



2009中国（上海）国际跨国采购大会

2009 INTERNATIONAL SOURCING FAIR
(SHANGHAI, CHINA)



展后报告 Fair Report

主办

中华人民共和国商务部

上海市人民政府

Organizers

Ministry of Commerce, RPC

Shanghai Municipal People's Government

上海跨国采购中心有限公司

Shanghai International Sourcing Promotion Center Co., Ltd.

大力发展跨国采购，搭建跨国采购平台，不仅是上海国际贸易中心发展的需要，更是上海服务国家，外贸发展总体战略的需要，在当前也是积极应对国际金融危机的需要。

上海跨国采购中心平台作为上海国际贸易中心建设的六大功能之一和重要抓手，在中国大陆经济板块上，正日益肩负起集聚国际采购商、联动中外双边商贸的作用。本届跨国采购大会，专业化和国际化水平进一步提高，尽管国际经济大环境处于低谷期，但走过八年历程的跨采大会应对危机，逆势飞扬，境外国际采购商设展规模仍旧进一步扩大，境外直接参展采购商达 55%，创出新高。

中国（上海）国际跨国采购大会已经成为国内规模最大、规格最高、影响力强的逆向采购盛会。

Developing international sourcing, building international sourcing platform is not only to satisfy the need for the development of Shanghai international trading center, but also to satisfy the need for Shanghai to service China, as well as the overall foreign trade development strategy and to react to global financial crisis. As one of the six key functions and major project for the construction of Shanghai International Trade Center, Shanghai International Sourcing Center Platform is taking its role to gather global buyers and promote foreign trade. The International Sourcing Fair (ISF) 2009 has become more professional and international. Although the overall global economy environment is not in favor, ISF was able to react to the crisis and managed to further expand overseas buyer setup scale with its eight years experience, setup buyers direct from overseas has reached 55%, hitting new high. International Sourcing Fair (Shanghai, China) has become the largest, highest standard and most influential reverse sourcing fair in China.

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◆ 展会概况 Overview

2009 中国（上海）国际跨国采购高峰论坛

——后金融危机时代的中国制造

2009 年 9 月 21 日 西郊宾馆

2009 International Sourcing Summit (Shanghai, China)

——Made in China in Post-Financial Crisis Era

Xi Jiao Guesthouse Shanghai, 21st September

2009 中国（上海）国际跨国采购大会欢迎晚会

2009 年 9 月 21 日 长风生态商务区游艇俱乐部

2009 International Sourcing Fair (Shanghai, China) Welcome

Cocktail & Banquet

Changfeng Ecology Commercial District, 21st September

2009 中国（上海）国际跨国采购大会

2009 年 9 月 22—24 日 上海世贸商城

2009 International Sourcing Fair (Shanghai, China)

Shanghaimart, 22nd- 24thSeptember

2009 中国（上海）国际跨国采购大会——汽车零部件分会

2009 年 9 月 25—26 日 安亭上海汽车会展中心

2009 International Sourcing Fair (Shanghai, China) — AUTO PARTS

Shanghai Automobile Exhibition Center, 25th- 26thSeptember

◆ 展期活动

➤ 2009 中国（上海）国际跨国采购高峰论坛

主 题：后金融危机时代的中国制造

日 期：9 月 21 日下午 14：00～17：00

地 点：西郊宾馆会议中心



14: 00-14: 05	启动仪式：相关领导致欢迎辞 唐登杰 上海市副市长
权威发布	
14: 05-14: 20	易小准 商务部副部长 主题：金融危机下中国外贸的发展对策
14: 20-14: 35	Warren Sach 联合国助理秘书长 主题：联合国在华采购份额的扩大
14: 35-14: 50	沙海林 上海市政府副秘书长、上海市商务委主任 主题：跨国采购平台与上海国际贸易中心建设
14: 50-15: 05	Ulf Berg 瑞典贸易委员会主席 主题：跨国采购 - 全球化经济的里程碑
15: 05-15: 15	主持人黄伟引言串场+QA 互动
主题论坛	
15: 15-15: 25	主持人黄伟引言串场
15: 25-15: 40	Sharoff Brian 美国自有品牌协会会长 (PLMA) 主题：上海如何成为全球自有品牌中心的对策与思考
15: 40-15: 55	Dr. Juergen Marquard 德国采购与物流协会会长 (BME) 主题：挑战 - 寻求优质合格的供应商，BME 与博世力士乐的期望
15: 55-16: 10	卫哲 阿里巴巴网络有限公司首席执行官 主题：建设跨国采购中心如何发挥电子商务的作用
圆桌对话：中国供应商对话全球采购商——通过直接对话帮助中国 供应商把握后金融风暴时期的国际采购商的需求、战略以及采购动向	
16: 20-17: 00	主持人：袁岳 《第一财经中国经济论坛》策划人、《头脑风暴》主持人 对话嘉宾： 解震 上海跨国采购中心有限公司总经理 肖国普 上海汽车集团股份有限公司副总裁 Dr. Juergen Marquard 德国采购与物流协会会长 (BME) Joselito Nuguid 联合国儿童基金会采购司副司长 余献昆 中国联合国采购促进会副会长

