

ISH China & CIHE 2012 HVAC exhibitors quotes

“It’s the fourth time we attend the show. From my point of view, the show is a highly-recognised brand and a great platform for us to promote our new products on floor heating. The whole exhibition quality is satisfied. We hope to join the show next time.”

Mr Junye Zhang, Marketing Director, Anhui Anze Electric Co Ltd

“We participate in the show every year, more than 10 years and we attracted mainly experts to come here. It’s a good experience to see each other face-to-face. We have had many visitors to our booth. The venue is OK.”

Mr Jim Song, General Manager-Commercial, A.O. Smith (China) Water Heater Company Ltd, China

“Bosch and ISH have a long-term cooperation since we are in Europe, because this fair is a very influential platform. Therefore, when we decide to enter the Chinese market, ISH China & CIHE is our best choice. We can see that there are more and more exhibitors at the fair and the products exhibited here cover more fields. It meets our need to expand our products and fields. We are always a good partner of the organisers.”

“This pavilion leaves a good impression on me. It is bright and well structured.”

Ms Luo Yuanlin, Marketing Director, Bosch Thermotechnology (Beijing) Co Ltd

“ISH China & CIHE is a highly professional and international exhibition. Since 1996, it became an authoritative exhibition in the industry. We’d like to use this platform to open up our new product together with our competitors and let the market hear our voice.”

Ms Susan Ding, Marketing Communication Manager, BDR Themea (Tianjin) Co Ltd

“ISH China & CIHE is a leading fair in this industry, so we would like to exhibit our products through this platform. It is the first time for us to attend this exhibition. I love this fairground at the first sight, for it is well-facilitated, large and high enough for

building up bigger booths. What's more, the area around is wide enough for transporting crowds."

Ms Vivian Luo, Vice Manager of Marketing Department, Shanghai BLLC Environment Technology Co Ltd

"Exhibited at almost every ISH China from 1996. It's the best way to show our products because it's a place where people from around the world and China can see the products. It's the best way to show your products and also for branding which is important. I will be back next year. Very happy with the quality of people visiting our booth. We got really good customers and it was really more than we expected."

Mr Dario Shu, Caleffi Hydronic SpA, Beijing Office, China

"We joined the fair every year. It is the biggest one and most influential in China. Result is certain. Visitor quality is high. There are distributors, people from design institutes and officials from relevant government departments."

Mr Yu Keyue, General Manager, Tangshan Datong Metal Products Co Ltd

"ISH China & CIHE is the largest trade fair in the industry in China which cannot be missed. It is a good platform for exchange within the industry."

Mr Shi Rui, Marketing Manager, Guangzhou Devotion Domestic Boilers Manufacturing Co Ltd

"We are glad to be here to exhibit our heating products and relevant products and technologies through such a big platform. ISH China has become the biggest fair in China since it combined with the fair CIHE & HVAC. We have exhibited in this new fairground several times, and I think it is a quite big exhibition. "

Mr Harrison Lee, President, HaiLin Energy Technology Inc

"We are very happy with the quality of visitors to our booth. I'm sure I will be back for next year's show in Beijing. We are here for marketing and to be in touch with clients."

Mr Fabian Hoppe, Director of Sales, HM Heizkörper GmbH & Co. LG, Germany

"It is the most important exhibition for us. In our industry, it is the leading exhibition in China. And for us, it is very important to be part of this exhibition. Because it is a good chance for us to promote our brand name, to promote our company image, to promote our products and our technology, but most importantly is to promote our company culture."

Mr Ender Erat, CEO, Hydrometer (Shandong) Metering Co Ltd

“Immergas has been involved in ISH shows around half century. As far as I know, 40 years ago, we have joined this exhibition. We appreciate Messe Frankfurt could provide this platform where we can have nice cooperation with both old and new customers. We think the combination of ISH China and CIHE show form an expanded platform and attract more exhibitors and visitors. It’s meaningful for the exhibitors who have close cooperation with ISH. Because of the bigger space at the new venue, booth setting is more convenient.”

Mr Pan Jun, Sales and Technical Director, Immergas Beijing Trading Co Ltd

“The result is very good. This is the top fair in the industry in China, very influential internationally and nationally. We have achieved very good result last year and thus return. Next year we will ask for a bigger booth, perhaps the biggest.”

Mr Ji Shixin, Sales Team, Beijing KD Navien Heat Energy Equipment Co Ltd

“We have exhibited at ISH China & CIHE many times because it is focused on our industry and many of our customers in this category. We think ISH China & CIHE is a good way to show our presence in this market. This time the audience is more than previous shows because the two organisers combine together. This is good sign and we like to see this because we have more customer contact. I think new venue is good.”

