



CHINA SOURCING 2005

MESSEKATALOG SHOW CATALOGUE

12. - 14. September 2005
Exhibition Centre Düsseldorf
www.china-sourcing.de

Veranstalter und Herausgeber
Organizer and Publisher



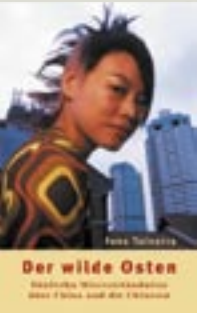


NEU – Zukunftsmarkt Indien

„Was wissen wir eigentlich über Indien?“ Viel zu selten wird diese Frage in den Führungsetagen deutscher Unternehmen gestellt. Dabei könnte die intensive Befassung mit einer der am schnellsten wachsenden Volkswirtschaften der Welt den bislang vorherrschenden kritischen Blick korrigieren. Zu einer neuen und im positiven Sinn realistischen Bewertung von Potenzialen und Chancen am indischen Markt wollen Johannes Wamser und Peter Sürken mit der vorliegenden Studie beitragen. Das Managementhandbuch Indien betrachtet „harte“ und „weiche“ Faktoren für ein wirtschaftliches Engagement im Subkontinentalstaat. Die Autoren erläutern die Rahmenbedingungen für Beschaffung, Absatz und Investition. Sie stellen die unterschiedlichen Wirtschaftsregionen des Landes vor und werten im Praxisteil intensiv die Erfahrungen aus, die deutsche Unternehmen beim Markteintritt in Indien gemacht haben.

Johannes Wamser/Peter Sürken: Wirtschaftspartner Indien. Ein Managementhandbuch

240 Seiten, 39,00 Euro zzgl. Versandkosten



2. Auflage – China ist und bleibt anders

– und zwar immer wieder und vor allem anders, als man in manchen Chefetagen im Westen denkt: Den von ihm hautnah erlebten „Zusammenprall der Wirtschaftskulturen“ beschreibt der niederländische China-Korrespondent Fons Tuinstra stets ironisch und geistreich – und mit einer schier unerschöpflichen Zahl von Beobachtungen. Ein Muss für gestresste China-Manager.

Fons Tuinstra: Der wilde Osten – Fünfzehn Missverständnisse über China und die Chinesen

268 Seiten, 19,80 Euro zzgl. Versandkosten



Messen in Osteuropa

Wie Messen den unternehmerischen Erfolg unterstützen können, diskutiert das neue Messebuch sehr praktisch und anschaulich. In zahlreichen Länderberichten werden die wichtigen Messestandorte und -veranstaltungen in Zentraleuropa und Russland vorgestellt. Checklisten, Fallstudien und Praxistipps erklären, wie der Messeauftritt oder -besuch effizient geplant und durchgeführt werden kann.

Exhibition Market Central and Eastern Europe 2005/2006

Erschienen in Kooperation mit dem AUMA, 280 Seiten, deutsch/englisch, 34,80 Euro zzgl. Versandkosten



Partnerland Russland: Katalog und CD

Die HANNOVER MESSE 2005 war die historisch bislang größte russische Industrieschau, die außerhalb des Landes stattfand. Der Katalog zur Veranstaltung enthält Informationen zu Unternehmen, Produkten und Management von 180 Top-Unternehmen. Die CD-ROM enthält die Vorträge und Präsentationen des hochrangig besetzten Russland-Events auf der größten Industriemesse der Welt.

Katalog Partnerland Russland plus CD-ROM

96 Seiten, deutsch/englisch
25,00 Euro zzgl. Versandkosten



NEU – Boom am Bosphorus

Die Türkei boomt. Hohe Wachstumsraten und ein dynamisches Unternehmertum prägen das Bild. Die monatlich erscheinende Wirtschaftszeitung Türkei-Kurier, die seit 1987 erscheint, berichtet über aktuelle Entwicklungen in der Wirtschaft des Landes. Zur IAA und Hannover Messe 2006 erscheinen Magazin-Beilagen zu Beschaffung und Produktion in der Türkei.

TÜRKEI-KURIER, monatliche Wirtschaftszeitung, deutsch/türkisch

Jahresabonnement: 50,00 Euro



Neue Märkte im Orient

zenithbusiness ist ein neues Wirtschaftsmagazin für Nordafrika und den Nahen Osten. Es untersucht, welche Marktchancen sich in der Region ergeben: bei den Infrastrukturprojekten am Golf ebenso wie durch die zunehmende Integration der Volkswirtschaften in die Weltwirtschaft, Kultur als Wirtschaftsfaktor findet besondere redaktionelle Beachtung.

zenithbusiness

erscheint 6 x jährlich

Testabonnement ab 16,00 Euro



Kostensenkung in Fernost

Die Nutzung von Kostenvorteilen durch Beschaffung, Auslagerung und eigene Fertigung im Ausland verlangt eine strategische Präsenz auf den wichtigen Beschaffungsmärkten. sourcing asia fokussiert den Beschaffungsmarkt mit den größten Potenzialen für Kostensenkung und Wachstum. Der Newsletter erscheint in Kooperation mit dem Bundesverband Materialwirtschaft und Einkauf (BME).

sourcing asia

24 - 32 Seiten, monatlicher Newsletter

Jahresabonnement ab 148,00 Euro, zzgl. MwSt.



Messe Düsseldorf
12. - 14.09.2005

VERANSTALTER & HERAUSGEBER
ORGANIZER & PUBLISHER



Reed Exhibitions Deutschland GmbH

Völklinger Str. 4
40219 Düsseldorf
Germany
F
www.reedexpo.de



CCCME – China Chamber of Commerce
For Import and Export of Machinery and
Electronic Products

9th floor, Building 12
Panjiayuan Nanli
Chaoyang District
Beijing 100021
China
www.cccme.org.cn

IMPRESSUM /IMPRINT

Herausgeber Publisher
Reed Exhibitions Deutschland GmbH
Völklinger Str. 4
40219 Düsseldorf
Germany
www.reedexpo.de

Editors
local global GmbH
Marienstr. 5
70178 Stuttgart
Germany
www.localglobal.de
info@localglobal.de
Fon: +49 (0)711 - 22 55 88 0
Fax: +49 (0)711 - 22 55 88 11

Druck Printing
Das Druckhaus Beineke Dickmanns GmbH
Novesiastr. 27
41564 Kaarst-Büttgen
www.das-druckhaus.de
info@das-druckhaus.de
Fon: +49 (0)2131 - 94170
Fax: +49 (0)2131 – 409241

Trotz sorgfältiger Bearbeitung aller termingerecht eingegangener Unterlagen können der Herausgeber und der Verlag keine Gewähr für vollständige und richtige Eintragungen übernehmen; Änderungen müssen vorbehalten bleiben. Auftraggeber, auch von Anzeigen, haben selbst bei ganz oder teilweise unleserlichem, unrichtigem oder unvollständigem Abdruck sowie bei irrtümlichem Nichterscheinen keinen Anspruch auf Schadensersatz, der über den Rechnungsbetrag bei Eintragung oder der Anzeige hinausgeht. Erfüllungsort und Gerichtsstand ist Düsseldorf.

Grußworte Welcome

Joachim Erwin	04
Qin Hongliang	05
Zhang Jiannan	06
Hans-Joachim Erbel / Britta Wirtz	07

Sourcing in China

Beschaffung in China	08
Procurement in China	
China – Lieferant der Welt	10
China – Supplier to the World	
Strategien für den Einkauf	12
Strategies for Sourcing	
Zoll und Steuern im China-Geschäft	16
Customs and Taxes in the China Business	
China goes Düsseldorf	18
China goes Duesseldorf	

Messeinformation A-Z / General Information A-Z

Programm Forum / Forum Programme	21
Schwerpunkte / Sectors	28
Anfahrt / Travel Information	29
Information A-Z	30
Partner	32
Restaurants	33

Austeller A-Z / Exhibitors A-Z

Promotoren / Promoters	36
Medienpartner / Media Partners	37
Hallenplan mit Ausstellerliste / Hall Plan with the List of Exhibitors	38
Ausstellerprofile A-Z / Exhibitor Profiles A-Z	42
Aussteller nach Produktgruppen / Exhibitor by Products	86



JOACHIM ERWIN

OBERBÜRGERMEISTER DER LANDESHAUPTSTADT DÜSSELDORF
LORD MAYOR OF DÜSSELDORF

„China goes DUS“ - die erfolgreiche Initiative der Landeshauptstadt Düsseldorf wird durch die „CHINA SOURCING“ 2005, die in diesem Jahr zum ersten Mal auf dem Gelände der Messe Düsseldorf stattfindet, zusätzlich mit viel Leben gefüllt. Rund 200 Aussteller aus China präsentieren ihre Unternehmen, Waren und Services. Die Messe bietet für die deutschen und europäischen Besucher eine einmalige Gelegenheit, mit potenziellen Geschäftspartnern in Kontakt und ins Gespräch zu kommen. Das ist wichtig, denn gerade bei der Kooperation mit Chinesen stehen persönliche Beziehungen am Anfang erfolgreicher Geschäftsbeziehungen. Düsseldorf ist als Standort für diese Messe gut gewählt. Unsere Stadt liegt im Herzen der dynamischen und erfolgreichen Wirtschaftsregion Rhein-Ruhr. Von hier aus werden nicht nur gute Geschäfte in Europa gemacht, sondern in der ganzen Welt. Der Flughafen Düsseldorf bedient weltweit über 120 Destinationen und die Messe Düsseldorf ist mit mehr als 20 weltweit führenden Leitmessen jedes Jahr eine optimale Plattform für das internationale Geschäft Tausender von Unternehmen aus aller Welt. Nicht zuletzt die internationale Atmosphäre der Landeshauptstadt hat nach dem Motto „Business meets Lifestyle“ bereits jetzt mehr als 5.000 internationale Unternehmen angezogen, von hier aus ihre Geschäfte zu machen. Mehr und mehr chinesische Unternehmen nutzen jetzt diese Standortvorteile und machen unsere Stadt zu einem Zentrum des europäisch-chinesischen Handels. Allein in diesem Jahr konnten wir zwei neue China-Zentren in Düsseldorf willkommen heißen. Mit individuellem - und muttersprachlichem - Service arbeiten wir daran, dass diesen erfolgreichen Projekten weitere folgen.

China ist weltweit einer der führenden Wirtschaftspartner geworden - und die Möglichkeiten, gerade für den deutschen und europäischen Mittelstand - sind noch nicht erschöpft.

Ich freue mich, dass die „CHINA SOURCING“ in Düsseldorf dazu beiträgt, Firmen aus Europa und China zusammenzubringen. Suchen Sie dann mit Ihrem neuen chinesischen bzw. europäischen Partner einen Standort für Ihr neues Business, sollte Düsseldorf die erste Wahl sein; denn wir unterstützen Sie mit einem eigens eingerichteten China-Kompetenzzentrum dabei, von hier aus weltweit erfolgreich zu sein.

„China goes DUS“ - the successful initiative of the provincial capital of Düsseldorf is being filled with even more life by the „CHINA SOURCING“ 2005 fair, which is being held at the Düsseldorf Exhibition Centre for the first time this year. Around 200 exhibitors from China are presenting their companies, goods and services. This fair gives German and European visitors a unique opportunity to contact and meet with potential business partners. This is significant, because personal relationships are extremely important at the beginning of business relationships with the Chinese.

Düsseldorf is a good choice of location for this fair. Our city is at the heart of the dynamic and successful Rhein-Ruhr economic region. From here, good business is done not only in Europe but throughout the world. Düsseldorf airport serves more than 120 global destinations, and the Düsseldorf Fair is one of the 20 leading fairs held around the world every year, providing an optimum platform for the international business of thousands of companies from all over the world. Not least the international atmosphere of the provincial capital under the motto „Business meets Lifestyle“ has already attracted more than 5,000 international companies who operate from here. More and more Chinese companies are now exploiting the advantages of our location and making our city into a centre of European-Chinese trade. This year alone we have already been able to welcome two new China centres in Düsseldorf. By providing tailor-made services in the partners' native tongue we are working on the establishment of further projects following these already successful ones.

Worldwide, China has become one of the leading economic partners and the possibilities this development provides – for medium-sized companies in Germany and Europe in particular – have not yet been exhausted. I am very pleased that the „CHINA SOURCING“ fair in Düsseldorf is helping to bring companies from Europe and China together. If you are looking for a location for your new business with your new Chinese or European partner, make Düsseldorf your first choice, because our specially initiated China competence centre can provide the support you need to achieve global success operating from here.



QIN HONGLIANG

GESANDTER BOTSCHAFTSRAT DER BOTSCHAFT DER VOLKSREPUBLIK CHINA IN DER BUNDESREPUBLIK DEUTSCHLAND
ENVOY – EMBASSY OFFICIAL OF THE EMBASSY OF THE PEOPLE'S REPUBLIC OF CHINA IN THE FEDERAL REPUBLIC OF GERMANY

Sehr geehrte Damen und Herren,

nicht nur bei dem Kapital- und Warenverkehr, sondern auch bei der Messeindustrie ist Globalisierung eine unaufhaltsame Tendenz. Als Vertreter des weltweit erfolgreichsten Messestaates werden deutsche Messengesellschaften im Jahr 2005 in China 47 Eigenveranstaltungen durchführen. Heute hat der chinesische Organisator CCCME in der Zusammenarbeit mit der international führenden Messengesellschaft Reed Exhibitions Deutschland GmbH seinen ersten Schritt zur Eigenveranstaltung in Deutschland getan. CHINA SOURCING ist eine Kombination von chinesischen preiswerten Produkten und europäischen modernen Messedienstleistungen. Sie bringt den europäischen Einkäufern die Chance, zu Hause verlässliche chinesische Handelspartner kennen zu lernen. Für die chinesischen Aussteller öffnet CHINA SOURCING eine neue Tür zur weiteren Entwicklung. Hierbei möchte ich mich herzlich bedanken bei der Regierung des Landes Nordrhein-Westfalen und der Stadt Düsseldorf, deren Unterstützung für die erstmals veranstaltete Messe CHINA SOURCING eine besondere Bedeutung hat.

Ich gratuliere CHINA SOURCING 2005 zur feierlichen Eröffnung und wünsche CHINA SOURCING eine glänzende Zukunft!

Ladies and Gentlemen,

Globalisation is not only an unstoppable trend in capital transactions and goods trade, but also with the trade-fair industry. German trade-fair companies will hold 47 own events in China in 2005 as representatives of the world's most successful trade-fair state. Today the Chinese organiser CCCME, in collaboration with the internationally leading trade-fair organiser Reed Exhibitions Deutschland GmbH, has taken the first step to holding its own event in Germany. CHINA SOURCING is a combination of inexpensive Chinese products and modern European trade-fair services. It gives the European buyers the opportunity of getting to know reliable Chinese trading partners here at home. CHINA SOURCING also offers Chinese exhibitors a new door to further development.

I would like to take this opportunity to express my sincere thanks to the government of the state of North Rhine-Westphalia and the city of Düsseldorf, whose support has a particular significance for this very first CHINA SOURCING.