◆ Fair Events & Activities

➤ 2009 International Sourcing Summit (Shanghai, China)

Theme: Made in China in Post-Financial Crisis Era

Date: 21st September, 14: 00 ~ 17: 00

Location: Flower Ballroom, Xi Jiao Guesthouse

14:00 - 14:05	Activation Ceremony: Opening Remarks by Dengjie Tang, Vice Mayor of Shanghai.
Authority Release	
14:05 - 14:20	Xiaozhun Yi, Vice Minister of Commerce Topic: Chinese Foreign Trade Development Strategy Under Financial Crisis
14:20 - 14:35	Warren Sach, UN Assistant Secretary General Topic: Expansion of UN Procurement Volume in China
14:35 - 14:50	Hailin Sha, Deputy Secretary of Shanghai Government, Chairman of Shanghai Commission of Commerce Topic: Development of International Sourcing Platform and Shanghai International Trade Center
14:50 - 15:05	Ulf Berg, President of Swedish Trade Council Topic: International Sourcing – A Corner Stone in the Globalized Economy
15:05 - 15:15	Emcee hosting Wei Huang + QA interaction
Theme Forum	
15:15 - 15:25	Emcee hosting Wei Huang
15:25 - 15:40	Sharoff Brian, President of Private Label Manufacturers Association (PLMA) Topic: Thoughts about How Shanghai Can Become a Global Center for Private Label
15:40 - 15:55	Dr. Juergen Marquard, President of The Association Materials Management, Purchasing and Logistics (BME) Topic: Challenge: Seeking for Excellent and Qualified Suppliers, What BME and Bosch Rexroth Expect
15:55 - 16:10	Zhe Wei, Alibaba Group CEO Topic: How to Utilize E-commerce in Building International Sourcing Center
Round Table Discussion: Chinese Supplier discussion with Global Buyer – Assist Chinese supplier to grasp global buyer needs, strategy and procurement directions in post financial crisis era.	
16:20 - 17:00	Emcee: Yue Yuan, “CBNforum” Planner, “Brain Storming” Program Emcee Discussion Guests: Zhen Xie, General Manager of Shanghai International Sourcing Promotion Center Co., Ltd. Guopu Xiao, Vice president of SAIC Moto Co., Ltd. Dr. Juergen Marquard, President of The Association Materials Management, Purchasing and Logistics (BME) Joselito Nuguid, Deputy Director, Supply Division, UNICEF Xiankun Yu, Vice Chairman of The China Association for Promoting UN Procurement (CAPUNP)

➤ 2009 中国（上海）国际跨国采购大会欢迎晚会

日期：9 月 21 日 晚 18: 00~20: 00

地点：长风生态商务区游艇俱乐部

“2009 中国（上海）国际跨国采购大会欢迎晚宴——长风之夜”假座上海跨国采购中心基地所在地，位处苏州河畔的长风生态商务区游艇俱乐部，欢宴来自世界各国、全国各地参会嘉宾以及联合国机构和有关国际组织采购代表。



晚会间，上海跨国采购中心同美国自有品牌制造商协会、荷兰中国商会签订了合作协议，商务部、上海市政府领导出席并见证了签约仪式。

➤ 2009 International Sourcing Fair (Shanghai, China) Welcome Cocktail & Banquet

Date: 21st September, 18: 00 ~ 20: 00

Location: Changfeng Ecology Commercial District

“2009 International Sourcing Fair (Shanghai, China) Welcome Cocktail & Banquet – Changfeng Evening” was held in Yacht Club in Changfeng Ecology Commercial District alongside Suzhou Creek. The district is where Shanghai International Sourcing Base is located.



During the evening, Shanghai International Sourcing Promotion Center has signed co-operation agreement with Private Label Manufacturers Association and the Dutch Chinese Chamber of Commerce . Leaders and senior officials from Ministry of Commerce

and Shanghai Municipal People's Government has attended and witnessed the signing ceremony.

