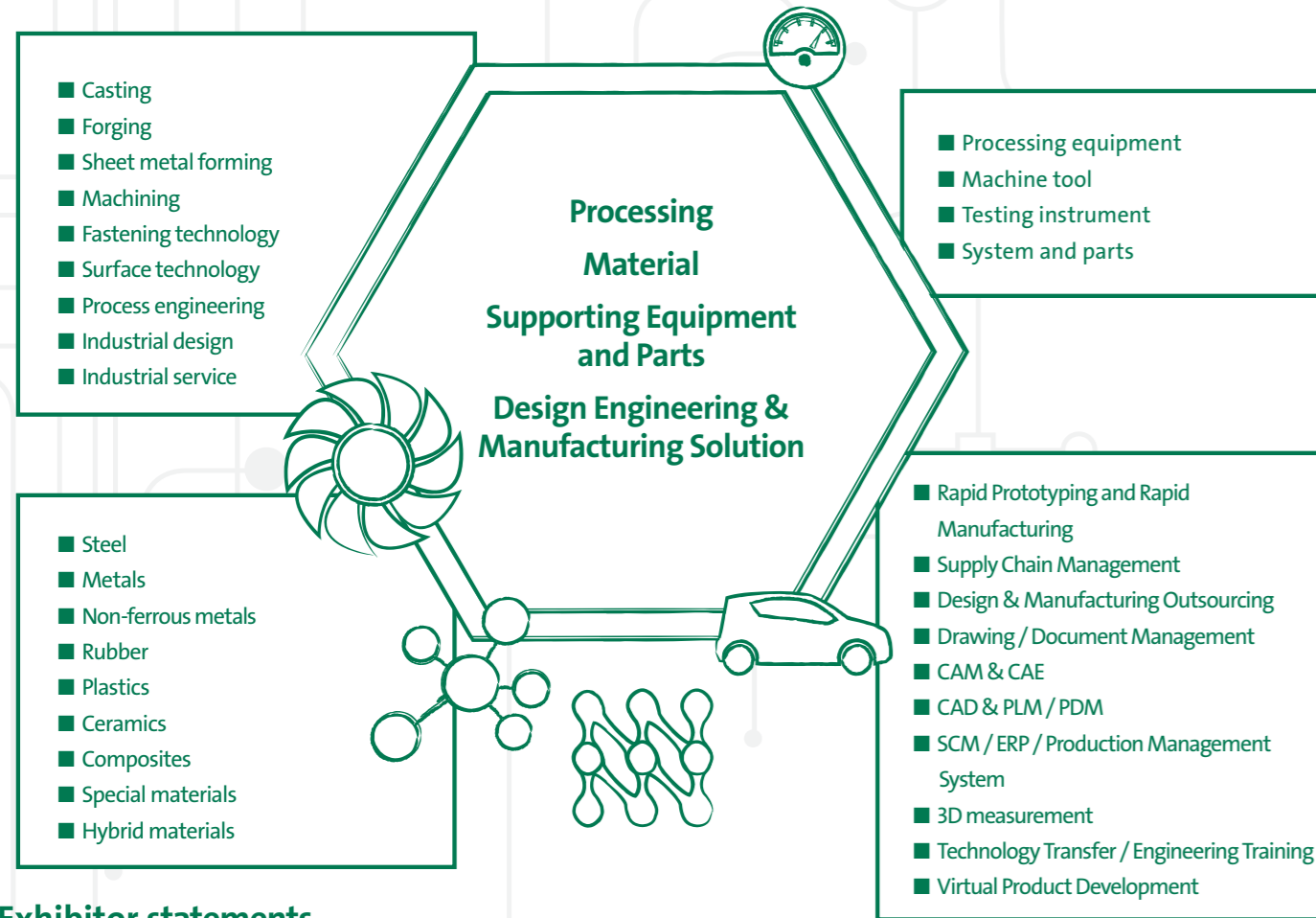




### Five reasons to exhibit

- Benefit from the co-location with leading industry shows in China.
- Meet visitors and decision-makers with purchasing intentions from the main application industries.
- Listen to industry trends at various forums and take part in matchmaking events onsite.
- Use our marketing competences to reach your target group before and after the show.
- Choose from various participation options like our turn-key stand solutions.

### Product Categories



### Exhibitor statements

#### Ji'an Qifeng Precision Casting Co., Ltd.

It's my second time to attend the IS ASIA, where I have participated in the professional supply and demand matching that is well prepared by the organizer. I have not only concluded a deal with several professional buyers but also developed many prospective customers. We have benefited a lot from the show and look forward to next one!

#### Cixi Huili Mechanical and Electrical Co., Ltd.

Taking participate in IS ASIA, the most expectant thing is the business matching. It is well organized and we have met numerous buyers who have purchasing intention. We can show our company image and display our products to the visitors from all over the world directly, IS ASIA is absolutely a great platform for cooperation and communication.