I congratulate CHINA SOURCING 2005 on its formal opening and wish it a brilliant future!



ZHANG JIANNAN

VIZE-PRÄSIDENT CCCME
VICE-PRESIDENT OF CCCME

Es ist mir eine große Ehre, Sie alle im Namen der CCCME bei Ihrem Besuch der CHINA SOURCING begrüßen zu dürfen, die gemeinsam von CCCME und Reed Exhibitions Deutschland GmbH veranstaltet wird.

An der Messe nehmen rund 200 Aussteller aus verschiedenen Regionen Chinas teil, darunter zahlreiche renommierte chinesische Unternehmen wie Midea, Kowwah, Minfeng, Le's, Smal, Fuda, Fujia, Superhuman, Aoleishi, Zongshen und Lifan. Insgesamt werden über 12.000 Ausstellungsstücke, u.a. in den Bereichen Haushaltsgeräte, Heimwerker-, Garten- und Freizeitbedarf, Fahrzeugteile sowie Sanitärausstattung vorgestellt.

In den letzten Jahren hat sich Chinas Außenhandel mit rasantem Tempo entwickelt. Nach der Statistik der chinesischen Zollverwaltung beläuft sich der Wert der exportierten chinesischen Maschinen und Elektronikprodukte auf über 187 Mrd. USD bei einer Wachstumsrate von 33%. Dem stehen Importe der genannten Produkte im Wert von 154,54 Mrd. USD bei einem Wachstum von 10,3% gegenüber. Der erstaunliche Anstieg des Außenhandelswerts belegt zum einen Chinas Vertrauen in den Weltmarkt und zum anderen den Bedarf des Weltmarkts nach chinesischen Produkten.

Bei den Ausstellern der CHINA SOURCING handelt es sich um chinesische Unternehmen, die den Großteil ihrer Produkte auf dem Weltmarkt absetzen und internationales Renommee genießen. Wir haben die Aussteller nach strengen Kriterien ausgewählt und präsentieren im Rahmen der Leistungsschau einige national wie international bekannte Markenprodukte. Für chinesische Hersteller wird diese Messe als Plattform zur Integration in den

Weltmarkt dienen, für internationale Käufer wird sie ein Schaufenster zum besseren Verständnis chinesischer Produkte sein.

Ich wünsche der CHINA SOURCING viel Erfolg!

On behalf of CCCME, I am very honored to welcome you all to visit CHINA SOURCING, which is co-organized by CCCME and Reed Exhibitions Deutschland GmbH.

Around 200 exhibitors take part in this show from different parts of China, including many reputable Chinese companies such as Midea, Kowwah, Minfeng, Le's, Smal, Fuda, Fujia, Superhuman, Aoleishi, Zongshen, Lifan. They brought over 12.000 types of exhibits, including household electric appliances, hardware, auto parts and bathroom fittings.

In recent years, China's foreign trade has been developing rapidly. According to the statistics of China Custom, the export value of Chinese machinery and electronic products is over 187 billion U.S. dollars, increasing by 33%, while the import value of the above products is 154.54 billion, with a growth rate of 10.3%. The remarkable growth of the foreign trade value shows that China relies on the world market and the world market also needs Chinese products.

The exhibitors of CHINA SOURCING are reliable manufacturers. Most of their products are sold to the world market and are popular among the international buyers. We have strictly selected the exhibitors and brought to the show some brand name products which are famous home and abroad. This show will be a platform for Chinese manufacturers to enter the European market, and an open window for the international buyers to have better understanding of Chinese products.

I believe that the success of CHINA SOURCING will promote the growth of trade between China, EU countries and the rest of the world.

I wish CHINA SOURCING a complete success



HANS-JOACHIM ERBEL

GESCHÄFTSFÜHRER REED EXHIBITIONS DEUTSCHLAND GMBH
MANAGING DIRECTOR OF REED EXHIBITIONS DEUTSCHLAND GMBH



BRITTA WIRTZ

DIREKTOR CHINA SOURCING
DIRECTOR OF CHINA SOURCING

Sehr geehrte Besucher und Aussteller der CHINA SOURCING, „Freunde, die aus der Ferne kommen, sind eine große Freude“, sagt Konfuzius. Die Freude, Sie hier in Düsseldorf begrüßen zu dürfen, ist besonders groß, denn zehn Jahre nach dem ersten Besuch eines chinesischen Staatsoberhauptes in der Bundesrepublik findet mit der CHINA SOURCING erstmals eine chinesische Leistungsschau in Deutschland statt. Groß ist die Freude auch deshalb, weil die CHINA SOURCING in der Landeshauptstadt Düsseldorf stattfindet, die sich zunehmend zur Brücke für den Austausch zwischen der VR China und der Bundesrepublik entwickelt. Zehn Jahre nach der schrittweisen wirtschaftspolitischen Öffnung und Annäherung, die im WTO-Beitritt der VR China mündete, ist die CHINA SOURCING zugleich ein Ausdruck der sich fundamental gewandelten Weltwirtschaft. Als vor inzwischen sieben Jahren die erste deutsche Leistungsschau, die KONSUGERMA, in Shanghai stattfand, war die VR China wirtschaftlich im Begriff zu erwachen. Heute ist die VR China die weltweit sechstgrößte Volkswirtschaft und nimmt als Exportnation Platz drei ein. Dessen ungeachtet gibt es zahlreiche Möglichkeiten zur weite-

ren Intensivierung der Außenhandelsbeziehungen. Die CHINA SOURCING wird ihren Beitrag dazu leisten, dass der Handel sowie die Einkaufs- und Produktionsverantwortlichen in Europa einen konzentrierten Einblick in das Leistungsvermögen chinesischer Anbieter kennen lernen.

Unser Dank dafür gilt an dieser Stelle unserem Partner, der CCCME, sowie den Institutionen in Deutschland, die entscheidend daran Anteil haben, dass die CHINA SOURCING in Düsseldorf stattfindet, namentlich der Landeshauptstadt Düsseldorf, der Wirtschaftsförderung der Landeshauptstadt sowie der Messe Düsseldorf.

Unseren Besuchern wünschen wir, dass sie den Erfolg, den sie auf der CHINA SOURCING 2005 suchen, in Form neuer Business-Kontakte auch finden werden.

To all CHINA SOURCING Visitors and Exhibitors „Friends who travel from afar are a delight to behold,“ said Confucius. And we are especially delighted to be able to welcome you here in Düsseldorf because for the first time since the first visit of a Chinese head of state to Germany ten years ago, a Chinese trade fair - the CHINA SOURCING - is being held in Germany. We are also delighted because the CHINA SOURCING is being held in the state capital of Düsseldorf, which is increasingly serving as a bridge for all kinds of exchanges between China and Germany. Ten years after China started gradually to open up its economic policy and develop its rapprochement to the West, a process which culminated eventually in its accession to the WTO, CHINA SOURCING is also an expression of how fundamentally the global economy has changed. When the first Germany trade fair, the KONSUGERMA, was held in Shanghai seven years ago, China was just arousing out of its economic slumber. Today China is the sixth largest economy in the world and is number three in the list of exporting countries.

Nevertheless there are still many more opportunities for further intensifying export relations. The CHINA SOURCING is designed to help giving European traders and purchasing and product managers a concentrated insight into the immense potential offered by Chinese providers.

At this point we would like to thank our partner, the CCCME, and the institutions in Germany which have been instrumental in staging the CHINA SOURCING here in Düsseldorf - including the City of Düsseldorf, the Department of Economic Development of the City of Düsseldorf and the Exhibition Centre Düsseldorf. And finally we would like to wish all our visitors every success in the form of prosperous new business contacts at CHINA SOURCING 2005.



BESCHAFFUNG IN CHINA PROCUREMENT IN CHINA

Autor **Author HANS GÄNG**

Die CHINA SOURCING ist mehr als eine Präsentation von Produkten „Made in China“. Die neue Veranstaltung bietet dem Fachbesucher einen generellen Zugang zum Beschaffungsmarkt China. Die Veranstaltung bietet Information, Kontakte und den Erfahrungsaustausch – die Grundlagen für die Erweiterung Ihres China-Engagements. Dazu trägt auch das Messeforum bei, das in Kooperation mit dem Medienpartner „Sourcing Asia“ durchgeführt wird. Die Ausstellung, die Experten im Forum und die Beiträge hier im Katalog liefern Hinweise zu folgenden zentralen Fragestellungen beim Einkauf in China:

CHINA SOURCING is more than just a presentation of products „Made in China“. This new event offers the business visitor general access to the supply market in China. The event offers information, contacts and the exchange of experiences – the basis for an extension of your commitment in China. The exhibition forum, organised in cooperation with the media partner „Sourcing Asia“, will be an integral part of the event. The exhibition, the experts in the forum and the contributions in this catalogue offer advice on the following crucial issues for buying in China:

BESCHAFFUNGSMARKT CHINA

Welche Rolle nimmt das Land in den internationalen Lieferströmen ein? Welche Perspektiven für Handel und Fertigung bietet die volkswirtschaftliche und industrielle Entwicklung des Landes?

STRATEGISCHE PLANUNG

Welche Rolle und welchen Umfang sollen Lieferanten aus China in ihrem Produktionsportfolio einnehmen? Welche Ziele und Fristen für die angestrebte Kostensenkung sind realistisch? Wie lassen sich Ihre internationalen Strategien absichern?

LIEFERANTENSELEKTION

Nach welchen Kriterien können Sie für Sie passenden Lieferanten aus einer Vielzahl von Anbietern filtern? Welcher Aufwand ist dafür erforderlich?

EINKAUFSORGANISATION UND –DIENSTLEISTER

Haben Sie genügend Landeskenntnisse und personelle Ressourcen, um einen aufwendigen Beschaffungsprozess in China zu realisieren?

LOKALISIERUNG

In welchen Regionen des riesigen Chinas finden Sie die für Ihre Beschaffungsaktivitäten geeigneten Lieferantennetzwerke, die über genügend industrielles Know-how und Qualität verfügen?

VORBEREITUNG UND VERHANDLUNG

Sind Sie die für die Aufnahme von Lieferbeziehungen in China und Verhandlungsführung mit chinesischen Partner ausreichend vorbereitet? Wie können Sie Ihre Ziele formulieren und durchsetzen?

VERTRAGSGESTALTUNG

Welche Absicherungsinstrumente müssen Sie in Ihre Kooperationsverträge mit chinesischen Partnern aufnehmen?

RECHTLICHE RAHMENBEDINGUNGEN

Wie verändern sich die gesetzlichen Bestimmungen für Ihre Beschaffungsaktivitäten in der Volksrepublik China?

LOGISTIK

Wie können Logistikdienstleistungen zur Kostensenkung beitragen?

QUALITÄTSSICHERUNG, ZERTIFIZIERUNG

Wie implementieren Sie die für die Qualitätssicherung Ihrer Produkte notwendigen Maßnahmen und gesetzlich vorgeschriebenen Normen?

ZOLL UND STEUERN:

Was sind die wesentlichen Zollbestimmungen und steuerrechtlichen Regelungen für die Beschaffung in China? Wo bestehen für Abnehmer und Lieferanten Optimierungsmöglichkeiten?

BUYING MARKET CHINA

What is the position of the country in the capacity international supply chain? Which opportunities does the country’s macroeconomic and industrial development offer business and industry?

STRATEGIC PLANNING:

Which role do Chinese suppliers play in your production portfolio, and to what extent? Which goals and which time spans are realistic for a desired cut in costs? How can you protect your international strategies?

SELECTION OF SUPPLIERS

What are the appropriate criteria for selecting the right supplier from a number of possible options? What amount of effort is required?

PROCUREMENT ORGANISATION AND SERVICE PROVIDERS

Do you have the sufficient human resources and know-how to realise a demanding purchasing process in China?

LOCALISATION

In which regions in China can you find the supplier networks you need for your purchasing activities, and which regions have the sufficient industrial know-how and quality?

PREPARATION AND NEGOTIATION

Are you well prepared for taking up business relations in China and for negotiating with Chinese partners? How can you determine and achieve your objectives?

EXPORTLAND CHINA AUF EINEN BLICK EXPORT COUNTRY CHINA AT A GLANCE

- > Sechstgrößte Volkswirtschaft
- > weltweit drittgrößte Handelsnation
- > Außenhandelsvolumen in Höhe von 1.154 Mrd USD
- > Platz 1 bei ausländischen Direktinvestitionen: 60,6 Mrd USD
- > Anstieg bei den Exporten nach Deutschland um 26,4 Prozent (Waren im Wert von 32,5 Mrd USD)

- > Sixth largest economy
- > Third largest trade nation
- > Foreign trade volume totals 1.154 billion USD
- > Number 1 with foreign direct investments: 60.6 billion USD
- > Increase of 26.4 percent in exports to Germany (goods worth 32.5 billion USD)

CONTRACT DESIGN

Which safeguarding instruments are necessary elements in cooperation contracts with Chinese partners?

REGULATORY FRAMEWORK

How will the legal situation change with regard to procurement activities in the People’s Republic of China?

LOGISTICS

How can logistic services contribute to the reduction of costs?

QUALITY ASSURANCE AND CERTIFICATION

How can measures needed for assuring the quality of your products and for complying with legally binding standards be implemented?

CUSTOMS AND TAXES

Which customs regulations and tax laws are relevant for procurement activities in China? Where are the opportunities for buyers and suppliers to optimise their business structures?



CHINA – LIEFERANT DER WELT

CHINA – SUPPLIER TO THE WORLD

Autor **Author STEFAN BRUNNER**

China entwickelt sich unaufhaltsam zum „Lieferanten der Welt“. 2004 ist die Volksrepublik endgültig auf den dritten Platz der größten Handelsnationen der Welt vorgerückt. Die Im- und Exporte haben nach Zahlen des Auswärtigen Amtes im vergangenen Jahr jeweils um mehr als 30 Prozent zugenommen, das Außenhandelsvolumen sei von gut 851 Mrd USD auf mehr als 1.154 Mrd USD angestiegen. Kein Wunder: China verzeichnet seit Jahren traumhafte Wachstumsraten, steht auf Platz sechs der größten Volkswirtschaften und auf Platz eins bei den ausländischen Direktinvestitionen. Ausländische Unternehmen investierten 2004 gegenüber dem Vorjahr nochmals deutlich zulegend, etwa 60,6 Mrd USD; die Volksrepublik war damit das weltweit attraktivste Zielland für Direktinvestitionen.

Die Handelsverbindungen zwischen Asien und Europa werden stetig enger. Im Jahr 2004 wurden nach Mitteilung des Statistischen Bundesamtes Waren im Wert von 32,5 Mrd EUR aus China nach Deutschland importiert. Dies ist ein Zuwachs von 26,4 Prozent gegenüber dem Vorjahr. Die wichtigsten Handelsgüter bei den chinesischen Exporten nach Deutschland waren Büromaschinen, Datenverarbeitungsgeräte und –einrichtungen mit 19,8 Prozent (6,4 Mrd EUR), Waren der Nachrichtentechnik, Fernseher, Radiogeräte und elektronische Bauteile mit 19,7 Prozent (6,4 Mrd EUR) sowie Geräte der Elektrizitätserzeugung und –verteilung mit 9,1 Prozent (drei Mrd EUR).

