

展后报告
Exhibition analysis

中国·上海
Shanghai, China



IPB 2011

2011.9.27-29

第九届国际粉体工业/散装技术展览会暨会议
9th International Powder/Bulk Conference & Exhibition

上海国际展览中心
INTEX Shanghai

主办单位
Organizer



NÜRNBERG MESSE



支持
Powered by

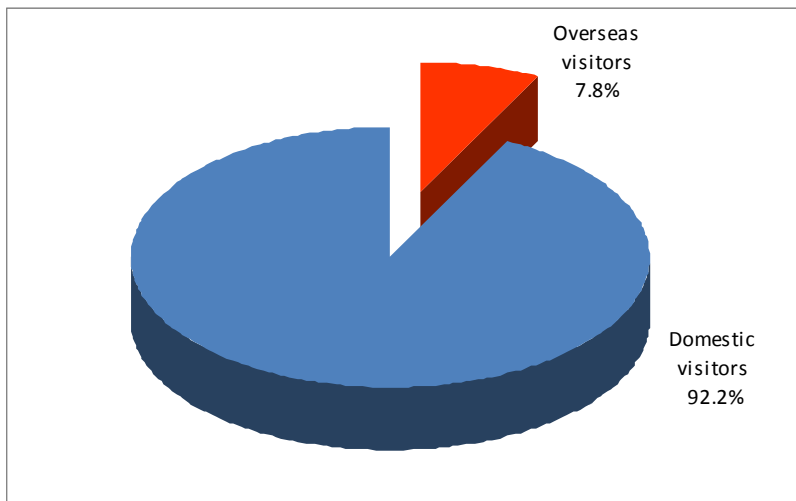
POWTECH
Nuremberg, Germany

1. Structural data

	Total	National	International*
Exhibitors	157	123	34
Net exhibition space in m ²	2,175	1,953	222
Visitors	6,214	5,708	506

*International exhibitors were from 7 countries: Germany, USA, Netherlands, Japan, United Kingdom, Spain and Singapore.