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\*Hannover Milano Fairs Shanghai Ltd. is a joint venture of Deutsche Messe and Fiera Milano Group.

\*On behalf of Hannover Milano Fairs Shanghai Ltd.



Industrial Supply  
23 - 27 Apr 2018  
Germany, Hannover



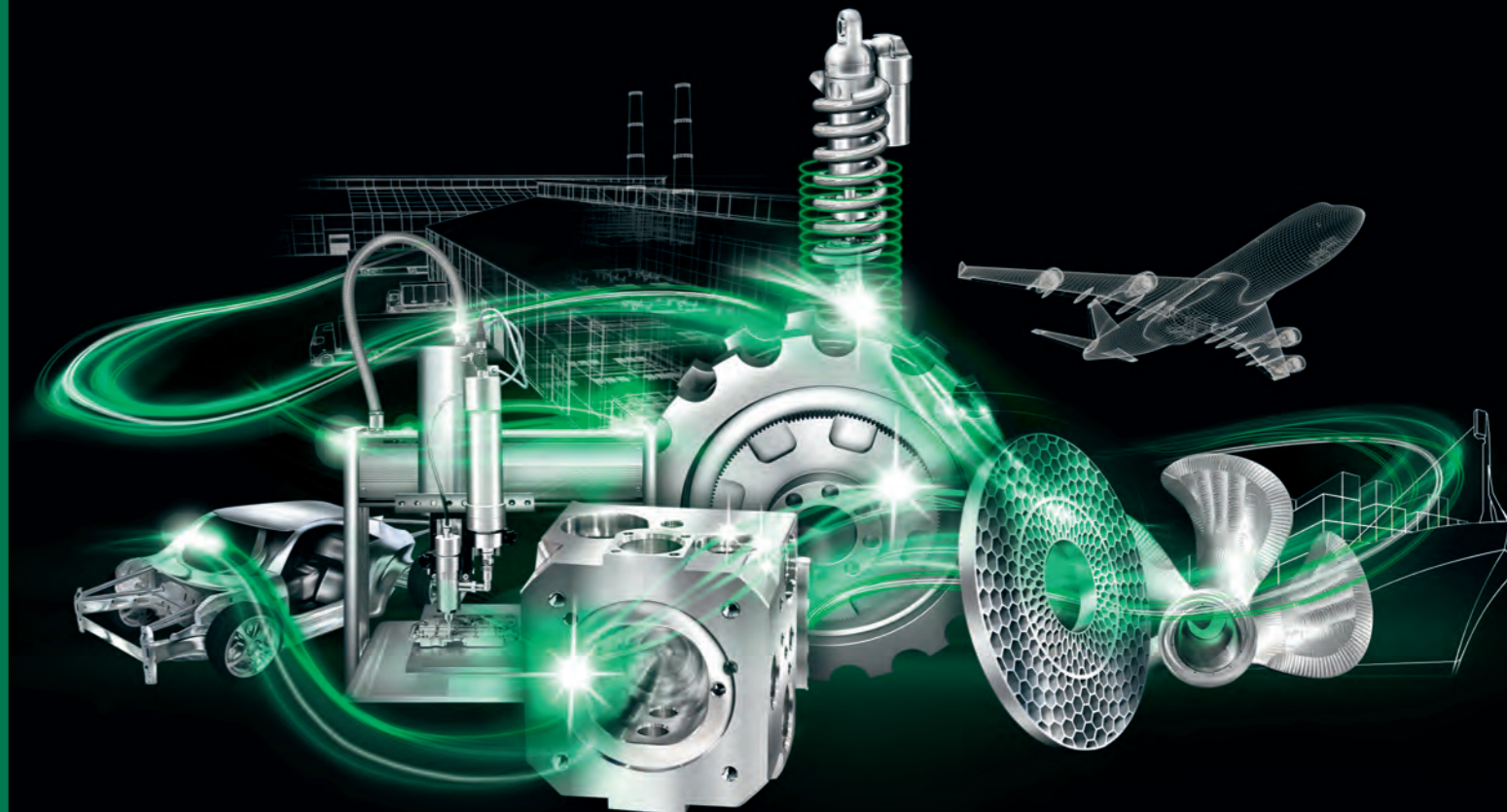
Industrial Supply USA  
10 - 15 Sep 2018  
USA, Chicago

# Industrial Supply ASIA

The International Trade Fair and Matchmaking Platform for Industrial Subcontracting, Components, Materials, Machinery and Technology Solutions

**6 - 9 November 2018**  
**Shanghai New International Expo Centre**

[industrialsupply.com.cn](http://industrialsupply.com.cn)



# 2018

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Smart Components, Motion and Drive

6-9 November 2018  
Shanghai New International Expo Centre

Industrial Supply  
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