Eine aktuelle Studie der Managementberatung A.T. Kearney, Chicago, kommt zu dem Ergebnis, dass bis 2009 insgesamt 72 Prozent der untersuchten

Unternehmen Niedriglohnländer wie zum Beispiel China als Beschaffungsmarkt nutzen werden, gegenüber nur 30 Prozent im Jahre 1999. A.T. Kearney stellt fest, dass europäische Unternehmen dann mehr Güter aus China beziehen werden als aus irgendeinem anderen nicht-europäischen Land. „Führende europäische Unternehmen suchen aktiver denn je nach Einsparungen durch Beschaffungsaktivitäten in Niedriglohnländern. Wer zu lange wartet, die richtige Strategie und die erforderlichen Fähigkeiten zu entwickeln, riskiert es, den Zugang zu knappen Beschaffungsquellen und den qualifiziertesten Lieferanten zu verpassen“, sagt Manuel Backhaus, Vice President bei A.T. Kearney. Auch aus der Sicht einer vom Lehrstuhl Logistik der Technischen Universität (TU) Berlin durchgeführten Studie bekommt der asiatische Lieferantenmarkt einen höheren Stellenwert. Danach werden die befragten europäischen Unternehmen ihr Einkaufsvolumen in Fernost von heute zehn auf rund 15 Prozent im Jahr 2006 steigern.

China is well on its way to becoming the „Supplier to the World“ and can’t be stopped. In 2004, the People’s Republic had finally evolved to become the third largest trading nation in the world. According to the Federal Foreign Office, both exports and imports had risen by more than 30 percent the previous year, and the foreign trade volume had increased from some 851 billion USD to more than 1,154 billion USD. No wonder: China has enjoyed fantastic growth rates for years, is ranked sixth in size of the economy and first in foreign direct investments. Foreign enterprises have invested approx. 60.6 billion USD in 2004, another significant increase over the previous year, making the People’s Republic the most attractive country for direct investments worldwide.

The trade ties between Asia and Europe continue to grow stronger. The German Federal Foreign Office announced that in 2004 goods at 32.5 billion EUR were imported from China. This is a growth of 26.4 percent over the previous year. The most important Chinese trade goods exported to Germany were office machines, data processing devices and peripherals with a 19.8 percent share (6.4 billion EUR), communications engineering products, televisions, radios and electronic parts with 19.7 percent (6.4 billion EUR), and power generation and distribution devices with 9.1 percent (3 billion EUR).

A current survey by the Chicago management consulting firm A.T. Kearney concluded that until 2009 a total of 72 percent of the companies interviewed will use China as a supply market, compared with 30 percent in 1999.

A.T. Kearney established that European companies will have purchased more goods from China than from any other non-European country by then. “Leading European corporations are more actively than ever before seeking to save money on procurement activities in low labour cost countries. If a company fails to develop the right strategy and the required capabilities at the right time, it runs the risk of missing out on securing access to finite procurement sources and the most qualified suppliers,” says Manuel Backhaus, Vice President of A.T. Kearney. Another survey, conducted by the logistics faculty of the Technische Universität (TU) Berlin, allows for a higher significance of the Asian supply market. According to this survey, the European enterprises interviewed will increase their buying volume in the Far East from currently ten percent to approx. 15 percent in 2006.

Fremde Länder sind uns unbekannt.

Die Chinese Services Group ist das China-Kompetenzzentrum von Deloitte. Mit einem Team von deutschen und chinesischen Experten unterstützen wir zum einen europäische Unternehmen bei der Planung und Realisierung ihres China-Engagements; zum anderen vertrauen auch aufstrebende chinesische Firmen bei ihren Auslandsaktivitäten auf unsere internationalen Kompetenzen und weltweit einheitliche, hohe Qualitätsstandards. Durch das globale Netzwerk mit über 120.000 Mitarbeitern weltweit (davon über 3.000 in China) steht uns das Know-how von China-Experten in der ganzen Welt zur Verfügung.

成功伴您同行——德勤中国业务服务部

德勤是一个全球性专业服务机构，业务遍及全球一百五十多个国家和地区。德勤中国服务部是德勤的中国业务中心。我们拥有来自中国和欧洲的杰出专才，全力支持有意开拓海外市场的优秀中国企业，助其在德勤全球统一的高水平服务下获得良好发展。德国德勤特别在跨国赋税优化，税务筹划、申报和交涉，海关税统筹及优化方面有业内公认的专业优势。我们也帮助客户成立独资或合资公司并通过关联律师事务所提供法律咨询。

Kontakt: Büro Düsseldorf, Global Chinese Services Group, Continental Europe Coordination
Mathias Kessler, Tel +49 211 8772-2601, mkessler@deloitte.de

杜塞尔多夫分所, 全球中国服务部, 欧洲大陆总协调, 柯先生
Tel +49 211 8772-2601, mkessler@deloitte.de

Deloitte.

Wirtschaftsprüfung • Steuerberatung • Consulting • Corporate Finance •

Schwannstraße 6, 40476 Düsseldorf, Tel +49 211 8772-01, Fax +49 211 8772-277,
www.deloitte.com/de

© 2005 Deloitte & Touche GmbH



STRATEGIEN FÜR DEN EINKAUF

STRATEGIES FOR SOURCING

Autor **Author**
AXEL SCHMIDT, Roland Berger Consultants, Stuttgart

China ist unbestritten eine der günstigsten Einkaufsquellen der Welt. Trotz einiger Hürden nutzen bereits viele Unternehmen den Markt erfolgreich. Auch Mittelständler können ihren eigenen Weg in die Volksrepublik finden, wenn sie einen maßgeschneiderten und integrierten Beschaffungsansatz entwickeln. China boomt und bietet ausländischen Unternehmen attraktive Konditionen. Das gesamte Exportvolumen der Volksrepublik ist inzwischen auf mehr als 2,7 Mrd USD gestiegen. China dient jedoch nicht nur als verlängerte Werkbank: 130 multinationale Firmen unterhalten bereits Zentren für Forschung und Entwicklung (F&E) im Reich der Mitte. In arbeitsintensiven Branchen ist Chinas Wettbewerbsvorteil unbestritten, doch auch in kapitalintensiven Branchen holt das Land auf. In einigen Schlüsselindustrien wie Telekommunikation, Gebrauchsgüter, Kraftfahrzeuge und IT ist China bereits heute die Nummer eins auf dem Weltmarkt. Standardprodukte wie Spielzeug, Textilien, Schuhe und Uhren haben eine stabile Position erreicht. Aus China importierte Komponenten kosten amerikanische und europäische Unternehmen zwischen zehn und 50 Prozent weniger als vergleichbare Inlandsprodukte. Hochtechnologiegüter haben in den vergangenen Jahren deutlich zugelegt – bei Technologien wie Mobiltelefonen oder Bildschirmen steht China vor dem Sprung auf die nächst höhere Stufe. Der Kostenvorteil chinesischer Zulieferer gründet sich in erster Linie auf die niedrigen Lohnkosten. Aber auch die Kapitalkosten machen in China nur 25 bis 75 Prozent der

dafür in Deutschland anfallenden Kosten aus, unter anderem dank niedrigerer Grundstückspreise und steuerlicher Anreize. Schließlich sind auch Rohstoffe günstiger, vorausgesetzt sie können in China beschafft werden.

LOHNKOSTENGEFÄLLE ZWISCHEN KÜSTENREGION UND HINTERLAND

Auch künftig wird sich am Lohnkostenvorteil wenig ändern. Das starke Lohngefälle zwischen Küstenregionen und Hinterland bietet ausreichenden Spielraum, um Forderungen nach mehr Lohn entgegenzuwirken. Wer den Beschaffungsmarkt China nutzen will, muss allerdings fünf Hürden nehmen:

- > Fremdes kulturelles, wirtschaftliches und rechtliches Umfeld
- > Fehlende Markttransparenz
- > Ungewohnte Verhandlungsstrategien
- > Unterentwickelte Logistikinfrastruktur
- > Widerstände im eigenen Unternehmen

China is undoubtedly one of the most rewarding places for buyers in the world. In spite of some obstacles, many companies are already successfully exploiting the market. Even SMEs can find their own way into the People's Republic if they develop a customised and integrated sourcing approach. China is booming and offers attractive conditions to foreign companies. Recently, the total export volume of China has risen to more than 2.7 Billion USD. China, though, is more than just an elongated work bench: 130 multinational companies have their own research & development (R&D) facilities in China. China has an untested advantage in labour-intensive industries, but is catching up in capital-intensive industries. In some key industries, such as telecommunications, consumer goods, motor vehicles and IT, China is already the number one in the world. Standard products like toys, textiles, shoes and watches have reached a stable position. Components for American and European companies are between ten and fifty percent cheaper than comparable domestic products, when imported from China (see illustration). High-tech goods have increased significantly in volume

in recent years – China is about to climb up to the next level with mobile telephones or computer monitors. The cost advantage of Chinese suppliers is primarily based on lower labour costs. But also the cost of capital in China is only 25 to 75 percent of the equivalent costs in Germany which is partly due to lower property prices and fiscal incentives. And finally, raw materials are cheaper, too, provided they can be purchased in China.

GAP IN LABOUR COSTS BETWEEN THE COASTAL REGION AND THE HINTERLAND

The advantage in labour costs will not be challenged much in the future. The huge gap between the coastal regions and the hinterland offers a lot of leeway to counter demands for higher wages. But whoever wants to use China as a sourcing market, must overcome five obstacles:

- Alien cultural, economic and regulatory environment
- No market transparency
- Unfamiliar negotiation strategies
- Underdeveloped logistic infrastructure
- Resistance within their own company

EINSPARPOTENZIALE BEI KOMPONENTEN SAVING POTENTIAL FOR COMPONENTS

Komponenten Components	Einsparpotential* Saving Rates*
1 Kondensatoren Capacitors	15% - 35%
2 Dioden Diodes	20% - 35%
3 Stecker Plugs	30% - 50%
4 Flachbaugruppen Flat modules	20% - 35%
5 Kabel Cables	15% - 30%
6 Kunststoff-Spitzgussteile Die-cast plastic parts	15% - 35%
7 Umformteile Forming Parts	18% - 42%
8 Hoch präzise bearbeitete Eisengussteile High-precision cast iron parts	18% - 28%
9 Hoch präzise bearbeitete Aluminiumgussteile High-precision cast aluminium parts	10% - 24%

* Typische Einsparquoten für den Export in die USA und nach Europa („landed costs“)
* Typical saving rates for the export to the U.S. and to Europe („landed costs“)

„Für den Neueinstieg in der Volksrepublik China hat sich bewährt, zunächst einen Probelauf mit ausgewählten, unkritischen Artikeln zu starten.“

“If starting from scratch in the People's Republic of China, it has become a proven measure to do a test run first with select, uncritical products.”

Trotz dieser Einwände führt heute kein Weg an der Einkaufsoption China vorbei. Für Unternehmen kommt es daher darauf an, die richtige Strategie zu finden. Je nachdem, welches Ziel ein Unternehmen verfolgt, bieten sich folgende drei Varianten an.

ZULIEFERER NACH CHINA:

Für Unternehmen, die nur ihre Beschaffung optimieren wollen, ist dies die einfachste Option. Der Zulieferer, nicht das Unternehmen, muss sich um die chinesischen Besonderheiten und die verlängerte Lieferkette kümmern. Der Nachteil: Nicht das Unternehmen, sondern der Zulieferer sammelt wertvolles Know-how und verwirklicht die vollen Einsparpotenziale. Unternehmen wie GM, Ford und Caterpillar nutzen dieses Modell. Für Zulieferer in Deutschland selbst bedeutet dies: Schneller als geplant können sie vor die Wahl gestellt werden, nach China zu gehen oder einen Auftraggeber zu verlieren.

CHINA SOURCING:

Alternativ kann das Unternehmen selbst (neue) Lieferanten in China suchen, welche die benötigten Produkte fertigen und zu den Bedarfsorten versenden. Gegenüber der ersten Option können Unternehmen größeren Druck auf bestehende Lieferanten ausüben und einen höheren Anteil der Kostenvorteile für sich behalten. Zudem gewinnt das Unternehmen Know-how über den Beschaffungsmarkt China und kann es für weitere Aktivitäten nutzen. Diese Option stellt allerdings auch höhere Anforderungen an die Einkaufsabteilung, die sich vor Ort mit dem chinesischen Beschaffungsmarkt auseinandersetzen muss.



MANUFACTURING FOOTPRINT:

Bei dieser Option baut das Unternehmen eine eigene Produktionsstätte in China auf und gewinnt gleichzeitig profunden Einblick in den chinesischen Markt. Diese Option ist allerdings mit hohem Kapitalbedarf verbunden. Zudem bleibt das Risiko, dass lokale Anbieter nach wie vor günstiger produzieren. Unternehmen können eine Option oder auch eine Mischform wählen – entscheidend ist, einen integrierten Beschaffungsansatz zu verfolgen. Das bedeutet: Die Beschaffungsstrategie für China steht nicht isoliert, sondern leitet sich aus der Strategie ab, die das Unternehmen generell und speziell für China verfolgt. Soll China beispielsweise auch als Absatzmarkt erschlossen werden, rückt Option drei deutlich stärker in den Fokus. Staatsbetriebe, Privatunternehmen und Joint Ventures unterscheiden sich beträchtlich in Managementfähigkeiten, Effizienz, Qualität und Kosten. Eine sorgfältige Auswahl möglicher Zulieferer ist daher unumgänglich und sollte nicht ohne die Hilfe lokaler Experten erfolgen. Zu klären ist in erster Linie, ob der Einkauf von Deutschland aus erfolgt oder ein Beschaffungsbüro in China eröffnet wird.

Ab 2006 steigende Gehälter vor allem für Führungskräfte

Für den Neueinstieg in der Volksrepublik China hat es sich bewährt, zunächst einen Probelauf mit ausgewählten, unkritischen Artikeln zu starten, einen kleinen Vortrupp vor Ort aufzubauen und erste Erfahrungen zu sammeln. Sobald Logistik, Informationsaustausch und Finanzmanagement problemlos laufen, werden Beschaffungsprogramm und -volumen schrittweise ausgeweitet. In der letzten Stufe legt das Unternehmen für jedes Produkt eine differenzierte Beschaffungsstrategie fest, um das volle Potenzial auszuschöpfen. Qualifiziertes Personal für Büros vor Ort zu finden und zu halten, wird in China schwieriger. Da die Fluktuation besonders in den Beschaffungsbüros nach zwei Jahren zunimmt, werden für die Jahre zwischen 2006 und 2008 steigende Gehälter vor allem für Führungskräfte erwartet. Allerdings werden auch entsprechende Kompetenzen auf-

gebaut: Bestellung und Logistik werden voraussichtlich als nächstes von chinesischen Vor-Ort-Partnern übernommen werden können.