➤ 2009 中国（上海）国际跨国采购大会开幕式及主会场巡视

2009 中国（上海）国际跨国采购大会于 9 月 22 日正式拉开序幕，上海市市长韩正出席开幕式，国家商务部副部长易小准宣布 2009 中国（上海）国际跨国采购大会开幕。

在开幕式上，国家商务部副部长易小准和上海市人民政府副市长唐登杰、国家商务部国际交流中心主任姚申洪和联合国助理秘书长 Warren Sach 分别为“上海进口产品展贸中心”和“联合国（上海）采购物流中心”揭牌。

上海市市长韩正和商务部副部长易小准以及唐登杰副市长、联合国助理秘书长 Warren Sach 兴致盎然地巡视了大会现场，几番驻足脚步与各跨国采购代表交谈。



➤ Opening Ceremony & Main Venue Walks

2009 International Sourcing Fair (Shanghai, China) opening ceremony was held on 22nd September. Mr. Han Zheng, Mayor of Shanghai Municipality has attended the ceremony and Mr. Yi Xiaozhun, Vice Minister of Commerce has announced the opening.

In the ceremony, Mr. Yi Xiaozhun, Vice Minister of Commerce and Mr. Tang Dengjie, Vice Shanghai Mayor revealed the plate for “Shanghai Import Products Trade & Exhibition Center”. Mr. Yao Shenhong, Deputy Director of China International Center for Economic and Technical Exchange and Mr. Warren Sach, UN Assistant Secretary General have revealed the plate for “United Nations Shanghai Procurement & Logistics Center”.

Mr. Han Zheng, Mayor of Shanghai Municipality, Mr. Yi Xiaozhun, Vice Minister of Commerce, Mr. Tang Dengjie, Vice Mayor of Shanghai Municipality, Mr. Warren Sach, UN Assistant Secretary General took walks excitingly in the exhibition, stopping their pace and carried out conversation with various international sourcing representatives numerous times.

◆ 2009 中国 (上海) 国际跨国采购大会分论坛

Seminars during 2009 ISF China

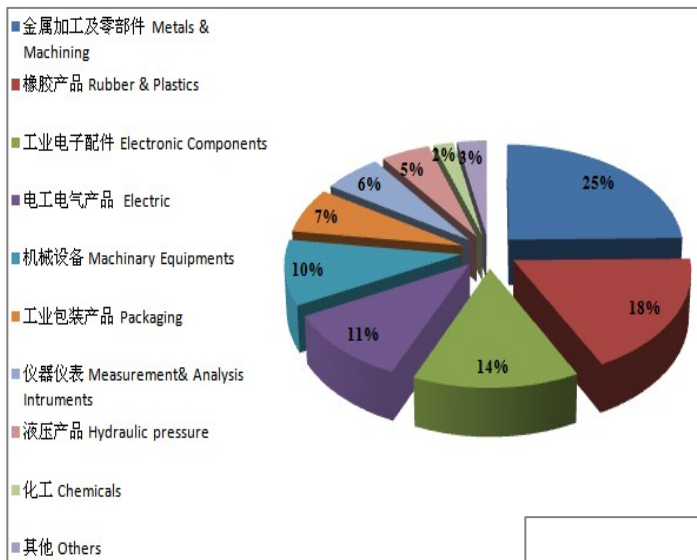
协办单位 Host	论坛主题 Topic
德国采购与物流协会 BME	BME QualitySourcing.com: 中国供应商与欧洲采购商之间的数字桥梁 BME QualitySourcing.com: The Digital Bridge Between Chinese Suppliers and European Buyers
中国银行 Bank of China	跨国贸易供应链融资解决方案 Supply Chain Finance Solutions for International Trade
联合国采购代表团 (发展署/儿基会/采购司/粮农组织) UN Delegation (UNDP/UNICEF/UNPD/FAO)	联合国采购介绍 (第一部分) UN Procurement Orientation (Part 1)
联合国采购代表团 (项目事务服务厅/粮食计划署/红十字 会/红十字会与红新月会联合会) UN Delegation (UNOPS/WFP/ICRC/ IFRC)	联合国采购介绍 (第二部分) UN Procurement Orientation (Part 2)
中美总商会 United States of America-China Chamber of Commerce	经济危机下中美企业合作的机会 Opportunities for US and Chinese Companies during Financial Crisis
1. 花旗银行 Citi Bank 2. 美国大费城地区亚裔商会 Asian American Chamber of Commerce of Greater Philadelphia 3. BP	1. 如何利用金融产品降低成本、提高收益 How to utilize financial products/tools to reduce cost and improve revenue 2. 商会介绍及采购需求 Chamber Introduction and Sourcing Requirements 3. BP 在中国的采购机会 China Sourcing Opportunities for BP

