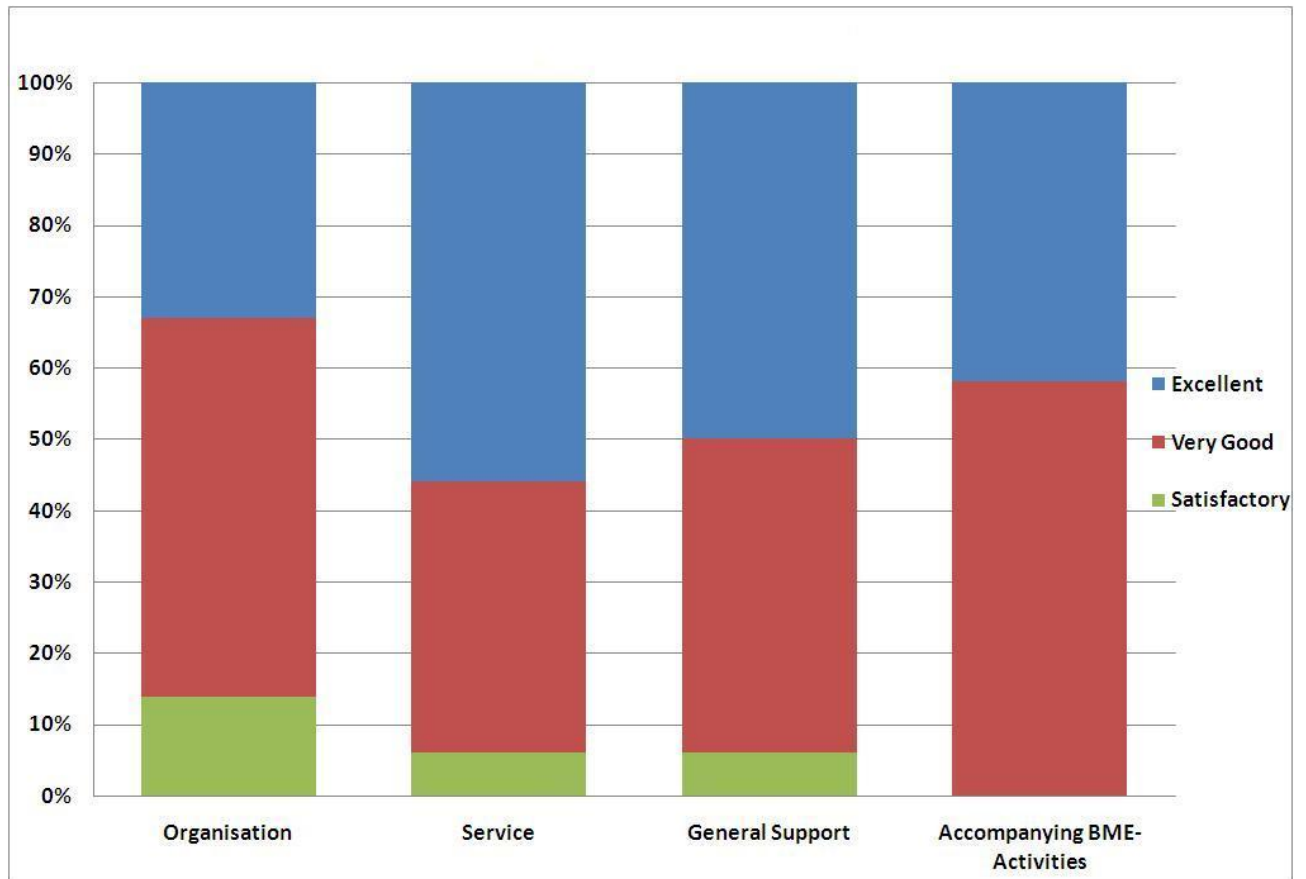


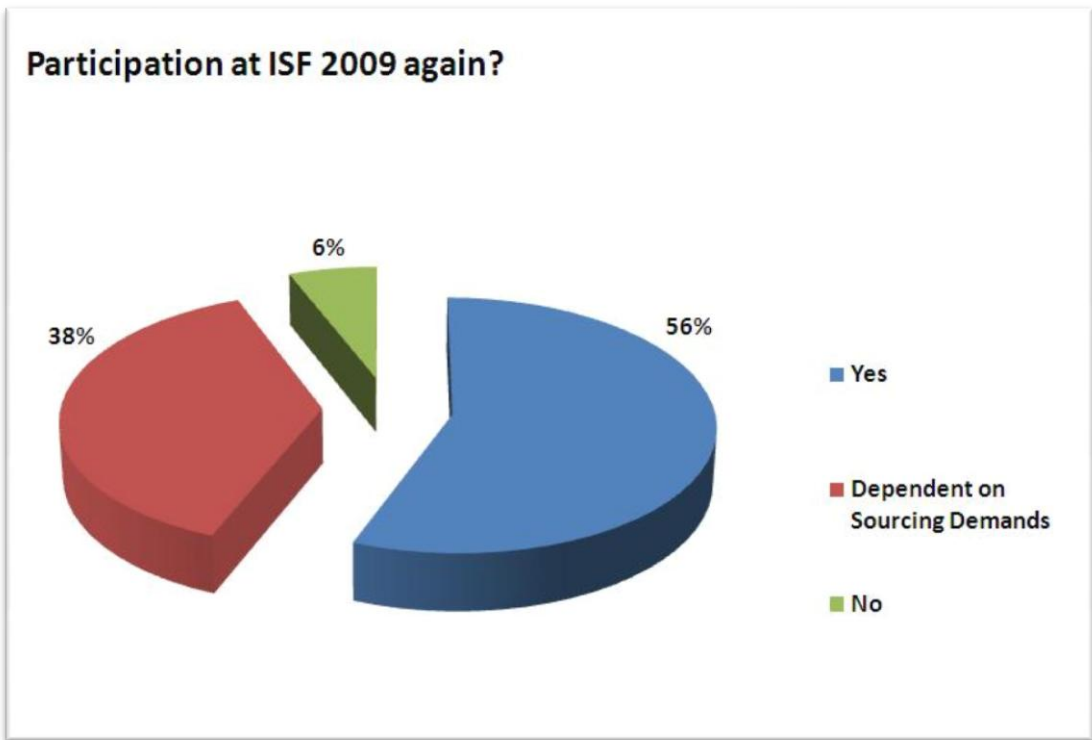
Feedback ISF 2008

(from Exhibitors, BME-Area)



**Commentary Quotes:

- Good Support during the preparation and the whole events;
- Good „Full Package“ due to many different accompanying activities;
- Good „Cost-Profit-Relationship“;
- Excellent opportunity for networking with BME-Community.



Anton Pietsch

Director and OPS Representative Asia
 Océ Technologies Asia

“Regarding the 'Océ Sourcing Asia Activities' the market within and around China is crucial for us. The International Sourcing Fair (ISF) in Shanghai, in which we participate for the 4th time, is an excellent possibility to gain a view of China's and the surrounding country's competitiveness within only three days. Specifically selected items and products, which are displayed at the booths, enable the visitor and me to get to know adequate sources of supply. About 120 contacts at the ISF speak for themselves! The “German-Area”, well-organized by BME and dramatically improved in quality in recent years, is a real attraction for visitors. Not to forget the singular supporting program in the run-up of the ISF. Practical workshops and excursions to manufacturing sites complete the Sourcing Fair in an excellent way. For Océ Poing and me the ISF is a red-letter day.”

Olaf Bageritz

Chief Representative, Regional Director China/Hong Kong Devison
 FEBI, Ferdinand Bilstein GmbH & Co.KG

“Once again, for Febi Bilstein the ISF was worthwhile. Finally, after selecting the fair contacts we found two really efficient suppliers for specific articles/items. The concept of the ISF is rare but good. Moreover one saves a lot of time during the preselection of potential suppliers. Each exhibitor should be well-prepared and should exhibit items which need to be sourced. Furthermore, an inquiry-matrix which enables the processing and editing of the contacts in an optimal and objective way, and a neutralized draft need to be on board, hence the success will arrive afterwards.”