Objections notwithstanding, today there is no way to ignore China as a source country. Therefore it is important for any company to find the appropriate strategy. Depending on the company's goals, there is a choice between three different options:

SUPPLIERS TO CHINA:

This is the easiest option for companies that simply want to optimize their sourcing process. The supplier will have to take care of all the Chinese particularities and the elongated delivery chain, not the company itself. The downside: Not the company but the supplier is in the position to gather valuable know-how und get the full benefit of the savings. Corporations such as GM, Ford, and Caterpillar are using this model. For suppliers in Germany this means: They might have to face the option of going to China very soon or losing a client.

DIRECT SOURCING IN CHINA:

Alternatively, the company itself could go to China and search for (new) suppliers which manufacture the required products and ship them out. In comparison with the first option, companies can apply more pressure on existing suppliers and keep more of the savings for themselves. In addition, the company gains know-how on the Chinese sourcing market and is able to use this knowledge for further activities. This option is definitely the one that makes higher demands on the purchasing department, as they have to deal with the Chinese sourcing market on location in China.

MANUFACTURING FOOTPRINT:

This option incorporates setting up one's own manufacturing location in China which will provide very comprehensive insights in the Chinese market. In contrast, it is connected with a very high demand for capital. There is also the risk, that local manufacturers are still cheaper. Companies can choose an option or combine several options – in any case it is crucial to have an integrated approach to sourcing. This means: Any sourcing strategy

for China can not be an isolated item but is derived from the general strategy and from the particular strategy for China. If China is to be developed as a sales market as well, option three could make much more sense than in other cases.

Public enterprises, privately-owned enterprises and joint ventures are substantially different in respect to management capabilities, efficiencies, quality and costs. It is therefore absolutely vital to carefully choose the potential suppliers which can best be done with the help of local experts. Predominantly it needs to be clear if the sourcing is to be directed from Germany or from a newly created sourcing office in China.

RIISING SALARIES MAINLY FOR MANAGEMENT FROM 2006

If starting from scratch in the People's Republic of China, it has become a proven measure to do a test run first with select, uncritical products, send a van-

guard to China and gather some initial experience. As soon as logistics, exchange of information and financial management are running smooth, the sourcing range and volume are extended step by step. In the final stage the company determines a specific sourcing strategy for each product to exploit the full potential. Finding and retaining qualified personnel for any offices in China is becoming more difficult. As the fluctuation rates increases after two years, especially in sourcing offices, rising salaries are expected for the years between 2006 and 2008, mainly for management staff. On the other hand, competences are built up as well: Ordering and logistic processes will probably be taken over by Chinese partners on location as a next step.

Außenwirtschaft

China News Report

Ihr Informationsdienst für Handel und Wirtschaft auf Beratungsniveau!

Der China News Report bietet Ihnen kurz und knapp die aktuellen Rechtsgrundlagen für Investment, Vertrieb und Beschaffung in China. Rechtsfragen zum Gesellschaftsrecht und die Abläufe chinesischer Genehmigungsverfahren werden praxisnah aufbereitet. Der Informationsdienst erläutert für den Vertrieb die besonderen Außenhandelsstrukturen in China und zeigt Entwicklungen und Tendenzen des Beschaffungsmarkts auf.

Erfahrene Praktiker, die seit Jahrzehnten erfolgreich im China-Geschäft tätig sind, geben konkrete Umsetzungsvorschläge und stellen die Fachbeiträge in Zusammenarbeit mit der Bundesagentur für Außenwirtschaft (bfa) zusammen.



ISSN 1860-9600
2005, 12 Seiten, 21 x 29,7 cm,
Jahresabonnement:
198,- €

Erscheinungsweise:
alle zwei Monate, jeweils zum
1. eines ungeraden Monats

**Vorzugs-Jahresabonnement
für AW-Prax-Abonnenten:**
188,- €



**Bundesanzeiger
Verlag**

**Recht
vielseitig!**

Bestellen per > www.bundesanzeiger.de > Postfach 100534 · 50445 Köln
Tel.: (0221) 976 68-200 > Fax: (0221) 976 68-115 > in jeder Buchhandlung



ZOLL UND STEUERN IM CHINA-GESCHÄFT

CUSTOMS AND TAXES IN THE CHINA BUSINESS

Autor **Author**
WANG WEI Deloitte & Touche GmbH, Düsseldorf

Die chinesischen Firmen, die Produkte nach Europa liefern, sind mit dem unübersichtlichen Geflecht von nationalen und supranationalen Bestimmungen zur Mehrwertsteuer schnell überfordert. Ihnen muss zuerst klar gemacht werden, dass in Europa keine einheitliche Steuergesetzgebung existiert und die nationale Hoheit über dieses Gebiet auch weiterhin bestehen bleiben wird. Unserer Erfahrung nach ist ihnen das Konstrukt der „Inneregemeinschaftlichen Lieferung“, das zur Erleichterung der umsatzsteuerlichen Handhabung in einem Europa ohne Zollgrenzen eingeführt wurde, noch wenig geläufig, obwohl es mit zunehmendem Liefervolumen immer mehr an Bedeutung gewinnt. Das gilt im erhöhten Ausmaß auch für das „Reihengeschäft“ und „Dreiecksgeschäft“, bei denen mehrere Zwischenglieder zu berücksichtigen sind.

NIEDRIGERE ZOLLBELASTUNG DURCH GESCHICKTE KONSTRUKTION DER WARENSTRÖME

Auch eine andere Optimierungsmöglichkeit ist von den chinesischen Lieferanten bisher wenig aufgegriffen worden. Das EU-Zollsystem besteht aus unzähligen Codes und Tarifen, bei denen man sich schnell vergreifen kann. Deloitte hat eine eigene Mehrwertsteuer- und Zollabteilung errichtet, um den Kunden dabei behilflich zu sein. Die Zollexperten unseres Hauses ermitteln nicht nur die richtigen Zollcodes und Tarife, sie entwerfen auch maßgeschneiderte Konzepte zur Zolloptimierung. So kann zum Beispiel durch eine geschickte Konstruktion der

Warenströme zwischen EU-Ländern eine insgesamt niedrigere Zollbelastung erreicht werden. Interessant ist auch die sogenannte „Mittelsman Konstruktion“, bei der die Marge zwischen dem Zwischenimporteur und dem Endabnehmer, die in signifikanter Höhe ausfallen kann, bei der Zollberechnung nicht unberücksichtigt bleibt und somit ein spürbarer Einsparungseffekt erzielt werden kann. Durch die Technik des „Unbundling“, die „Intangible Costs“ wie Finanzierungskosten, Quota Costs, Marketingausgaben und so weiter vom Rechnungspreis separiert, kann unter Umständen eine niedrigere Zollbemessungsgrundlage erreicht werden. Analog existieren aber auch umgekehrt viele steuerliche Optimierungsmöglichkeiten beziehungsweise Fallgruben für deutsche Einkäufer in China, die noch keine gebührende Aufmerksamkeit gefunden haben. Deloitte-Experten stehen dabei gerne zur Verfügung.

Chinese companies delivering their products to Europe are quickly overstrained with the confusing tangle of national and supranational VAT regulations. First of all they have to be informed that in Europe there is no uniform tax jurisdiction and that the national sovereignty over this sector will even persist in future. According to our experience they are not very familiar with the construct of an „intra-community supply“ having been introduced to simplify the VAT handling in a Europe without customs frontiers although with an increasing volume of deliveries this construct gains more and more importance. This is to a high degree also valid for „serial transactions“ and „triangular transactions“ for which several intermediaries have to be taken into consideration.

LOWER CUSTOMS BURDEN BY CLEVER GOODS MOVEMENT CONSTRUCTION

Even other possibilities for optimization have only been seized hesitantly until today. The tariff system of the European Union consists of countless codes and tariffs which are quickly mixed up. Deloitte has set up a VAT- and customs-department supporting its clients in this tariff system. Our customs experts do not only find out the correct customs codes and tariffs but also take care for perfect plans to optimise customs issues. Thus, e. g. by a clever construction of the movement of goods between EU-countries a lower customs burden can be realised. The so-called „intermediary construction“ is also interesting with which the margin between the interim importer and the ultimate buyer that can be of a significant amount

is taken into consideration within the customs computation and, consequently, a noticeable saving can be reached. In addition, there is also the technique of „unbundling“ separating intangible costs such as financing expenses, quota costs, marketing costs etc. from the invoice amount and, hence, possibly realising a lower customs assessment basis. However, on the other hand there are also several analogue optimisation possibilities respectively case groups for German buyers in China having not yet paid appropriate attention to. Deloitte-experts are glad to give advice in this connection.

我们公关的重点：
帮助中国企业了解德国市场；
引领中国产品进入德国市场。

Sie wissen, Ihre Produkte sind gut. Davon wollen Sie auch den deutschen Markt überzeugen?
Wir begleiten Sie mit PR zum Erfolg.

地址: Klosterstrasse 62
D-40211 Düsseldorf
Germany

电话: +49 (0) 211 - 160 25 - 0
传真: +49 (0) 211 - 164 04 84
E-Mail: info@conosco.de
www.conosco.de

CONOSCO
科诺斯克商务咨询公司



CHINA GOES DÜSSELDORF

CHINA GOES DUESSELDORF

Autor **Author**
BORIS STÄHLY China-Kompetenzzentrum, Düsseldorf

Düsseldorf, Landeshauptstadt von Nordrhein-Westfalen, ist eine wirtschaftlich erfolgreiche und international bekannte Metropole. Im Herzen des Rhein-Ruhr-Gebiets gelegen, bildet sie das Zentrum eines Marktes mit über 10 Millionen Kunden. 35% der europäischen Bevölkerung leben in einem Umkreis von 500 Kilometern. Diesen Vorteil der zentralen Lage nutzen bisher bereits mehr als 5.000 internationale Unternehmen, um von hier aus die Märkte in Deutschland und Europa zu erobern. Ausschlaggebend hierfür ist nicht zuletzt die hervorragende Verkehrsanbindung. Ob per Flugzeug, Bahn, Schiff oder Strasse - innerhalb kürzester Zeit sind alle nationalen und europäischen Metropolen bestens zu erreichen. Und auch in China ist man in kurzer Zeit: vom Düsseldorfer Flughafen geht es Non-Stop nach Peking und Shanghai.

DÜSSELDORF – NUMMER 1 IN VIELEN BRANCHEN

Darüber hinaus bietet Düsseldorf beste Dienstleistungen für Unternehmer. Die Stadt ist Werbestandort Nummer 1 in Deutschland, Nummer 1 bei Ausstellungen, Top als europäisches Handelszentrum, führendes Zentrum in der Telekommunikationstechnologie, Nummer 1 in der Managementberatung, führender Modestandort und Topstandort für Banken und Medien. Um den Auf- und Ausbau der chinesischen Unternehmen besonders einfach und unproblematisch zu gestalten, hat man bei der Stadtverwaltung die Initiative „China goes DUS“ ins Leben gerufen. Unter diesem Motto werden alle chinabezogenen Aktivitäten gebündelt, um unter Ausnutzung von Synergieeffekten den Wirtschaftsstandort für chinesische Unternehmen noch attraktiver zu machen. Das bisher wichtigste Ergebnis ist die Einrichtung des China-Kompetenzzentrums Düsseldorf. Es ist eine Anlaufstelle für chinesische Investoren rund um das Thema Wirtschaft in China und Düsseldorf. Mit dieser

One-Stop-Agency, die von der Wirtschaftsförderung, der Messe Düsseldorf und der IHK Düsseldorf ins Leben gerufen wurde, bieten drei Mitarbeiter einen einzigartigen Service: Beginnend mit grundlegenden Informationen über den Standort Düsseldorf, über die Suche der richtigen Immobilie bis hin zum Behördenscouting wird der komplette Vorgang der Gründung eines chinesischen Unternehmens in Düsseldorf aus einer Hand betreut. Das China-Kompetenzzentrum agiert zudem als Netzwerk zwischen deutschen und chinesischen Geschäftspartnern. Von Informationsveranstaltungen bis hin zum jährlichen chinesischen Neujahrsfest gibt es immer wieder Gelegenheit, neue Geschäftspartner und Kunden in Düsseldorf zu treffen. Seit der Gründung des China-Kompetenzzentrums im vergangenen Jahr steigt das Interesse auf chinesischer Seite ständig an: bisher konnten schon mehr als 40 Firmen aus China für den Standort Düsseldorf gewonnen werden und haben ihre Arbeit aufgenommen - und die Zahl der Anfragen wächst täglich.

Duesseldorf, capital city of North-Rhine-Westfalia, is an economically successful and internationally well-known city. Situated in the heart of the Rhine-Ruhr area, it is centrally located in a market with more than 10 million customers. 35% of Europe's citizens live in an area of 500 km around Duesseldorf. More than 5.000 enterprises profit of this central location, choosing Duesseldorf as base for customers and business partners.

One major reason for this is its excellent transport connections. Airplane, train, vessel, car – you have the choice of transportation to national and international cities around and reach them in shortest time. There are even non-stop flight connections to Beijing and Shanghai.

DUESSELDORF – NUMBER 1 IN MANY SECTORS

Duesseldorf offers best services for entrepreneurs. The city is Germany's number 1 in marketing and trade

fairs, a high class European trade center, leading in telecommunication technologies, number one in consultancy as well as first choice for fashion, banking and media. The city government follows dynamic and innovative ways in helping those Chinese investors setting up their company. Lord Mayor Erwin himself called an initiative “China goes DUS” to life. Under this motto all China-focused activities in town are brought together to use synergy effects in order to make the business location even more attractive for Chinese companies. As a result of a research on optimal business locations for Chinese enterprises in Europe resulted in establishing the China Competence Center Duesseldorf. It works as a one-stop agency, a contact point for all questions and problems around the topic of investing in Duesseldorf as well as business in Europe and China. The China Competence Center is a commonly organized project of the city government, the Duesseldorf's chamber of industry and commerce and

the Duesseldorf trade fair company. A staff of three Chinese speaking specialists work exclusively for Chinese investors and provide support on the growing Duesseldorf-China market. Chinese companies and business people are offered unique services: in addition to basic location information, real estate service and authorities scouting, the complete process of investing in Duesseldorf is supported and sustained. After establishing a new enterprise, prosperity and profit are important. To succeed, the China-Competence Center built up a network of Chinese and German business partners. On meetings, information sessions, and celebrations such as the Chinese New Years Eve, there is always the opportunity to get in contact with each other and find new business partners and customers. Since the China-Competence Center was established in 2004, more than 40 companies used our services and work successfully in Duesseldorf. The number of requests to the China-Competence Center is still rising daily.