◆ 展会数据统计

➤ 采购商数据统计

主会场: 上海世贸商城

✓ 2009 年共有来自五大洲 34 个国家和地区的 211 家采购商设展, 500 强采购商



21 家。其中从境外直接参展的采购商 116 家, 占参展采购商总数的 55%。采购产品涉及 13 大类 1200 余种, 采购金额约 180 亿美元。

✓ 2009 年供应链服务企业设展 20 家, 其中 500 强企业 2 家, 包括中国银行和花旗银行。

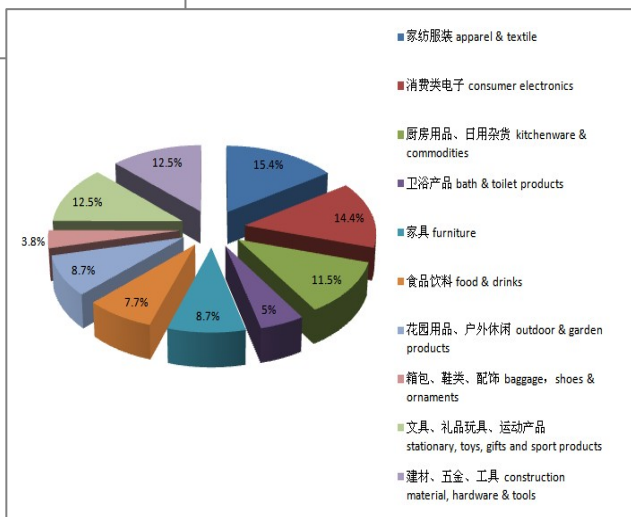
工业品展区采购种类分布
Industrial Parts Area Sourcing Distribution

◆ Statistics

➤ Buyer Statistics

Venue: Shanghaimart

✓ 211 international buyers from 34 countries and regions have set up booths in 2009



International Sourcing Fair Consumer Goods Area Sourcing Distribution

(Shanghai, China), among of which 21 buyers are World Fortune 500 Companies. 116 buyers came directly from abroad, accounting 55% of the total buyers. Sourcing products covered 13 major categories and more than 1,200 items. The total value of sourcing products reaches around 18 billion USD.

✓ 20 supply chain service providers have set up booths in 2009 International Sourcing Fair (Shanghai, China), among of which 2 are World Fortune 500 Company, including Bank of China and Citi Bank.

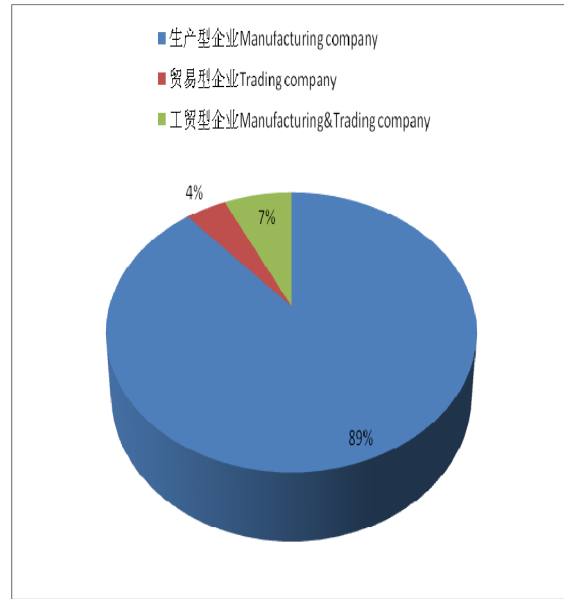
➤ 供应商数据统计

✓ 从供应商地域分布来看, 东部地区的供应商参会数量占总量的 84.15%, 中部地区的供应商参会数量占总量的 11.92%, 西部地区的供应商参会数量占总量的 3.93%.

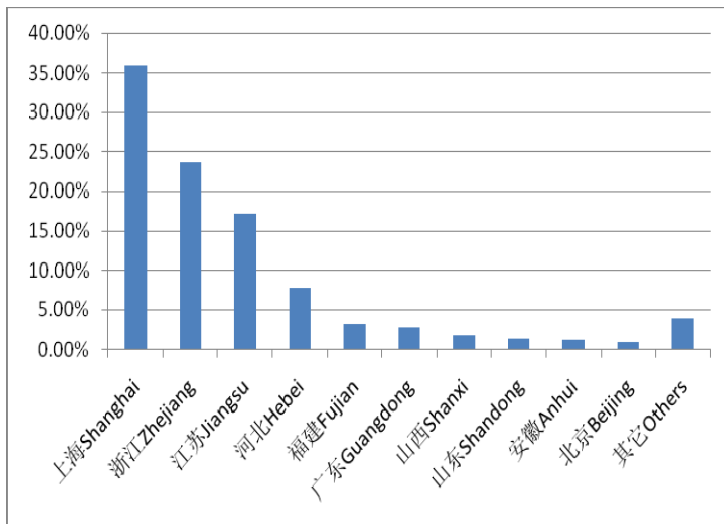
✓ 从供应商行业分布来看, 参会比例前三甲的行业分别是机械及工业制品五金、纺织服装服饰、汽摩及配件, 分别是 26.97%、13.68%和 12.39%, 这个与参加本届大会采购商的采购需求密切相关。