2. Origin of visitors

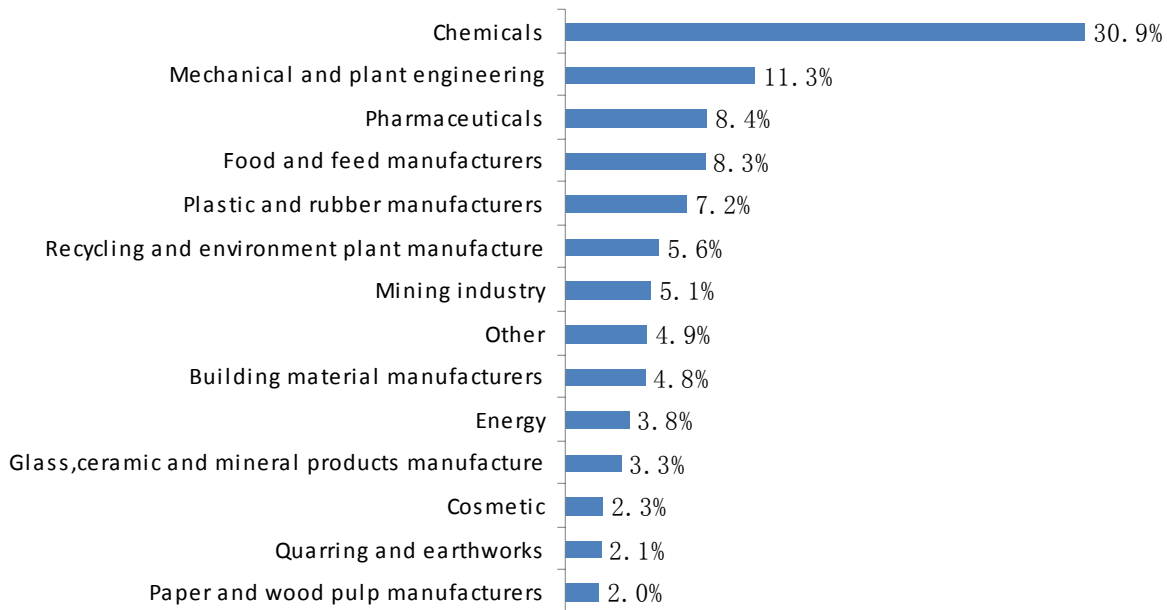


2.1 Internationality of visitors

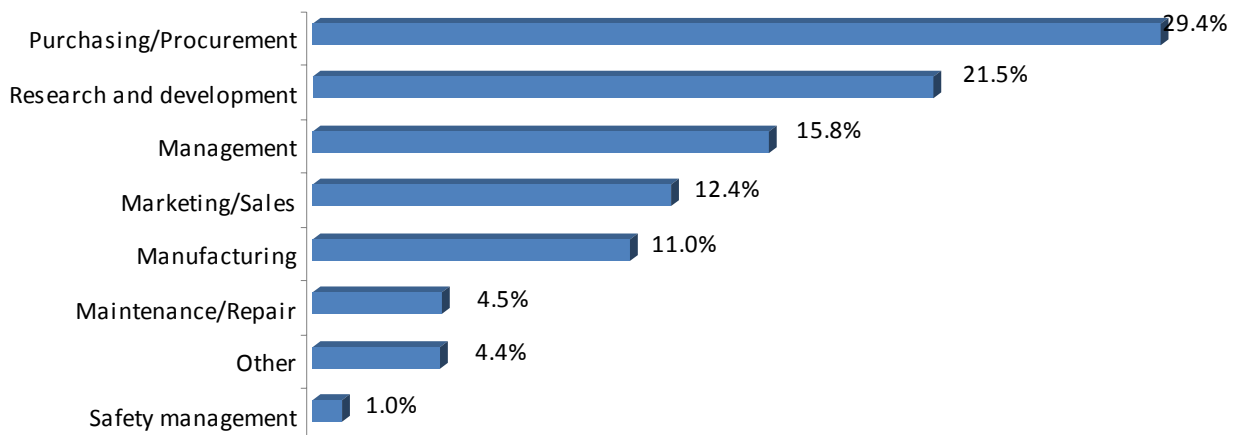
International visitors came from 23 countries and regions including Brazil, Czech, Denmark, Ecuador, France, Germany, Ghana, India, Indonesia, Iran, Italy, Japan, Korea, Pakistan, Qatar, Russia, Singapore, Switzerland, Thailand, UK, USA and Hong Kong S. A. R., Taiwan.