**Find us at
CHINA SOURCING
2005
(Stand 14F06)**

Yuyao Zongmei Electric Co. Ltd.
No.39 Guangming West Road, Yuyao
315491 Ningbo
Zhejiang
China

0086-574-62252258
0086-574-62241885

yysksy@cnool.net
www.zmbm.com
www.yysksy.com

BIRD & BIRD

Peking

Matthew Laight
3614 China World Trade Centre, Tower 1
1 Jianguomenwai Dajie
Chaoyang District
Beijing 100004 PRC
Telefon: +86 10 6505 6667
Telefax: +86 10 6505 9469

Hong Kong

Marcus Vass
6/F Asia Pacific Finance Tower
Citibank Plaza3 Garden Road
Hong Kong
Telefon: +852 2248 6000
Telefax: +852 2248 6011

Düsseldorf

Dr. Guido Maria Wiesen
Zhen Wu
Karl-Theodor-Straße 6
D 40213 Düsseldorf
Deutschland
Telefon: +49 (0)211 2005 6000
Telefax: +49 (0)211 2005 6011

München

Dr. Alexander Duisberg, Zhen Wu
Pacellistraße 14
80333 München
Deutschland
Telefon: +49 (0)89 3581 6000
Telefax: +49 (0)89 3581 6011

FULL SERVICE MIT FOKUS AUF TECHNOLOGIE-ORIENTIERTE SEKTOREN:

- Gewerblicher Rechtsschutz
- Gesellschaftsrecht, Handelsrecht, M&A, insbesondere Gründung von EJV, CJV, WOFE
- Outsourcing
- Prozessführung und Schiedsgerichtsbarkeit

WWW.TWOBIRDS.COM

Anzeige



PROGRAMM PROGRAMME

Die Vorträge, Präsentationen und Podien im Messeforum sind für alle Aussteller und Besucher frei zugänglich. Seminarsprachen sind Englisch und Chinesisch; die Workshops in chinesischer Sprache sind gekennzeichnet.

For exhibitors and visitors there is no registration required for the access to the lectures, presentations and panels of the CHINA SOURCING FORUM. Languages are English and Chinese, lectures in Chinese language are marked.

PROGRAMM FORUM
FORUM PROGRAMME

21

MONTAG/MONDAY 12 SEPTEMBER 2005

ERÖFFNUNG / OPENING

10:45 – 12:30 Joachim Erwin
Oberbürgermeister der Stadt Düsseldorf
Lord Mayor of the City of Düsseldorf
Qin Hongliang
Gesandter Botschaftsrat der Botschaft der Volksrepublik China in der Bundesrepublik Deutschland
Envoy – Embassy Official of the Embassy of the People's Republic of China in the Federal Republic of Germany
Hans-Joachim Erbel
Geschäftsführer / General Manager
Reed Exhibitions Deutschland GmbH
Zhang Jiannan
Vizepräsident / Vice President CCCME
Wilhelm Niedergöcker
Geschäftsführer / Managing Director
Messe Düsseldorf GmbH

EXPORTNATION CHINA / EXPORT NATION CHINA

*Vorträge von 14 bis 17 Uhr in englischer Sprache
Lectures from 2 p.m. to 5 p.m. in English language*

14:00 – 14:30 **BEGRÜSSUNG, MODERATION**
RECEPTION, PRESENTATION
Hans Gäng, Herausgeber / Publisher Sourcing Asia
CHINAS NEUE UNTERNEHMEN AUF DEM WELTMARKT
CHINA'S NEW ENTERPRISES ON THE WORLD MARKETS
Fons Tuinstra, Korrespondent / Correspondent

14:30 – 15:00 **BESCHAFFUNGSSTRATEGIEN FÜR CHINA**
SOURCING STRATEGIES FOR CHINA
Thomas Rinn, Partner,
Roland Berger Strategy Consultants

15:00 – 15:30 **BESCHAFFUNGSMARKT CHINA**
SOURCING MARKET CHINA
Klaus Kohler
supply-markets.com/China-Leitfaden

INDUSTRIELLE ENTWICKLUNG UND KOOPERATION INDUSTRIAL DEVELOPMENT AND COOPERATION

15:30 – 16:00 **NINGBO**
Yu Chenghai, CCPIT Ningbo

16:00 – 17:00 **CHONGQING**
Volksregierung des Distrikts Jiu Longpo
The people's government of Jiu Longpo District



Dienstag/Tuesday 13 September 2005

Markteintritts-Know-how für Chinesische Unternehmen (Chinesisch)
Market Entry Know-how for Chinese Enterprises (Chinese)

Vorträge von 10 bis 11.30 Uhr in chinesischer Sprache / Lectures from 10 a.m. to 11.30 a.m. in chinese language
Vorträge von 11.30 bis 13 Uhr in chin./engl. Sprache / Lectures from 11.30 a.m. to 1 p.m. in chin./engl. language

- 10:00 – 10:30

Markterschliessung in Deutschland und in Europa

Opening up of German and European Markets

Ying Gao, InterGest SAS
- 10:30 – 11:00

Firmengründung, Firmenführung und Markteintritt in Europa

Foundation, Management and Market Entry of a Company in Europe

Meiting Zhu, Rechtsanwälte Zhu & Reichert / Zhu & Reichert Law Offices
- 11:00 – 11:30

Produktdesign in Europa / Product Design in Europe

Dave Lui, China Design Center
- 11:30 – 12:15

Designschutz in Europa

Design Protection in Europe

Dr. Henning Hartwig, Bardehle Pagenberg GbR
- 12:15 – 13:00

Prüfzertifikate – GS-Zeichen, Elektrogeräte-Rücknahmeverordnung

Inspection Certificates – GS-Mark, Directive on Waste Electrical and Electronic Equipment

Horst Niesobski, TÜV Süd

Mit Chinas neuen Unternehmen kooperieren
Cooperating with China's New Enterprises

Vorträge von 14 bis 17 Uhr in englischer Sprache / Lectures from 14 to 17 in English language

- 14:00 – 14:30

Vertragsgestaltung bei Beschaffung in China- Rechtlicher Rahmen für Vertriebskooperationen mit Chinesischen Unternehmen

Contract Design for Sourcing in China- Regulatory Framework for Sales Cooperations with Chinese Enterprises

Harald Plewka, Haarmann Hemmelrath & Partner Rechtsanwälte Wirtschaftsprüfer Steuerberater GbR / Lawyers, Public Accountants, Tax Consultants
- 14:30 – 15:00

Schutz des geistigen Eigentums. Planung und Entwicklung von Schutz- und Verteidigungsstrategien

Intellectual Property Protection, Planning and Development of Protection and Defense Strategies

Wenjü Lü, Forschungs- und Consultingzentrum für das geistige Eigentum, Shenzhen Research and Consulting Center for Intellectual Property, Shenzhen
- 15:00 – 15:30

Einkauf in China - Chancen für den Handel / Sourcing in China – Opportunities for Retailers

De Vuong, Kerkhoff Consulting GmbH
- 15:30 – 16:30

Einsparungspotenziale und Case Studies in Beschaffungsprojekten in China

Savings Potentials and Case Studies on Sourcing Projects in China

Daniela Bartscher-Herold/ Alexander Fuchs, Euro Asia Consulting

Mittwoch/Wednesday 14 September 2005

Services für das China-Geschäft / Services for China Business

Vorträge von 10 bis 12 Uhr in englischer Sprache / Lectures from 10 a.m to 12 a.m. in English language

- 10:00 – 10:30

Einkaufsbüros in China und Organisation des Einkaufs vor Ort

Sourcing Offices in China and Organization of the Sourcing Process on Location

Dr. rer.pol. Kuanghua Lin, Asia-Pacific Management Consulting GmbH
- 10:30 – 11:00

Selber machen oder Outsourcen – Strategien mittelständischer Firmen zum Einkauf in China / DIY or Outsourcing – Sourcing Strategies of SMEs in China

Sabine Dietlmeier, GIC Deutschland
- 11:00 – 11:30

DHL Services in China

Stefan Günster, DHL China
- 11:30 – 12:00

Rechtliche Rahmenbedingungen für Beschaffung in China

Regulatory Framework for Sourcing in China

Peter Baehr LL.M. (AUS), Rechtsanwalt, Rödl & Partner, Geschäftsbereich Greater China, Beijing, Guangzhou, Hongkong, Nürnberg, Shanghai

Chancen in Europa / Opportunities in Europe

Vorträge von 12.30 bis 15.30 Uhr in chinesischer Sprache / Lectures from 12.30 a.m. to 3.30 p.m in chinese language

- 12:30 – 13:00

Business Portale für Europa-Projekte / Business Platforms for Projects in Europe

Jinglei Wan, Chefredakteur / Chief Editor Outline
- 13:00 – 13:30

Unternehmensgründung und Niederlassung in Deutschland

Company Foundation and Settlement in Germany

Zhen Wu, Kanzlei Bird & Bird / Bird & Bird Law Offices
- 13:30 – 14:00

PR für Chinesische Unternehmen in Deutschland

PR for Chinese Enterprises in Germany

Susanne Baumann, Zhang Chi, CONOSCO Agentur für PR und Kommunikation
- 14:00 – 14:30

DHL in Europa und Markteintrittsmöglichkeiten für Chinesische Unternehmen

DHL in Europe and Market Entry Opportunities for Chinese Enterprises

Yumiao Tian, DHL China
- 14:30 – 15:30

DHL Roundtable / DHL Roundtable

Markteintritt von Chinesischen Unternehmen in den Europäischen Markt

Market Entry of Chinese Enterprises in the European Market-

Hongxing Pätzold-Yao, Deutsch-Chinesische Wirtschaftsvereinigung e.V.

Zhen Wu, Kanzlei, Bird & Bird / Bird & Bird Law Offices

Yumiao Tian, DHL China

Boris Stähly, Landeshauptstadt / Municipality of Düsseldorf

Midea Consumer & Industrial Group Co., Ltd.



会议日程

展商和参观者可免费旁听所有讲座和讨论。

2005年9月12日， 星期一

- 10:00 –10:45

早餐新闻发布会
杜塞尔多夫中国中心
- 10:45 –12:30

开幕式

Joachim Erwin

杜塞尔多夫市长

钦宏亮

中国驻德大使馆经商处公使衔参赞

Hans–Joachim Erbel

德国励展博览集团总经理

张建南

中国机电产品进出口商会副会长

Wilhelm Niedergoeker

杜塞尔多夫展会行政主管

Dr.Jens Baganz

北–威州中小企业和能源部国务秘书(待定)

中国作为出口国(德)

- 14:00 – 14:30

致欢迎词，主持会议
Hans Gaeng, Sourcing Asia
《亚洲采购》发行人
- 主题发言：国际市场上的中国新型企业
Fons Tuinstra
记者
- 14:30 – 15:00

中国采购策略(待定)
Axel Schmidt
罗兰–贝格咨询公司
- 15:00 – 15:30

中国的采购市场
Klaus Kohler
supply–market.com/china–Leitfaden

中国的工业发展，采购和合作机遇

- 15:30 – 16:00

宁波(英)
Yu Chenghai
CCPIT,宁波
- 16:00 – 17:00

重庆(英)
九龙坡区政府

2005年9月13日， 星期二

中国企业进入欧洲市场相关知识(中文)

- 10:00 – 10:30

开发德国和欧洲市场——出口的挑战(中)
Ying Gao
InterGest SAS
- 10:30 – 11:00

在欧洲成立和管理公司，进入欧洲市场(中)
Meiting Zhu
Zhu & Reichert律师事务所
- 11:00 – 11:30

欧洲的产品设计(中)
Dave Lui
中国设计中心
- 11:30 – 12:15

欧洲的设计保护(中/英)
Dr. Henning Hartwig
Bardehle Pagenberg GbR
- 12:15 – 13:00

检测认证，GS标志，关于废电子电气设备回收的规定(中/英)
未定
TUEV SUED

与中国新型企业的合作

- 14:00 – 14:30

中国采购合同的起草——
与中国企业销售合作的法律框架
Harald Plewka, Haarmann
Hemmelrath & Partner
律师，会计师，税务顾问
- 14:30 – 15:00

知识产权的保护，制定知识产权保护策略
Wenjue Lue
深圳知识产权研究咨询中心
- 15:00 – 15:30

在中国采购——贸易的机遇
De Vuong
Kerkhoff咨询有限公司
- 15:30 – 16:30

中国采购项目的节支潜力和案例分析
Daniela Bartscher–Herold/Alexander Fuchs
Euro Asia Consulting

2005年9月14日， 星期三

中国项目的服务

- 10:00 – 10:30

建立中国采购办事处和在中国组织采购
Dr.rer.pol.Kuang–Hua LIN
亚太管理咨询有限公司
- 10:30 – 11:00

自制还是外发——中小企业在中国的购买策略
Sabine Dietlmeier
GIC Detuschland
- 11:00 – 11:30

DHL在中国的业务
Stefan Guenster
DHL 中国
- 11:30 – 12:00

中国采购的法律框架
Peter Baehr LL.M.(澳大利亚)
律师，主管大中华区
Roedl & Partner

欧洲的机遇(中文)

- 12:30 – 13:00

欧洲商务的中文网络平台
万惊雷
主编，欧览传媒(Ouline GmbH)
- 13:00 – 13:30

如何在德国成立公司或分公司
Zhen Wu
Bird&Bird 律师事务所
- 13:30 – 14:00

中国企业在德国的公关(德/中)
Susanne Baumann, Zhang Chi
CONOSCO 公共传媒
- 14:00 – 14:30

DHL在欧洲及中国企业
进入欧洲市场的可能性(中)
Yumiao Tian
DHL中国
- 14:30 – 15:30

DHL 圆桌论坛(中)
中国企业进入德国/欧洲市场
Hongxing Yao–Paetzold
德中经贸协会
Zhen Wu
Bird &Bird 律师事务所
Yumiao Tian
DHL 中国
Boris Staehly
北威州首府杜塞尔多夫
Midea Consumer& Industrial Group Co., Ltd.
其它中国企业待定

ALUMINIUM CHINA 2006,
catering to your markets
with perfection.

游茫茫商海，需展望近远，
2006年6月励展为您再建制胜平台。



2006 年中国国际铝工业展览会 ALUMINIUM CHINA 2006

2006年6月13日-15日 JUNE 13-15, 2006

上海光大会展中心，上海

Shanghai Everbright Convention & Exhibition Center

展会展出范围覆盖铝工业各个层面，主要包括原材料、半成品、型材与铸件、铝加工与制造和表面处理用的耗材、设备与机械、轻金属贸易与咨询服务等。展会全面服务于整个铝工业与其主要应用行业其中包括建筑、运输、包装、电子、机械制造、电器、五金等，将全力提供商务网络、技术交流及业务洽谈的世界级平台。

At this definitive international platform, professional visitors from home and abroad will meet with suppliers of raw materials, semi-finished and finished products, surface treatment, producers of machinery, plant and equipment for the aluminium processing and manufacturing industry, light-metals trade and service providers. Come to meet the people that were out of your reach.

www.aluminiumchina.com

展会热线 Show Hotline:
+86 (0)10 8518 9070

展会传真 Show Fax:
+86 (0)10 8518 8016

展会电邮: E-mail:
alu@reedexpo.com.cn

主办单位 ORGANISED BY:

 Reed Exhibitions
中国励展博览集团

合办单位 CO-ORGANISED BY:

励展博览集团德国公司
Reed Exhibitions
Deutschland GmbH

协办单位 CO-ORGANISED BY:

北京安泰科投资咨询有限公司
Beijing Antaike Investment
Consulting Co., Ltd.