✓ 从供应商资质情况来看, 通过国际相关认证(如 ISO9001、ISO14000、TS16949, SA8000, ROHS 等等)的比例达到 72%, 比去年增加了 3 个百分点, 表明在全球金融危机影响下, 资质好的供应商市场承受能力较一般企业强。

✓ 从参会供应商类型来看, 生产型企业比重最大, 这与采购商减少中间环节、降低采购成本的需求一致。



供应商类型 Supplier Category

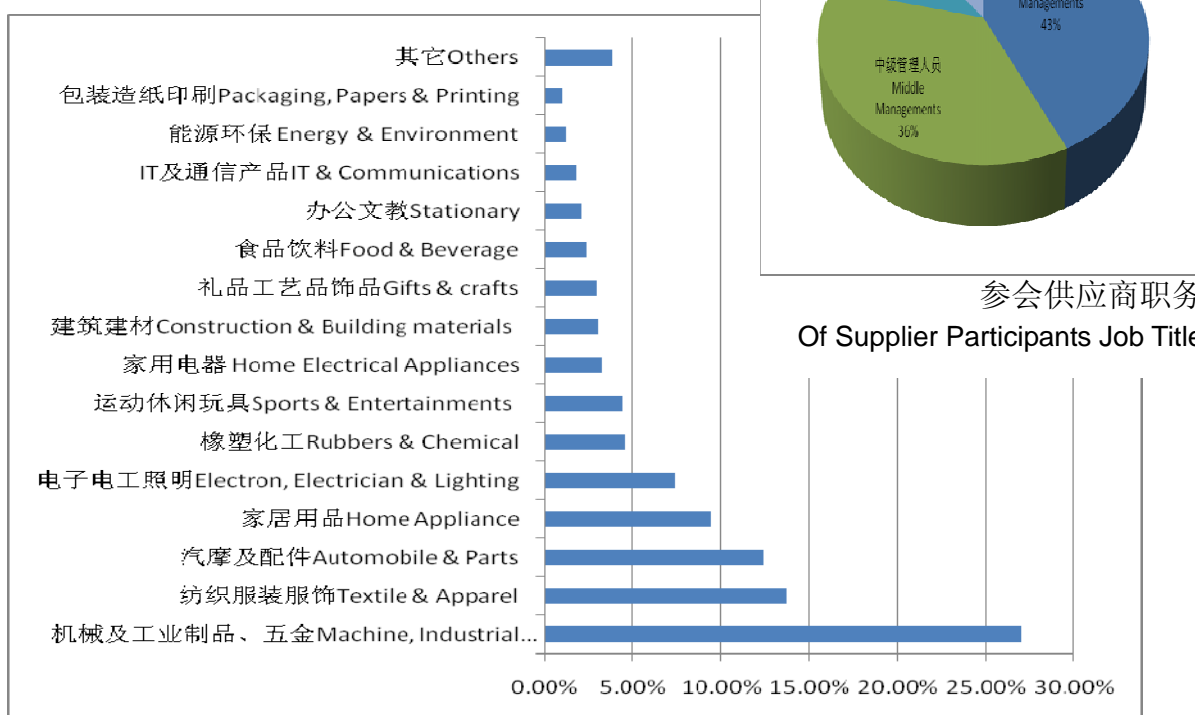


供应商地域分布
Supplier Geographic Distribution

✓ 为了更好的推进联合国采购在中国的业务发展, 本届大会邀请了 7 家联合国及国际机构的采购官员到大会现场, 通过现场设摊以及举办联合国专场论坛的方式, 让参会供应商有机会参与到联合国的采购, 极大的扩展了中国企业的海外商机, 并获得进入联合国采购网络的通行证。

➤ Supplier Statistics

- ✓ Supplier geographical distribution: suppliers from East region, Middle region and West region accounts 84.15%, 11.92% and 3.93% of the total participating suppliers respectively.
- ✓ Supplier Industry distribution is coherent to buyer sourcing needs: suppliers from Machinery, Industrial Products & Hardware, Textile & Apparel and Automobile & Parts accounts 26.97%, 13.68% and 12.39% of the total participating suppliers respectively.
- ✓ From the supplier quality perspective, 72% suppliers have obtained international related certifications (such as ISO9001、ISO14000、TS16949, SA8000, ROHS, etc), a 3% increase from last year. This shows supplier with greater quality perform better during global financial crisis.
- ✓ From the supplier category perspective, the ratio of manufacturing company has reached 88.71%, which is in accordance with buyers need to do business directly with manufacturers and cut out the middle man and hence reduce cost.
- ✓ For better promotion of UN procurement in China, ISF has invited 7 UN and international organizations to attending the fair. They taught suppliers on how to do business with UN organizations both in their booth and by holding seminars, greatly expanding the overseas opportunity for Chinese suppliers.