Mr Rick Shi, Business Director, Representing German company Lamtec

“ISH China & CIHE shows the level and reflects the trend and tide of the industry development. Therefore, we joined in this show for every edition. By joining in this exhibition, in these years, our Macro HVAC system attained expected results on not only brand building, but also product technique upgrading and popularity expanding. We will keep participating in this show in the future. The area of New International Exhibition Center is much bigger than old one. The route of the whole exhibition is more reasonable than previous. We did worry about the visitor flow because of the location at the beginning. However, according to the fact of these two days, the audiences are more professional and the flow reaches a satisfying level.”

Mr Shi Yujun, General Manager of Thermal Energy Division, Guangdong Macro Gas Appliance Co Ltd

“We have participated in the fair for several years. It is a worthwhile exhibition to join. Visitors feedback is very positive and we have drawn great attention.”

Ms Zhang Ling Li, Promotion Assistant, Menred Controls System (Yueqing) Co Ltd

“This is the first time we came back after the 2004 fair. We think ISH China & CIHE is a good platform to promote the new product. Feedback from visitors is very encouraging. A lot of them showed interest to place order, including top distributors coming from various regions, internationally and nationally.”

Mr Tu Zhi, General Manager, Zhejiang Panavoue Radiators Co Ltd

“We have participated at ISH China since 1996. For our industry this exhibition is most important for us and all European manufacturers. We care much about this exhibition because it is a good opportunity for our company to set up and establish a good image with our customer and to this industry. ISH China & CIHE and Riello are growing together and we have a very good relationship. This year’s venue is much better than last year because the exhibition centre is new. Joining the shows together attracts more customers and exhibitors together.”

Mr Willy Zhou, Marketing Manager & Sales Manager, Riello SpA, Beijing Representative Office, China

“This is the third time for us to attend the exhibition and it has offered great help to us. ISH China & CIHE is an international, premium and technological fair in which we introduce our products to our customers and friends.”

“Though we have attended the show for three times, it is the first time to be here. This pavilion is better-facilitated. It is as good as international exhibitions in Munich and Frankfurt. Our high class products can be better demonstrated in such a premium exhibition.”

Mr Zhu Ning, Vice-General Manager, Beijing Siji Micoe Solar Energy Technology Co Ltd

“We have exhibited more than three times at the show. I think the new venue is OK and we can collect some information and meet some potential customers.”

Ms Gao Yan, Marketing Specialist, Samson

“We have joined this fair for 5 years. We meet many distributors, designers and construction companies. Our objective is achieved. I am satisfied with the fair.”

Mr Sheng Yan, Board Implementation of Supervisors, Jiangsu Unbeatable Radiator Co Ltd

“When comes to the Chinese market, I think there are three development trends. First, the future high class products will be supported by core technology of gas heating and

condensation. Second, the industry is stressing on combination with renewable energy. It is clear that a lot of enterprises in solar power industry are turning to apply renewable energy in the field of refrigeration and heating. What's more, under the macro environment of real estate regulation and control policy, we should be concerned with the construction of affordable housing projects.”

Mr Wang Zhuxiao, Vice General Manager of Hot Water Business Department, Guangdong Vanward New Electric Co Ltd

“I think ISH China & CIHE is a world leading fair for technology efficiency and renewable energy. We are received as global player and very happy that the organisers choose Beijing as the location for the Pacific region. Therefore as a global brand, we are happy to have this platform to show our new developments. ”

Mr Dipl. –Ing. Klaus Jesse, Director Marketing and Sales International, Vaillant GmbH

Mr David Wang, General Manager, Vaillant (Beijing) Heating Equipment Co Ltd

“We have exhibited almost every year at ISH China & CIHE. Here is the place we find lots of partners in the industry so we know what the technology trend is and the market trend as well. Our customers are always looking for new products so we like to take this opportunity to present our new technology. I think show is well organised and overall it is quite nice. This is the biggest booth we have ever had 160 sq ft. ”

Ms Jenny Li, Managing Director, Weil-McLain (China)

“We have been joining this show around 10 years. From my point of view, ISH China & CIHE is a dominant exhibition with the great support of radiator association in radiator industry. We believe that ISH show is a best platform for this industry. We witness the show’s growth. With moving to new exhibition hall this year, we see great improvement about facilities, hardware capacity, and traffic condition. The traffic is quite convenient for the new place. We wish to keep joining in ISH China & CIHE, grow and make progress all together.”

Mr Deng Chen, Advertising of Zehnder (China) Indoor Climate Co Ltd