支持单位 SUPPORTED BY:

中国有色金属工业协会
China Nonferrous Metals
Industry Association

MESSE INFORMATION A-Z

GENERAL INFORMATION A-Z



CHINA SOURCING 2005

Die Schwerpunkte der CHINA SOURCING 2005 gliedern sich in die folgenden Hauptgruppen:
The focus of CHINA SOURCING 2005 will be on the following product sectors:



HOME APPLIANCES

Haushalt, Video, Beleuchtung, Hifi, Küche, TV, Foto
Household appliances, video, lighting, hi-fi, kitchen products, TV, photography



HARDWARE

Do-it-yourself supply, Werkstatt, Baubedarf, Camping, Garten, Sicherheit
DIY supplies, tools, building equipment, camping, gardening, security



BATHROOM FITTINGS

Sanitär, Bad, Fliesen
Sanitation facilities, bathroom fittings, tiles



AUTOPARTS

Automobilzubehör, Aufbauten, Tuning
Automotive supplies, superstructures, tuning



INFORMATION

Beratung, Logistic, Verbände, Medien
Consulting, logistics, non-profit organisations/associations, media

Besucher der Messe sind Entscheidungsträger aus den Bereichen Einkauf/ Beschaffung, Logistik und Marketing sowie Importeure, industrielle Einkäufer, Groß- und Einzelhändler. Fachbesucher der Messe haben die Möglichkeit Geschäftskontakte zu chinesischen Herstellern direkt vor Ort in Deutschland zu knüpfen und Geschäfte ohne weite Anreise nach China abzuschließen. Präsentiert werden Produkte, Innovationen und Trends von bereits etablierten aber auch neuen aufstrebenden Unternehmen aus dem Reich der Mitte. Zusätzlich bietet das für Besucher der CHINA SOURCING frei zugängliche Seminarforum Besuchern aber auch Ausstellern der Messe nützliche Informationen und

Praxiswissen rund um das China-Geschäft. Neben Experten aus Europa und Asien bekommen auch die ausstellenden Unternehmen der CHINA SOURCING die Möglichkeit, Ihre Erfolgsmodelle in Europa vorzustellen. Einzelne Programmblöcke werden auch in chinesischer Sprache angeboten. Die offizielle Eröffnung der CHINA SOURCING findet ebenfalls im Seminarforum der Messe statt. Am Montag, den 12. September 2005 von 10:45 bis 11:30 eröffnen Joachim Erwin, Oberbürgermeister der Stadt Düsseldorf, Qin Hongliang, Gesandter Botschaftsrat der Botschaft der Volksrepublik China in der Bundesrepublik Deutschland, Hans-Joachim Erbel, Geschäftsführer der Reed Exhibitions Deutschland GmbH, Zhang Jiannan, Vize Präsident CCCME und Wilhelm Niedergöker, Mitglied der Geschäftsleitung der Messe Düsseldorf offiziell die Messe und wünschen sowohl Ausstellern als auch Besuchern der CHINA SOURCING drei Tage voller erfolgreicher Geschäftskontakte.

Visitors of the show are decision makers in purchasing, logistics, marketing and general management as well as retailers, distributors, importers and wholesalers. At CHINA SOURCING visitors have the opportunity to get to know export-oriented Chinese suppliers and their products without having to travel far. At the show products, innovations and trends from already established Chinese companies and also upcoming new companies will be presented. In addition, the CHINA SOURCING seminar programme offers visitors and exhibitors concentrated China know-how in a practice oriented form. The admission to the seminar programme is free to visitors and exhibitors of the show. Besides experts from Europe and Asia, exhibitors of the show have the opportunity to present their best practice models to an interested audience. Certain parts of the programme will be presented in Chinese language. The official opening of CHINA SOURCING will also take place in the seminar forum of the show. On Monday, 12th of September, 2005, 10.45 a.m. to 11.30 a.m. the Lord Mayor of the city of Düsseldorf, Joachim Erwin, Qin Hongliang, Envoy – Embassy Official of the Embassy of the people's Republic of China in the Federal Republic of Germany, Wilhelm Niedergöker, Management of Exhibition Centre Düsseldorf, Zhang Jiannan, Vice President CCCME and Hans-Joachim Erbel, COO Reed Exhibitions Deutschland GmbH will officially open the show and will wish visitors and exhibitors of CHINA SOURCING three days full of successful business contacts.

ANREISE ZUR MESSE TRAVEL INFORMATION

- > **Auto/Car**
A1, A2, A3, A44, A52, A61 (Die Ausschilderung der Autobahnen und Straßen zur Messe erleichtern Ihre Anreise mit dem Auto.) Eingang CHINA SOURCING CCD.Ost
Easy access from the motorway network: A1, A2, A3, A44, A52, A61. Follow direction to Exhibition Centre Düsseldorf Eingang Ost (Entrance East) and CCD.Ost
- > **Bus/Bus**
Buslinie 722 vom Hauptbahnhof zum Messegelände, Haltestelle Stockumer Kirchstraße / Messe Ost. Auskunft über öffentliche Verkehrsmittel der „Rheinbahn“
Telefon +49 (0) 211 / 5 82 28
Bus no. 722 from main station to the Exhibition Centre Düsseldorf, bus stop: Stockumer Kirchstraße / Messe Ost. For information on Rheinbahn (public transport) please call services phone: +49 (0) 211 / 5 82 28
- > **Flughafen/Airport**
Zielflughafen: Düsseldorf
Entfernung zum Messegelände: ca. 15 min.
Weiterfahrt: Taxi oder Bus, Linie 896 (Haltestelle Stockumer Kirchstraße/ Messe Ost) zum Messegelände)
Preis: Taxi ca. € 18,00, Bus ca. € 2,50
Destination: Airport Düsseldorf (DUS)
Travel time to the Exhibition Centre: approx. 15 min.
Connection to the exhibition ground via taxi or bus 896, (Bus stop: Stockumer Kirchstraße/Messe Ost)
Price: taxi ca. € 18,00, bus ca. € 2,50
- > **Hauptbahnhof/Main Station**
Zubringerdienst vom/ zum Hauptbahnhof
S-Bahn S7 vom Flughafen
Zielbahnhof: Hauptbahnhof Düsseldorf
Entfernung zum Messegelände: ca. 20 min.
Weiterfahrt: Bahn U78/79, Buslinie 722 oder Taxi
Shuttle service from / to main station
suburban fast train no. S7 from the airport
Destination: Düsseldorf main station
Travel time to the Exhibition Centre: approx. 20 min.
Transport to the exhibition ground: tram no. U78/79, bus no. 722 or taxi
- > **Parkplätze Besucher/Parking**
Stehen in ausreichender Anzahl auf P 4 (Nähe CCD. Ost) zu € 6,00 pro Tag zur Verfügung.
There is sufficient parking space on P4 (parking near CCD.Ost) at € 6.00 per day.
- > **Taxi/Taxi**
Taxizentrale Telefon
+49 (0) 211 / 3 33 33 oder +49 (0) 211 / 9 99 99
Central office, phone:
+49 (0) 211 / 3 33 33 or +49 (0) 211 / 9 99 99



INFORMATION A-Z

- > **Flughafen**
Fluglinien information, Tel.: +49 (0) 211 / 4 21 22 23
- > **Autopannendienst**
ADAC +49 (0) 180 / 2 22 22 22
AVD +49 (0) 69 / 6 60 60
ACE +49 (0) 69 / 23 29 29
- > **Deutsche Bahn**
Reiseauskunft der Deutsche Bahn AG, Telefon 11861
- > **Dolmetscher/Hostessen**
cinnamon GmbH
Tel.: +49 (0) 30 / 27 59 46 81
Fax: +49 (0) 30 / 27 59 46 83
- > **Eintrittskarten**
Tageskarte € 25,- *
Dauerkarte € 45,- *
Schüler/Studenten € 15,- *
* inklusive MwSt, Katalog & Teilnahme am Seminarprogramm
- > **Eröffnung**
12. September 2005
10:45 – 11:30 Uhr im Seminarforum, Standnummer: 14F38
- > **Feuerwache Notruf – Telefon 112**
Notruf – Telefon 112, Polizei, Telefon 110
- > **Garderobe,Gepäckaufbewahrung**
CCD. Ost / Eingangsbereich der CHINA SOURCING
- > **Geldautomaten**
CCD. Ost/ Eingangsbereich der CHINA SOURCING
Service Center Messe Düsseldorf
- > **Getränkesservice**
Reiss GmbH & Co. KG
Tel.: +49 (0) 211 47 82 90
Fax: +49 (0) 211 47 82 915
- > **Hallenmeister**
Tel.: +49 (0) 211 / 384
- > **Hotelreservierung**
extra Service Agentur
Tel.: +49 (0) 2 01 / 84 37 98 70
Fax: +49 (0) 2 01 / 84 37 98 69
- > **Messeleitung**
Messeleitungsbüro, Standnummer: 14E38
Messe Düsseldorf, Halle 14
Tel.: +49 (0)211 947 2500
Fax: +49 (0)211 947 2505
- > **Öffnungszeiten**
12. September 2005 09:30 – 18:00 Uhr
13. September 2005 09:30 – 18:00 Uhr
14. September 2005 09:30 – 17:00 Uhr

INFORMATION A-Z

- > **Airport**
Airline information, phone: +49 (0) 211 / 4 21 22 23
- > **Breakdown Service**
ADAC +49 (0) 180 / 2 22 22 22
AVD +49 (0) 69 / 6 60 60
ACE +49 (0) 69 / 23 29 29
- > **Cash machines**
CCD.Ost / CHINA SOURCING entrance area
Service Centre of the Exhibition Centre Düsseldorf
- > **Casualty ward/ Ambulance**
phone: +49 (0) 211 /45 60 111
- > **Catering Service**
Reiss GmbH & Co. KG
phone: +49 (0) 211 47 82 90
fax: +49 (0) 211 47 82 915
- > **Cloakroom/ Left luggage office**
CCD.Ost / CHINA SOURCING entrance area
- > **Customs**
Customs office, west entrance, near hall 3
phone: +49 (0) 211 / 4560-232
- > **Deutsche Bahn AG (Railway services)**
German Rail travel information: 11861
- > **Emergency calls**
Fire brigade, phone: 112, Police, phone: 110
- > **Entrance tickets**
Day ticket € 25, - *
Permanent Ticket € 45,- *
Students € 25,- *
* VAT, catalogue & seminars incl.
- > **Fair management**
Fair managementFair Organisers Office, Booth no.: 14E38
Exhibition Centre Düsseldorf, hall 14
phone: +49 (0)211 947 2500
fax: +49 (0)211 947 2505
- > **Forwarder**
Cretschmar MesseCargo GmbH
phone: +49 (0) 211 / 45 46 70
fax: +49 (0) 211 / 45 14 47
- > **Hotel reservation**
extra Service Agentur
phone: +49 (0) 2 01 / 84 37 98 70
fax: +49 (0) 2 01 / 84 37 98 69
- > **Interpreters/Hostesses**
cinnamon GmbH
phone: +49 (0) 30 / 27 59 46 81
fax: +49 (0) 30 / 27 59 46 83

- > **Polizei**
Tel.: +49 (0) 211 / 45 60 111
- > **Postamt**
Deutsche Post AG, Messecenter
Tel.: +49 (0) 211 / 45 00 01
- > **Presse brüro**
Messeleitungsbüro, Standnummer: 14E38
Dr. Mike Seidensticker
Tel.: +49 (0) 211 / 90 191 128
Eva-Maria Geef
Tel.: +49 (0) 211 / 90 191 191
- > **Seminarforum**
Standnummer: 14F38
Frei zugänglich für Besucher und Aussteller
der CHINA SOURCING
- > **Spediteur**
Cretschmar MesseCargo GmbH
Tel.: +49 (0) 211 / 45 46 70
Fax: +49 (0) 211 / 45 14 47
- > **Standcatering**
Reiss GmbH & Co. KG
Tel.: +49 (0) 211 47 82 90
Fax: +49 (0) 211 47 82 915
- > **Unfallstation / Sanitäter**
Tel.: +49 (0) 211 /45 60 111
- > **Zimmervermittlung**
extra Service Agentur
Tel.: +49 (0) 2 01 / 84 37 98 70
Fax: +49 (0) 2 01 / 84 37 98 69
- > **Zoll**
Zollamt, Eingang West, Nähe Halle 3
Tel.: +49 (0) 211 / 4560-232
- > **Offizielle Fluglinie**



- > **Opening**
September 12th, 2005, 10:45 a.m. to 11:30 a.m.
Seminar forum, Booth no. 14F38
- > **Opening hours**
September 12th, 2005, 9:30 a.m. to 6:00 p.m.
September 13th, 2005, 9:30 a.m. to 6:00 p.m.
September 14th, 2005, 9:30 a.m. to 5:00 p.m.
- > **Police**
Phone: +49 (0) 211 / 45 60 111
- > **Post office**
Deutsche Post AG, fair center
phone: +49 (0) 211 / 45 00 01
- > **Press office**
Fair Organisers Office, Booth no.: 14E38
Dr. Mike Seidensticker
phone: +49 (0) 211 / 90 191 128
Eva-Maria Geef
phone: +49 (0) 211 / 90 191 191
- > **Room reservation**
extra Service Agentur
phone: +49 (0) 2 01 / 84 37 98 70
fax: +49 (0) 2 01 / 84 37 98 69
- > **Seminar forum**
Booth no.: 14F38
Admission is free for visitors and exhibitors
of CHINA SOURCING
- > **Stand Catering**
Reiss GmbH & Co. KG
phone: +49 (0) 211 47 82 90
fax: +49 (0) 211 47 82 915
- > **Technical support within halls**
phone: +49 (0) 211 / 384
- > **Official Carrier**



WIR BEGRÜSSEN SIE GANZ HERZLICH IN DÜSSELDORF
UND WÜNSCHEN IHNEN EINEN ANGENEHMEN AUFENTHALT!

WE WARMLY WELCOME YOU IN DÜSSELDORF
AND WISH YOU A PLEASANT STAY!



PARTNER

„Wir danken den Partnern
der CHINA SOURCING 2005
für Ihre Unterstützung!“

“Special thanks
to the partners of
CHINA SOURCING 2005!“



Centralvereinigung Deutscher
Wirtschaftsverbände für Handels-
vermittlung und Vertrieb e. V.