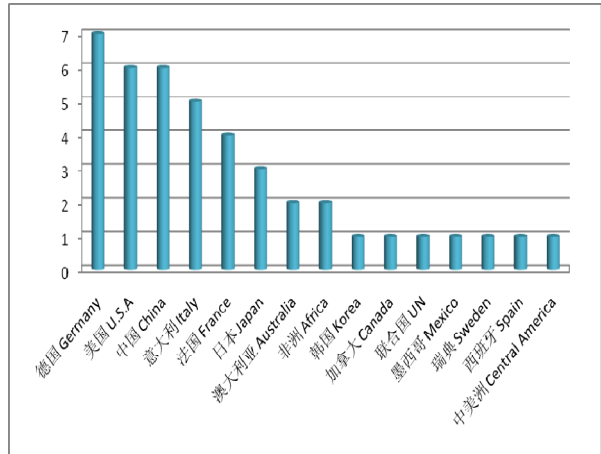
供应商所处行业分布 Supplier Industry Distribution

➤ 汽车零部件分会数据统计

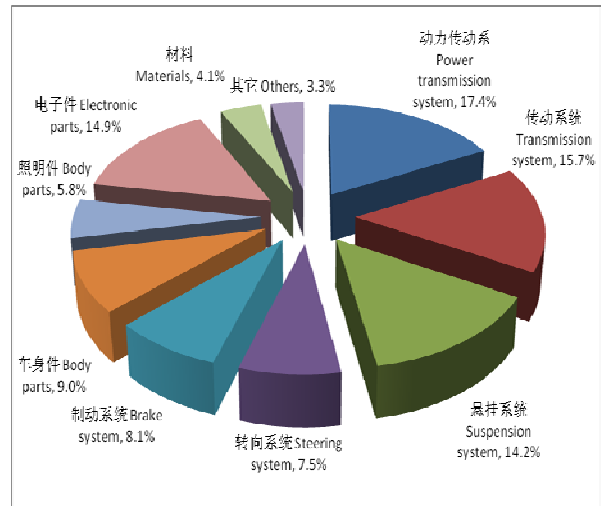
2009 年汽车零部件分会，吸引 15 个国家和地区的 42 家采购商设展，著名参展企业有上海大众、上海通用、德国宝马集团、菲亚特集团、SKF、法可赛、卡斯马、阿文美驰、畅博、宝适等。800 余家供应商参会，采购清单有 10 大类 800 多种。

➤ Auto Parts Sourcing Fair Data Statistics

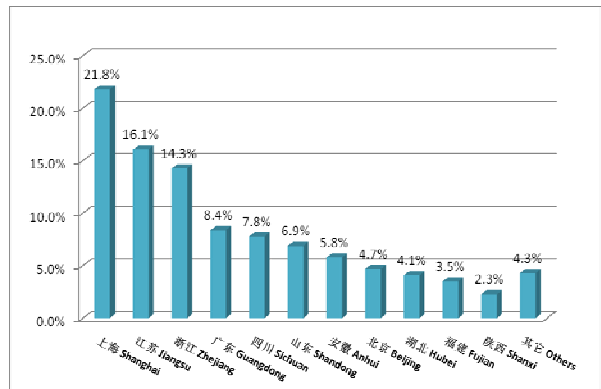
2009 Auto Parts Sourcing Fair had attracted 42 buyers from 15 countries and regions to set up booth and more than 800 suppliers to attended the fair. Well known exhibitors included Shanghai Volkswagen, Shanghai General Motors, BMW Group, Fiat, SKF, Ficosa, COSMA, ArvinMeritor, WPS/TRANSP0, BOS etc. The sourcing list covered more than 800 products /parts in 10 categories.