3. Selected results of the visitor survey

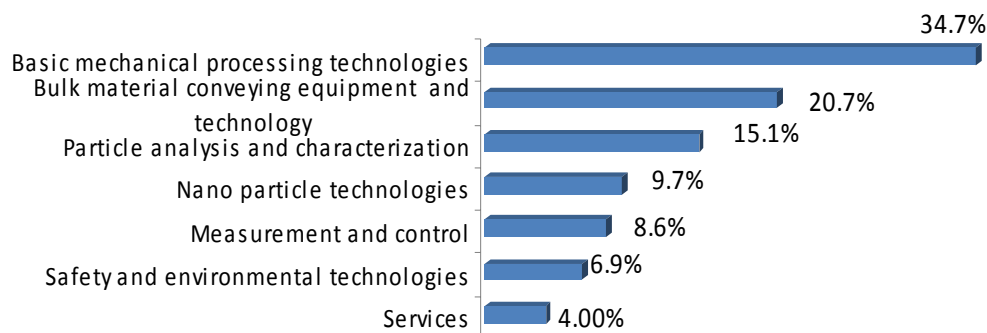
3.1 Fields of industry



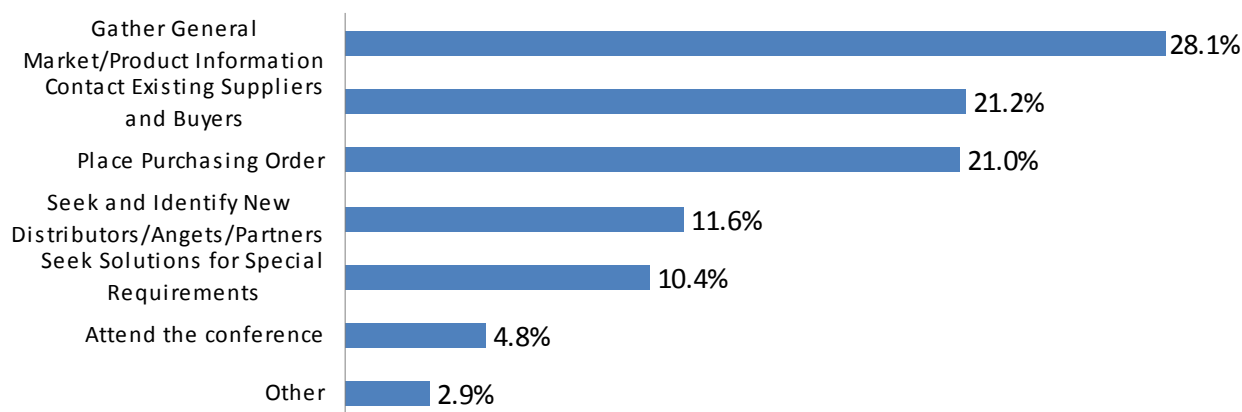
3.2 Department of visitors in company



3.3 Main interest in following product segments



3.4 Main reason for visit



3.5 Sector of economy

Industries	46%	Authority/public administration	3%
Planner/engineering office	19%	Retail trade	2%
Trade/crafts	16%	Wholesale and export	2%
Teaching/science	7%	Services	2%
Research	3%	Other sector	1%

3.6 Purchasing authority

96% of the visitors were involved in purchasing decisions in their company.

3.7 Information and contact opportunities

85% of the visitors were satisfied with the opportunities for obtaining information and establishing contacts.

3.8 Opinion on the present economic situation

(At the time of exhibition in September 2011)

Strong upward trend	35%	Slight downward trend	4%
Slight upward trend	23%	Distinct downward trend	0%
Steady	35%	No answer	3%
			100%

3.9 Obtaining and purchasing products on spot

52% of the visitors saw the new products that they wanted to use.

4. Selected results of exhibitors survey (according to 135 exhibitor surveys)

4.1 Associated with following product segments (multiple answers)

Plant engineering and processing components	52%	Services	9%
Basic mechanical processing Technologies	43%	Measurement and control	8%
Particle analysis and characterization	18%	Safety and environmental technologies	8%
Nano particle technologies	12%		

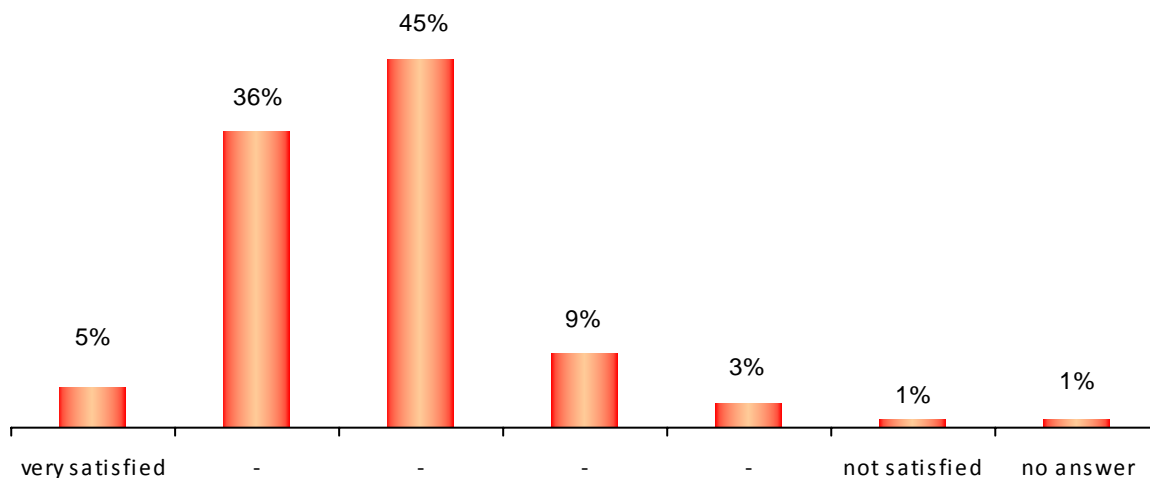
4.2 Product range

93% of the exhibitors thought IPB 2011 had the right product mix.