**Centralvereinigung Deutscher Wirtschaftsverbände
für Handelsvermittlung und Vertrieb (CDH) e.V.**

Am Weidendamm 1 A
10117 Berlin
Tel.: 030 / 7 26 25 600
Fax: 030 / 7 26 25 699
www.cdh.de

中国事务中心
China-Kompetenzzentrum c/o



**China Kompetenzzentrum der Wirtschaftsförderung
Landeshauptstadt Düsseldorf**

Burgplatz 1
40213 Düsseldorf
Tel.: 0211 / 8995500
Fax: 0211 / 8993891
www.china-goes-dus.de



Industrie- und Handelskammer
zu Köln

Industrie- und Handelskammer zu Köln

Unter Sachsenhausen 10-26
50667 Köln
Service-Center
Tel.: 0221 1640-130
Fax: 0221 1640-129
www.ihk-koeln.de



Newsletter für Beschaffung, Outsourcing und Produktion in Asien

Sourcing_asia

Local Global GmbH
Marienstr. 5
70178 Stuttgart
Tel.: 0711 / 22 55 88 0
Fax: 0711 / 22 55 88 11
www.localglobal.de



Messe
Düsseldorf

Messe Düsseldorf GmbH

Messeplatz
40474 Düsseldorf
Deutschland
Infoline: +49 (0)211 / 4560-900
Fax: +49 (0)211 / 4560-668
www.messe-duesseldorf.de



RESTAURANTS

> DIE CHINESISCHE MAUER

Öffnungszeiten

täglich von 11:30 bis 15:00 Uhr

und von 17:00 bis 23:30 Uhr

Adresse: Am Hain 44, 40468 Düsseldorf (Stockum)

Telefon: (0211) 9 89 26 38

Fax: (0211) 4 96 35 29

China Buffet

Öffnungszeiten:

Mittagsbuffet: Mo.-Sa.: 11:30 – 14:30 Uhr

Preis: Erwachsene € 8,00 ; Kinder € 6,00

Abendbuffet: Mo.-Sa.: 17:30 – 22:00 Uhr,

So. + Feiertage: 11:30 -14.30 Uhr und 17:30 – 22:00 Uhr

Preis: Erwachsene € 13,00 ; Kinder € 7,50

Opening hours

daily from 11:30 a.m. to 3:00 p.m.

and from 5:00 p.m. to 11:30 p.m.

Address: Am Hain 44, 40468 Düsseldorf (Stockum)

Phone: (0211) 9 89 26 38

Fax: (0211) 4 96 35 29

China Buffet

Lunch buffet Mo.-Sa.: 11:30 a.m. – 2:30 p.m.

Price: Adults € 8,00 ; Children € 6,00

Dinner buffet: Mo.-Sa.: 5:30 p.m. – 10:00 p.m.,

So. + public holydays: 11:30 a.m. -2.30 p.m.

and 5:30 p.m.– 10:00 p.m.

Proce: Adults € 13,00 ; Children € 7,50

> Sichuan – Mein Haus

Öffnungszeiten:

täglich von 12:00 – 15:00 Uhr und 18:00 – 23.30 Uhr

Adresse: Am Wehrhahn 59, Düsseldorf

Telefon: (0211) 36 32 36

Mongolisches Barbecue – Buffet

Opening hours:

daily from 12:00 a.m. – 3:00 p.m.

and 6:00 p.m.– 11.30 p.m.

Address: Am Wehrhahn 59, Düsseldorf

Phone: (0211) 36 32 36

Mongolian Barbecue – Buffet



DR. PASSARGE

...mehr als nur ein Dienstleister

服
务

IHR SERVICE-PARTNER IN CHINA

AUSSTELLERINFORMATION A-Z

EXHIBITOR INFORMATION A-Z

MARKTEINSTIEG MIT MODULAREN SERVICE – PAKETEN:

- Markteinstiegstour
- 3 - Phasen - Messekonzept
- Firmenbotschafter
- Vertriebs- und Markenaufbau
- Lokalisierung

China Marketing & Service

Dr. Passarge GmbH

Representative Offices

German Centre Beijing/Shanghai

Unit 1126, Landmark Tower 2

8 North Dongsanhuan Road

100004 Beijing, P.R.China

Tel.: +86-10-6590 6112

Fax: +86-10-6590 6113

Antje.Passarge@dr-passarge.de

www.dr-passarge.de

Büro Berlin

Storkower Strasse 158

10407 Berlin

Tel.: +49-30-2472 6074

Fax: +49-30-24726075

Sven.Passarge@dr-passarge.de



PROMOTOREN PROMOTERS

Die Promotoren sind die lokalen Partner der beiden Veranstalter der CHINASOURCING. Sie sind zugleich Ansprechpartner für Kooperationsanfragen in die jeweilige Region.

The promoters are the local partners of the organizers of CHINA SOURCING. They are also partners for cooperation enquiries in their regions.

CCCME

China Chamber of Commerce for Import and Export of Machinery and Electronic Products
9th Floor, Building 12, Panjiayuan Nanli, Chaoyang District
100021 Beijing, China
Ren Enjie
Tel: 0086-10-58 280 932, Fax: 0086-10-58 280 930
www.cccme.org.cn

CCCMC

China Chamber of Commerce of Metals Minerals & Chemicals Importers & Exporters
17th Floor, Prime Tower, No.22, ChaoWai Street
Chao Yang District, 100020 Beijing, China
Wang Hui
Tel: 0086-10-65887531, Fax: 0086-10-65887532
www.cccmc.org.cn

CCPIT CHONGQING SUB-COUNCIL

China Council for the Promotion of International Trade Chongqing Subcouncil)
19th Floor, International Commerce Chamber Building, No. 78, Yangheyi Cun, Jiangbei District,
400020 Chongqing, China
Li Jun
Tel: 0086-23-89075616, Fax: 0086-23-67870373

CCPIT NINGBO

China Council for the Promotion of International Trade Ningbo Subcouncil
Rm1216, 12F., Tianning Mansion, No.138 West Zhongshan Road, 15010 Ningbo, China
Kang Chunxiao
Tel: 0086-574-87368202, Fax: 0086-574-87275119
www.ccpitnb.org

CCPIT SHANGHAI

China Council for the Promotion of International Trade, Shanghai Subcouncil
5/F, Jinling Mansion, No. 28, Jinling Road
200021 Shanghai, China
Li Yihua
Tel: 0086-21-63864628, Fax: 0086-21-63878150
www.cpitsh.org

CHINA ELECTRONICS INTERNATIONAL EXHIBITION & ADVERTISING CO.,LTD.

Room 818, Electronics Buidling A23 Fuxing Road
100036 Beijing, China
Li Tao
Tel: 0086-10-68298655, Fax: 0086-10-68213348/68296451
www.exhcn.com

CHINA FOREIGN TRADE GUANGZHOU EXHIBITION CORPORATION

117 Liu Hua Road,
510014 Guangzhou, China
Chen Xiaoli
Tel: 0086-20 – 2608 1668
Fax: 0086-20 -8666 3416
www.fairwindow.com

FUJIAN HUIYUAN INT'L, COMMERCE & EXHIBITION Co., Ltd.

19/F, Pingdong Office Building, 128 Hualin Road
350003 Fuzhou, China
Chen Lianliang
Tel: 0086-591-87826209, Fax: 0086-591-87807016
www.hygi.com

JIANGSU INTERNATIONAL ECONOMIC CONSULTANTS INC

Rm.535 Fifth Floor of Sub-Building, 50 Zhonghua Road, 210001 Nanjing, China
Xia Shilei
Tel: 0086-25-52261408, Fax: 0086-25-52268295
www.jsiec.com.cn

NIECO

North International Exhibition Co., Ltd.
Room 401, No. 338 Guang An Men Nei Street
100053 Beijing, China
Tang Songchun
Tel: 0086-10-83542993, 83540342, Fax: 0086-10-63547597
www.northexpo.com.cn

ZHUHAI CHAMBER OF COMMERCE

5/F CEC Building, No. 1082, Jiuzhou Avenu, Jida, 519015 Zhuhai, China
Wu Fei
Tel: 0086-756-2117911, Fax: 0086-756-2117911
www.zhccie.org.cn

Im Mediapavillion vertretene Fachzeitschriften in alphabetischer Reihenfolge Trade journals represented in the mediapavillion in alphabetical order

MEDIAPAVILLON MEDIAPAVILION

STAND 14G39

Asia Bridge

Dow Jones News GmbH
Baseler Arkaden
Wilhelm-Leuschnerstr. 78
60329 Frankfurt am Main
Germany
Tel.: +49-69-29 725 163
Fax: +49-69-29 725 160
nadine.voiss@dowjones.com
www.djnewsletters.com

ChinaContact

OWC Verlag für Außenwirtschaft GmbH
Hohenzollernstr. 11 - 13
40211 Düsseldorf, Germany
Tel.: +49-211-5504 26 0
Fax: +49-211-5504 2655
info@owc.de
www.owc.de

DIY in Europe

Dähne Verlag GmbH
Am Erlengraben 8
76275 Ettlingen, Germany
Tel.: +49-7243-575 0
Fax: +49-7243-575 100
anzeigen@daehne.de
www.daehne.de

EH ELEKTROHÄNDLER -

Fachmagazin für den Elektrohandel
HUSS-MEDIEN GmbH
Am Friedrichshain 22
10407 Berlin, Germany
Tel.: +49-30-42151 380
Fax: +49-30-42151 200 11
info@hussberlin.de
www.hussberlin.de

ElektroMarkt

futura-verlag
Rudolf Stephan GmbH
Am Pfaffenbusch 26
40627 Düsseldorf, Germany
Tel.: +49-211-38 703 0
Fax: +49-211-38 703 23
verlag@elektromarkt.de
www.elektromarkt.de

F.A.Z.-Institut

F.A.Z.-Institut GmbH
Mainzer Landstr. 199
60326 Frankfurt, Germany
Tel.: +49-69-75 91 2217
Fax: +49-69-75 91 1966
k.gangl@faz-institut.de
www.faz-institut.de

Handels-Magazin

Patzer Verlag GmbH & Co. KG
Alter Flughafen 15
30179 Hannover, Germany
Tel.: +49-511-674 080
Fax: +49-511-674 085 3
hm-werbung@patzerverlag.de
www.patzerverlag.de

H & V Journal

Wirtschaftsmagazin für Handelsvermittlung und Vertrieb
Siegel-Verlag
Otto Müller GmbH
Mainzer Landstr. 238
60326 Frankfurt, Germany
Tel.: +49-69-75 89 0950
Fax: +49-69-75 89 0960
hv-journal@svffm.de
www.svffm.de

IKZ-HAUSTECHNIK

Strobel Verlag GmbH & Co. KG
Zur Feldmühle 9 - 11
59821 Arnsberg, Germany
Tel.: +49-2931-89 00 0
Fax: +49-2931-89 00 38
m.windt@strobel-verlag.de
www.mySHK.de

MediaSeller

futura-verlag Rudolf Stephan GmbH
Am Pfaffenbusch 26
40627 Düsseldorf
Germany
Tel.: +49-211-38 703 0
Fax: +49-211-38 703 23
Email: verlag@elektromarkt.de
Internet: www.elektromarkt.de

rfe - Technik & Markt der CE-Branche

HUSS-MEDIEN GmbH
Am Friedrichshain 22
10407 Berlin
Germany
Tel.: +49-30-42 151 380
Fax: +49-30-42 151 214
Email: info@hussberlin.de
Internet: www.hussberlin.de

sourcing asia

Beschaffung, Outsourcing in Asien
Local Global GmbH
Marienstr. 5
70178 Stuttgart, Germany
Tel.: +49-711 22 55 88 0
Fax: +49-711 22 55 88 11
marketing@localglobal.de
www.localglobal.de

Zentralmarkt

Top-Angebote für Handel und Gewerbe
Schimmel Media Verlag GmbH & Co. KG
Friedrich-Ebert-Ring 1
97072 Würzburg
Germany
Tel.: +49-1801-93 68 72
Fax: +49-931-705 16 66
Email: georg.wanner@zentralmarkt.de
Fax: www.zentralmarkt.de



A-N

4 Ocean Import & Export GmbH
Stand 14C49

Bioenergy GmbH
Stand 14G32

Bird & Bird Rechtsanwälte
Stand 14D43

China Cixi Zhongfa Lamps Co., Ltd.
Stand 14F07

China Council for the Promotion of international Trade Chongqing Sub-council

China Electronics International Exhibition& Advertising Co., Ltd.