参展企业来源分布
 Exhibitors by Countries & Regions



采购产品分类
 Sourcing Categories



汽车零部件供应商地域分布
 Auto Parts Suppliers by Regions

◆ 评论反响

➤ 媒体报道

各界媒体在对 2009 年中国（上海）国际跨国采购大会的会前、会中及会后的报道总数达到 60 余篇，参会媒体包括电视、网络电视、电台 8 家，报纸、杂志 32 家，网站 7 家。

主要媒体报道列表

报纸期刊		电视台	网站
解放日报	新民晚报	第一财经频道	人民网
人民日报	新闻晚报	新闻综合频道	东方网
上海商报	扬子晚报	安亭有线	新华网
文汇报	中国贸易报	SMG 广播电台	新民网
劳动报	国际市场	东方广播电台	每日经济新闻
东方早报	中国经济周刊	第一财经广播	新浪网

◆ Review & Remark

➤ Media Reports

More than 60 reports are made by various media during and after the 2009 International Sourcing Fair (Shanghai, China). Media attended the fair include 8 TV and broadcasting station, 32 newspaper & magazines and 7 websites.

List of main media

PRESS		TV & RADIO	WEBSITE
JF Daily	Xinmin evening post	CBN	PEOPLE.COM.CN
People's Daily	Yangtse evening post	STV	EASTDAY.COM
Shanghai Business Daily	News Times	Anting Cable	XINHUA.NET
Wenhui Press	China Trade News	SMG B-Station	XINMIN.CN
Laodong Daily	International Market	Orient B-Station	NBD.COM.CN

来自 32 个国家和地区的 272 家国际采购商和国际服务贸易商怀揣 200 亿美元采购清单，昨起汇聚申城洽谈采购中国商品。由国家商务部和上海市人民政府共同主办的 2009 中国（上海）国际跨国采购大会昨天在世贸商城开幕。上海市委副书记、市长韩正出席开幕式并参观了跨采大会展馆。



——《欲购 200 亿美元中国商品》解放日报

上海国际贸易中心建设将在年内破题，国际贸易中心总目标和基本思路前些天已经出炉。上海市政府副秘书长、市商务委主任沙海林在跨国采购高峰论坛上表示，发展跨国采购是上海国际贸易中心建设的必然要求。

沙海林说，上海要成为国际贸易中心，必然要成为跨国采购中心。特别是跨国采购作为一种国际贸易的新趋势，已经成为跨国企业全球经营战略的重要组成部分。他说：“我国要进一步融入全球经济体系，促进外贸增长方式转变，提升对外开放水平，发展跨国采购就显得十分必要。因此，大力发展跨国采购，搭建跨国采购平台，不仅是上海国际贸易中心发展的需要，更是上海服务国家，外贸发展总体战略的需要，在当前也是积极应对国际金融危机的需要。”

——《发展跨国采购是沪国际贸易中心建设的必然要求》东方网

创办于 2002 年的上海跨国采购洽谈会，如今已成为中国企业进入跨国公司全球采购网络的一个重要平台。本年度的采购大会虽然面临金融危机，但随着专业化和国际化水平的提高，参会的采购商反而出现了增长，达到 211 家。

——《跨采会国际买家逆势增至 211 家》上海商报



虽然金融危机余音未消，但于本月 22 日召开的“中国（上海）国际跨国采购大会”依然吸引了众多跨国采购巨头的目光。目前跨采大会由采购商设展、供应商参展的“逆向采购”模式已经获得了业界充分认可。

——《180 亿美元跨国采购大单青睐“中国制造”》第一财经日报

272 global buyers and supply chain service providers from 32 countries and regions came to Shanghai with total sourcing value amounts to approximately 20 billion US dollars. ISF China co-organized by Ministry of Commerce and Shanghai Municipal People's Government was held in Shanghaimart yesterday. Han Zheng, Vice Secretary of Shanghai Municipal Party Committee and Mayor of Shanghai has attended opening ceremony and taken walks in the fair.

——“20 billion US dollars Chinese Products are Wanted” JF Daily

The construction of Shanghai International Trade Center will initiate within the year. Recently, the main goals and fundamental directions have come out. Deputy Secretary of Shanghai Municipality, Director of Shanghai Commission of Commerce, Sha Hailin made remarks at 2009 International Sourcing Summit that developing international sourcing is a compulsory criterion for the construction of Shanghai International Trade Center.

Sha Hailin said, if Shanghai wants to become global trade center, it must become international sourcing center. As a new trend for international trade, international sourcing has become an important part of the global business strategies for multinational enterprises. He said, “It is of vital importance to develop international sourcing for China to integrate into the global economic system, change the way of foreign trade growth and increase opening level to the world. Hence, striving to promote international sourcing and to build international sourcing platform is not only a must for the development of Shanghai international trade center, but also a request of Shanghai's overall strategy for foreign trade development. At present, it is also a need to react to the global financial crisis.”

——“ISF China is a compulsory criteria for the construction of Shanghai International Trade Center” EASTDAY.COM

ISF China which was established in 2002 is now becoming an important international trade platform for domestic suppliers to enter into International companies' global sourcing network. With the enhancement in professional and international level, exhibiting buyers have reached 211 despite the financial crisis.