4.3 Aim of participation (multiple answers)

Image building/representation	95%	General information	88%
Observation of competitors	90%	Information about new products	87%
Exchange of views	90%	Acquiring new customers	83%
Cultivation of customer relations	89%	Direct business transactions	70%

4.4 Assessment of professional qualifications/competence of visitors to the stand



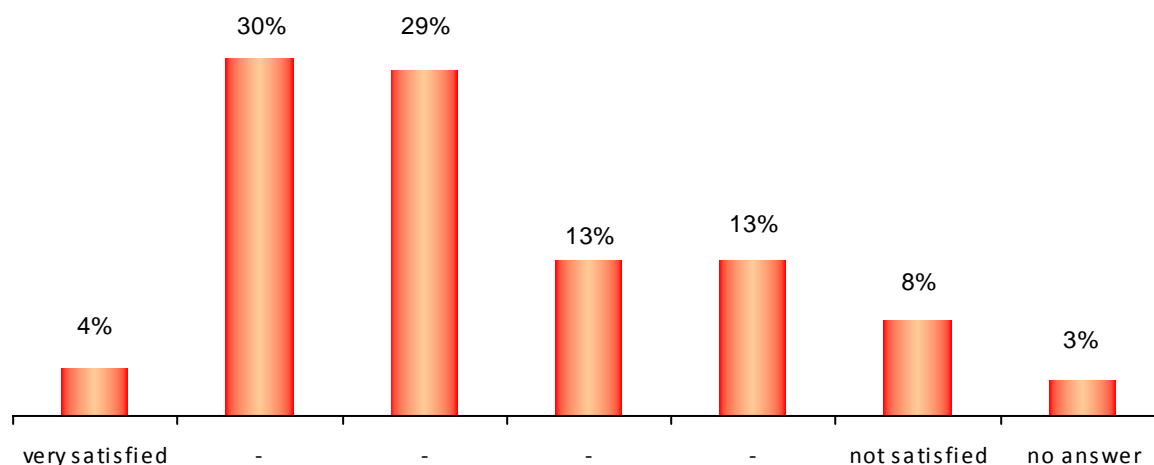
4.5 Satisfied with organization and service

92% of the exhibitors were satisfied with the organization and service.

4.6 Field of the industry branch (multiple answers)

Chemicals	70%	Building materials manufacturers	23%
Machinery and plant engineering	56%	Energy	12%
Pharmaceuticals	43%	Quarrying and earthworks	11%
Mining industry	36%	Cosmetics manufacturers	9%
Food and feed manufacturers	32%	Recycling/environmental plant manufacturers	8%
Glass, ceramic and mineral products manufacturers	31%	Paper and wood pulp manufacturers	6%
Plastic and rubber manufacturers	30%		

4.7 Rate the number of visitors attending the exhibition



4.8 Target group accuracy

87% of the exhibitors were able to reach their most import target groups during IPB 2011.

4.9 New business relations

51% of the exhibitors established new business relations during the exhibition.

4.10 Follow-up business

95% of the exhibitors expected noticeable follow-up business due to contacts made during the exhibition.

4.11 Opinion of the present economic situation

(At the time of exhibition in September 2011)

Strong upward trend	48%	Slight downward trend	2%
Slight upward trend	9%	Distinct downward trend	0%
Steady	41%	No answer	0%
			100%

4.12 Overall success

90% of the exhibitors expressed that IPB 2011 successfully helped their business development.

5. Media promotion

5.1 Magazines

Coatings and Ink China	International Pharmaceutical News for China
Process-Chemical	Materials Review
China Industrial Reporter	Electronic Components & Materials
China Non-Metallic Minerals Industry Herald	China Chemical News
Nanoscience & Technology	Chinese Journal of Pharmaceuticls
Chemical Business Information	China Powder Industry
China Powder	China Pigments
Process Equipment & Piping	Asia Environmental Protection
Battery Technology	China Non-metallic Minerals Information Network
Inorganic Chemicals Industry	Industrial Powder Processing
Chemical Products and Technology	Vibrating Machinery