——Shanghai Business

Despite the fact that the global financial crisis is not totally over, ISF China has attracted the attention of many global sourcing magnate. The reverse sourcing model has received recognitions from the industries.

——CBN Daily

➤ 展商评价

✓ 阿文美驰：这次设展的效果超出我们的预期。我们和超过 70 家的汽配供应商洽谈了，大部分供应商的质量都挺高。我们回去后会进一步和他们联系，希望能敲定一批订单。

✓ 来自 Amazonen-Werke H Dreyer GmbH 公司的采购负责人 Mr. Michael Mayhaus 对 2009 年跨国采购大会的效果十分满意。他激动地说，在展会第一天，两小时内接见了 60 家供应商并对大部分的供应商资质相当满意。这已经是 Mr. Michael Mayhaus 第二次参加跨国采购大会了，他表示十分期待参加 2010 年的跨采大会。

✓ 来自 Oce (Singapore) Pte. Ltd. 的采购总经理 安东必志先生说：自 2006 年以来，这是我第四次来参加跨采大会。对我们公司来说，尤其对采购活动来讲，这是一个最好的平台，因为我们有 3 天时间来充分了解供应商的能力。中国的供应商一方面受教育水平很高，他们拥有很多经验以及丰富经验的工程师，他们可以

满足我们公司较高的要求。



✓ “从第三季度起，公司出口订单比年初增加三成，目前生产能力已基本饱和。”宁波婷微电子科技有限公司销售经理陈金座说，借助跨采平台，我们可以直观了解国际市场的需求，以及将来的发展趋势，以便于我们企业能面对复杂多变的市场做出准确判断，走好下一步路。



✓ 上海罗邨安针织服装有限公司厂长方女士表示，第一次来参加跨采大会就一直忙碌着跟采购商洽谈，现在已经与多家采购商建立了意向合作关系，最近在忙着设计打样。她说金融危机到来的时候，出口一直处于萎靡不振的局面，最近一直急于寻找一个突破口。幸好参加了今年的跨采大会，让她们有机会直接跟采购商面对面的交流。

✓ 温岭吉祥锻造有限公司上海分公司销售主任陈主任说：“今年是第一次来参加国际跨国采购大会，感觉效果不错。一是比较专业，秩序也不错；二是现在已经联络到了 3 家有意向合作的企业，细节问题都在谈。收获还是挺多的。今年参加大会的准备比较仓促，希望明年能早做准备，参加下一届的跨采大会。”

➤ **Exhibitor Evaluation**

- ✓ ArvinMeritor :The result of the fair has exceeded our expectations. We met over 70 auto parts suppliers, and many of them have good quality. We will keep in touch with them and hope to place some orders soon.
- ✓ "We are quite happy with the results," said Michael Mayhaus, purchasing manager from Amazonen-Werke H Dreyer GmbH & Co, a German agricultural machinery producer. "Can you believe I met 60 suppliers in two hours on the first day of the fair and found that many of them are quite good?" It was the second time Mayhaus had taken part in the fair and looking forward to participate 2010 ISF as well.
- ✓ Mr. Anton Pietsch , Director & OPS Representative Asia, from Oce (Singapore) Pte. Ltd. said “ It has been our forth time to participate since 2006. For our company, especially for international sourcing, ISF is one of the best platform ever for us as we have 3 days to find out supplier capability. Chinese suppliers not only have good education, but also have lots of experience and experienced engineers, they can satisfy our higher requirement. ”
- ✓ Chen Jingzuo , sales manger of Ningbo Tingwei Electronic Techonology Co.Ltd said:"From third quarter, company export order has increased by 30%, now the production ability is almost fulfilled. By utilizing ISPC's platform, we can directly learn international market needs and future trend, this will help us to make right judgment of the complex market and determine the next step."
- ✓ Ms. Fang, director of Shanghai Luo Lian Knitting Garment Co., Ltd said:"It is the first time we are attending Shanghai International Sourcing Fair. During the fair and we were busy meeting with different buyers. Now we have established co-orporation with many buyers. Recently, we are busy producing samples. When financial crisis came, export has decreased sharply and we urgently seeking break point. Fortunately we have attended the fair this year so we have the chance to meet with buyers directly."
- ✓ Mr.Chen , sales director of Wenlin Jixiang Forging Co., Ltd said:"It is our first time to participate Shanghai International Sourcing Fair. One is because the fair is professional and has good orders. Secondly we have found 3 potential partners and are discussing details at the moment. Hence the result is excellent. We did not have much time to prepare for this year's fair, next year we will make sure we make sufficient preparation."