5.2 Websites

www.bulk-online.com	www.process-chinese.com
www.wjygy.com.cn	www.industrysourcing.com
www.mat-rev.com	www.chinadry.net
www.cnpowder.com.cn	www.chinapowder.org
www.chinamortar.ne	www.pigmentinfo.com
www.topmixer.com	www.pharmadl.com
www.epumpnet.com	www.chinasre.com
www.chinanmm.com	www.xx351.com
www.chinaaseantrade.com	www.cnelecom.net
www.chemnews.com.cn	www.cmasteq.com
www.findzd.com	www.5117.com
www.chemol.com.cn	www.qrx.cn
www.asia-ep.net/index.html	www.cnma.com.cn
www.pmbiz.com.cn	www.chinape.net
www.cn-powdertech.com	www.chemm.cn
www.lipowernet.com	www.365powernet.com
www.chinanano.cn	www.hgscjys.com

6. Supporting programs

6.1 Japanese Day-Advanced Technology Workshop

Time	Topic	Speaker
09:30-10:00	The Functions and Applications of Advanced Laser Scattering Particle Distribution Analyzer	Horiba Trading (Shanghai) Co., Ltd. Zhou Yanmin
10:00-10:30	Polyurethane Technology and Product	Unics Co., Ltd. Naemura Akio
10:30-11:00	Valves and Flexible Joints for Powder and Granule	Mitsumi Technical Industry Co., Ltd. Hama Yoshiyasu, Technical Supervision
11:00-11:30	Advanced Technology for Secondary Battery Material	Hosokawa Micron Corporation Yuan Tianlei
11:30-12:00	Level Sensor For Solids	Towa Seiden Industrial Co., Ltd. JUN KUNIEDA, Sales Department
13:30-14:00	Vibrating Drier & Vibration Mill More Than 90% Share in Japanese Market	Chuo Kakigki Co., Ltd. Xiao Honghai
14:00-14:30	Introduction of Powder Products by Shiraishi Calcium SHANGHAI	Shiraishi Calcium Kaisha, Ltd. Wang Jiong, Sales Manager, Shiraishi Calcium (Shanghai) International Trade Co., Ltd.
14:30-15:00	SATO'S SYSTEM VIBRO and ULTRASONIC Separator	Hiroshi AKANUMA Koei Sangyo Co., Ltd.

6.2 Technical Seminar

Topic: Industrial Dust Explosion Risk Management

Presented by: BS&B Safety Systems Asia Pacific Pte. Ltd.

Topic: 1. Advanced Technology for Secondary Battery Material
2. New Product: Powder Tester

Presented by: Hosokawa Micron (Shanghai) Co., Ltd.

6.3 INDEX SAFETY SYMPOSIUM

Time	Title of presentation	Speaker
10:00 - 10:20	Welcome and Introduction to INDEX News and Activities /// Ignition Sources	Stefan Penno INDEX, Germany
10:20 - 10:50	Richard Siwek Phenomena of Gas solvent Vapors and Dust Explosions	Richard Siwek FireEx Consultant Ltd., Switzerland
10:50 - 11:20	Legislation in Europe: How to comply with ATEX regulations /// New Standards on EN and VDI level	Richard Siwek FireEx Consultant Ltd., Switzerland
11:20 - 11:45	Preventive Explosion Protection - Video Session INDEX, Germany	Stefan Penno / Richard Siwek INDEX, Germany
11:45 - 12:30	Explosion Suppression as an pro-active Protection Solution	Randy Davis Kidde Fenwal, USA
13:30 - 14:15	Explosion Isolation - Different Means and Measures to decouple interconnected Equipment	Vincent Großkopf THORWESTEN VENT, Germany
14:15 - 15:00	Detection and Extinguishing of Sparks: Technology and Application Examples	Ralf Schäckel GreCon, China
15:00 - 15:45	Explosion Mitigation - Safe relief of Pressure and Flame in Practice	Stefan Penno REMBE, Germany
16:00 - 16:30	Dust Explosion Incidents: Their causes, effects and prevention	Richard Siwek FireEx Consultant Ltd., Switzerland
16:30 - 17:00	Safe Handling of combustibile Dust (Video Session in Chinese Language)	Stefan Penno / Richard Siwek INDEX, Germany
17:00	Final Q&A /// Closing of the Event INDEX	Stefan Penno INDEX, Germany