China Jiangsu Int'l Economic-technical Coop. Corp.
Stand 14E27

China Machinery & Equipment Imp. Exp. Suzhou Co., Ltd.
Stand 14C50

Changhong Plastics Co. Ltd
Stand 14D23

Changshu Tongrun Auto Accessory Co. Ltd
Stand 14C52

Chinesischer Industrie- & Handelsverband e. V. in Deutschland
Stand 14G26

China Superhuman Group Co., Ltd.
Stand 14D01

Chongqing Dewang Optical Co. Ltd.
Stand 14B24

Chongqing Lifan Industry (Group) Co. Ltd.
Stand 14C39

Chongqing Zongshen Group

1/E C Corp.
Stand 14C33

CME Brakes Co. Ltd
Stand 14C50

COSCO Logistics (Europe) GmbH
Stand 14E37

Dalian Honour Enterprises Inc.
Stand 14D29

Danyang Huachang Diamond Tools MFG. Co., Ltd.
Stand 14D22

Danyang Jinggong Tools Company Ltd.
Stand 14E24

Deutsch-Chinesische Wirtschaftsvereinigung e.V.
Stand 14C57

Dongguan Changan Wusha Kow Wah Electronic Factory
Stand 14A08

Dongguan City Xinlong Science & Technology Co., Ltd
Stand 14D09

Dow Jones News GmbH
Stand 14G39

DTG GmbH
Stand 14A24

Enping City Shuangyi Electronics Industrial Co. Ltd
Stand 14G17

Euromac bv.
Stand 14B16

F.A.Z.-Institut GmbH
Stand 14G39

Fame Key Consultants Ltd.
Stand 14E17

Fasten Group Imp. & Exp. Co. Ltd.
Stand 14E28

Fenix Products

& Marketing CO., Ltd.
Stand 14F05

Fine & Bruidge Electrics Co. Ltd
Stand 14E17

Fitting (Suzhou) Electrical Co.Ltd.
Stand 14G16

Flying Eagle Group Co. Ltd.
Stand 14C36

Foshan Aston Bathroom Appliances Co.,Ltd
Stand 14E51

Foshan Everlasting Enterprise Co. Ltd.
Stand 14E51

Foshan Midea Consumer & Industrial Group Co. Ltd
Stand 14B10

Foshan Shengfa Electrical Appliance Co.,Ltd
Stand 14G18

Foshan Shunde Lingqi Electrical Appliance Industrial Co. Ltd
Stand 14E47

Foshan Shunde Mixkey Electrical Appliance Co Ltd
Stand 14B01

Foshan Shunde Nasi Industry Co.,Ltd.
Stand 14C03

Fujian Fuan Wendy Electrical Machinery Co.,Ltd.
Stand 14C46

Fujian Temco Motor Co. Ltd.
Stand 14G25

Fuxin Refrigeration Equipment Co., Ltd.
Stand 14B03

Fuzhou Furi

Electronics Co. Ltd
Stand 14G19

Gerlach Zolldienste GmbH
Stand 14C51

Guangdong Canbo Electrical Co. Ltd
Stand 14E04

Guangdong Chaoyang Sanitary Wares Co., Ltd
Stand 14E59

Guangdong Light Electrical Appliances Co. Ltd
Stand 14A03

Guangdong Midocean Sanitary Ware Technology Co. Ltd
Stand 14E53

Guangzhou JiaYue Electric Appliance Co. Ltd.
Stand 14A11

Guangzhou Sure Win Trading Co., Ltd.
Stand 14A17

Haide Electrical Appliances Co. Ltd.
Stand 14D07

Hangzhou Huanyu Tools Co., Ltd.
Stand 14C34

Hangzhou Lianlong Electronic CO. Ltd
Stand 14E01

Hangzhou Shining-tech Co .Ltd.
Stand 14F32

Hangzhou Xin Jiu Long Kitchen Tool Co., Ltd.
Stand 14C53

Hangzhou Yuhang International Trading Inc.
Stand 14C47

Industrie und Handelskammer



zu Köln
Stand 14C57

Jiangmen Foreign Trade and Economic Cooperation Bureau
Stand 14G17

Jiangmen Xing Fang Trade Co. Ltd
Stand 14C66

Jiangsu Danda Trade Co. Ltd.
Stand 14E22

Jiangsu Feida Tools Combine Stock Co., Ltd.
Stand 14E20

Jiangsu Fengtai Diamond Tool Manufacture Co. Ltd.
Stand 14A16

Jiangsu Fengyu Tools Co. Ltd
Stand 14D24

Jiangsu Light Industrial Products I/E (Group) Corp.
Stand 14G14

Jiangsu Overseas Group Haiton International Trade Co.,Ltd
Stand 14E29

Jiangsu Tiangong Tools Corp Ltd
Stand 14E26

Jiangsu Xinmeida Tools Co. Ltd
Stand 14E31

Jiangxi Zhiren Prevision

Casting Co., Ltd.
Stand 14E27

Jin Pin Electrical Co., Ltd. Zhuhai S.E.Z.
Stand 14D15

Jinxing Houseware MFG., Ltd.
Stand 14C66

Jmet Corp.Jiangsu Sainty International Group
Stand 14F25

Local Global GmbH
Stand 14F40

Lonsid Electric Co. Ltd
Stand 14C08

Nature Brite Industrial

Company Limited
Stand 14F01

Ningbo Andy Electric Appliance Co. Ltd
Stand 14F17

Ningbo Aoileishi Sanitary Ware Co. , Ltd
Stand 14E41

Ningbo Biyi Plastic Co. Ltd
Stand 14E12

CEIEC Ningbo Co.,Ltd..
Stand 14D03

Ningbo Dahua Electric Appliance Co. Ltd
Stand 14E10

Ningbo Fuda Electric



N-Z

Appliance Co. Ltd.
Stand 14E11

Ningbo Fujia Electric
Appliance Co. Ltd
Stand 14D06

Ningbo Futai
Electric Co. Ltd
Stand 14G15

Ningbo Green Will
Appliance Co. Ltd.
Stand 14D10

Ningbo Heiger Electrical
Appliances Co. Ltd
Stand 14E05

Ningbo Herine Electric
Appliance Co. Ltd.
Stand 14F04

Ningbo Jinlong Electric
Appliance Co. Ltd
Stand 14D12

Ningbo Jiuchang Electrical
Equipment Co. Ltd.
Stand 14F15

Ningbo Kaibo Group Co., Ltd.
Stand 14F18

Ningbo Kareno
Sinkware co ltd
Stand 14C56

Ningbo Kingdun Electronic
Industry Co. Ltd.
Stand 14E07

Ningbo Land
Industrial Co. Ltd.
Stand 14D20

Ningbo Le's Industry Co., Ltd.
Stand 14G22

Ningbo Metals & Wire Rope
Fittings Co. Ltd.
Stand 14F35

Ningbo Minfeng Electrical

Appliances Co. Ltd.
Stand 14A06

Ningbo Pogeta
Electric Appliance Co. Ltd
Stand 14F03

Ningbo Shunhong Electrical
Appliance Co. Ltd
Stand 14D27

Ningbo Smal Electrics Imp.&
Exp. Co. Ltd.
Stand 14D14

Ningbo Spring Electrical
Appliance Manufacturing
Co.Ltd.
Stand 14F10

Ningbo Tiger Hardware
Manufacture Co.,ltd.
Stand 14A19

Ningbo Udi Electric Appliance
Co. Ltd.
Stand 14E14

Ningbo Xianfu Electric
Appliance Co. Ltd.
Stand 14E16

Ningbo Xinyang
Electric Co., Ltd.
Stand 14E03

Ningbo Yongdian Electric
Appliance Co. Ltd.
Stand 14G09

Ningbo Yunhuan Electronics
Group Co. Ltd.
Stand 14G07

Ningbo Yutong Electric
Appliance Co., Ltd.
Stand 14C44

Ningbo Zojia Valve Co., Ltd.
Stand 14F33

Office of Chongqing Juilong-
yuan Hi-tech Industry
Development Zone
Stand 14B20

OSA GmbH + Co. KG
Stand 14A24

Qingdao General Machinery
Tools Co. Ltd.
Stand 14C35

Quanzhou Lida Imp.& Exp.
Trading Co., Ltd.
Stand 14F20

Round Universe Valve Co. Ltd.
Zhejiang
Stand 14C60

Satow Electronic Co., Ltd.
Stand 14B12

Shanghai Foreign Trade
(Pudong) Co. Ltd
Stand 14F34

Shenzhen Natural Sound
Enterprise Co.,Ltd
Stand 14D05

Shunde Huahong
Electrical Co. Ltd
Stand 14C01

Shunde Light Industrial Products
Imp. & Exp. Company Ltd. Of
Guangdong
Stand 14A13

Suzhou Chunyuan Lock
Making Co., Ltd.
Stand 14D26

Suzhou Everich Imp.& Exp.
Co. Ltd
Stand 14E34

Suzhou Hengrui Imp. & Exp.
Co., Ltd.
Stand 14G16

Suzhou Imp. & Exp. Co., Ltd
(group)
Stand 14D26

Suzhou Tooling & Injection
Co., Ltd.
Stand 14G16

Suzhou Tooling & Injection
Co., Ltd.
Stand 14G16

Taizhou hisource international
trade Co.,Ltd
Stand 14B26

Taizhou Zhengshing
Valve Co., Ltd
Stand 14E41

Wenzhou Imp.& Exp.United
Co. Ltd
Stand 14C37

Wenzhou Longhua Daily
Electron Co., Ltd.
Stand 14C32

Wenzhou
success group Co., Ltd.
Stand 14E45

Wirtschaftsförderung
Düsseldorf, China Kompetenz
Zentrum
Stand 14E36

Xiangli Home Appliance
Manufacturing co. Ltd.
Stand 14C05

Xingxing Refrigeration Equip-
ment Engineering Co. Ltd.
Stand 14A01

Xionghan Co. Ltd
Stand 14F12

Yongkang Puneng Electric Co.,
Ltd.
Stand 14D17

Yuhuan Keyu Braks
Parts Co., Ltd.
Stand 14C50

Yuyao City Fuda Electronic
Co. Ltd
Stand 14C12

Yuyao City Jingyi Sanitary
Ware Accessories Factory
Stand 14E55

Yuyao Fuhua Industry
Development Co.
Stand 14D18



Yuyao kangerya sanitary ware
Co., Ltd
Stand 14C54

Yuyao Lanshan Electric
Machines Co.,Ltd.
Stand 14A21

Yuyao Municipal Sentao
Electronic Co.,Ltd
Stand 14F08

Yuyao Qingfeng
metal casting co ltd
Stand 14E49

Yuyao Yuxiong Sanitary
Equipment Co.,Ltd.
Stand 14C62

Yuyao Zongmei
Electric Co. Ltd.
Stand 14F06

Zhejiang Anlu Cleaning
Machinery Co.,Ltd.
Stand 14D11

Zhejiang Cuori Electrical
Appliances (Group) Co., Ltd.
Stand 14A07

Zhejiang Hont Electrical
Co.,ltd
Stand 14F26

Zhejiang Huaguang Electric
Appliance Group Ltd.
Stand 14F24

Zhejiang Huangyan Gongxing
Plastics Mould Factory
Stand 14B26

Zhejiang Ruiher
Import&Export Co. Ltd.
Stand 14C58

Zhejiang Xinchang Bigyao
Power Tool Co., Ltd.
Stand 14C 43

Zhejiang Yueli
Electrical Co. Ltd.
Stand 14C24

Zhejiang Star Group
Stand 14E 30

Zhongchen Imp&Exp Co. Ltd.
of Suzhou Industrial Park
Stand 14F33

Zhuhai Chenhe Trading
Co. Ltd.
Stand 14G06

Zhuhai Hanhai Company Ltd.
Stand 14G08

Zhuhai Luckyman
Enterprise Co.Ltd
Stand 14A15



UNTERNEHMEN/COMPANY	Bloenergy GmbH	Changhong Plastics Co. Ltd	Changshu Tongrun Auto Accessory Co. Ltd	China Cixi Zhongfa Lamps Co.,Ltd	China Council for the Promotion of International Trade Chongqing Sub-council	China Electronics International Exhibition & Advertising Co.,Ltd.	China Jiangsu Int'l Economic-Technical Coop. Corp.
ETAGE/FLOOR GEBÄUDE/BUILDING					19th Floor International Commerce Chamber Building	Room 818 Electronics Building	16th
STRASSE/STREET BEZIRK/DISTRICT	Bettinastr. 7 - 112	No. 103, Xinguang Road Xinguang Industrial Zone Liushi	New Long Teng Industry Area Changshu Economy Develop- ment Zone	No. 48, Xingyuan Road Zong Hai Development Zone	Yangheyicun Jiangbei	A23 Fuxing Road Haidian District	No.28 North Zhongshan Road
POSTLEITZAHL/ZIP CODE	69067	325604	215500	315301	400020	100036	210008
STADT/CITY	Offenbach,	Yueqing	Changshu	Cixi	Chongqing	Beijing	Nanjing
PROVINZ/PROVINCE		Zhejiang	Jiangsu	Zhejiang	Chongqing	Beijing	Jiangsu
LAND/COUNTRY	Germany	China	China	China	China	China	China
TELEFON/PHONE	0049-69-98194542	0086-577-62798390	0086-512-52343388-1056	0086-574-63225018	0086-23-89075616	0086-10-68296358	0086-25-83273950
FAX	0049-69-98194533	0086-577-62793006	0086-512-52341090	0086-574-63225002	0086-23-67723420	0086-10-68213348	0086-25-83310881
E-MAIL	info@dao-institute.de	yuanhe@mail.wzptt.zj.cn	tongrun@public1.sz.js.cn	zflamp@public.cx.nbptt.zj.cn	alwin777@sina.com	wgsheng@ceiec.com.cn	jxzt@263.net
INTERNET	www.dr-massager.de	www.chs.com.cn	www.tongrun.com	www.zflamp.com	www.ccpitcq-fair.com	www.ceiec.com.cn	
KONTAKT/CONTACT							
ANREDE/SALUTION		Mr. Dr.	Mrs.	Mr.	Mr.	Mrs.	Mr.
VORNAME/FIRST NAME	Yaping	Xiaoyu	Ping	Xiaofeng	Jun	Tao	Guoqing
NAME/FAMILY NAME	Zhu	Bao	Zhang	Yang	Li	Li	Yu
FUNKTION/PROCUREMENT		Sales	Sales	Marketing	Marketing	Sales	Sales
TELEFON/PHONE			0086-512-52341056	0086-574-63225068	0086-23-89075616	0086-10-6829008655	0086-25-83273950
FAX			0086-512-52341090		0086-23-67723420	0086-10-68223909-201	0086-25-83310881
E-MAIL		yuanhe@mail.wzptt.zj.cn	janetz@tongrun.com	yangxiaofeng@zflamp.com	alwin777@sina.com	lt@ceiec.com.cn	jxzt@263.net
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES		101-500	1001-2000	501-1000	51-100	101-500	200
BESCHREIBUNG/ DESCRIPTION		Changhong Plastics Co. Ltd is a leading professional manuf- acturer of cable ties, nail clips, terminal blocks, terminals, spiral wrapping band, heat- shrinkable tubing, cable ducts etc., which are very popular in domestic and internatinal markets!	We are one of the biggest factories for the production of hydraulic jacks in the world. Our main line of products con- tains more than 200 different- specifications, including car jacks and accessories.	Zhongfa Lamps Co.,Ltd is a specialized industrial corpo- ration for the production of various lamps and lanterns for industrial and domestic use. The products include: Halogen Lamp Series, Humidity-Proof Lamp Series, Garden Lamp Series, Fluorescent Lamp Se- ries and more. Offers for OEM products are welcome.	CCPIT Chongqing Sub-Council, also known as the Chongqing Branch of the China Chamber of International Commerce, was set up in 1983. It is composed of senior officials, enterprises, associations, and organizations from Chonqing economic and trade circles.	China National Electronics Im- port & Export Corp., the largest foreign trader of electronics in China, is a comprehensive fo- reign trade enterprise engaged in the import and export of elec- tronic technology and products as well as other services. As the Exhibition and Advertising Department of CEIEC we organi- ze more than 60 exhibitions in China and abroad each year.	
PRODUKTGRUPPE/ PRODUKT SECTOR		Main appliances, Electronic Consumer Goods, Hardware, Automotive, Bathroom Fittings	Hardware, Automotive	Main Appliances	Information	Information	Hardware
BRANCHE/INDUSTRY		Other	Hardware and Tools	Building/construction	Associations and non-profit-organisations	Other	Hardware and Tools, Automotive
ERWARTUNGEN/ EXPECTATIONS		Establish brand on European market, open a sales repre- sentation/joint sales repre- sentation, sell products	Sell products	Establish brand on European market	Sell products	Find joint venture Partner	Establish brand on Euro- pean market, Open a sales representation / joint sales representation
STAND	14G32	14D23	14C52	14F07			14E 27

UNTERNEHMEN/COMPANY	China Machinery & Equipment & Imp./Exp. Suzhou Co., Ltd	China Superhuman Group Co., Ltd.	Chongqing Dewang Optical Co. Ltd.	Chongqing Lifan Industry (Group) Co. Ltd.	Chongqing Zongshen Group 1/E C Corp.	CME Brakes Co., Ltd.	COSCO Logistics (Europe) GmbH
ETAGE/FLOOR	Building No. 10.						
GEBÄUDE/BUILDING				Lifan Mansion			
STRASSE/STREET	No.659 Jinmen Road		Liang Lu Industry Yard	No.60, Zhangjiawan Shangqi- ao	No.25, Erlang Road	No. 659, Jinmen Road	Herrengaben 74
BEZIRK/DISTRICT		Hardware Technological Indus- trial Field	Yubei	Shapingba District	High-tech District		
POSTLEITZAHL/ZIP CODE	215004	321300	404420	400037	400039	215004	20459
STADT/CITY	Suzhou	Yongkang	Chongqing	Chongqing	Chongqing	Suzhou	Hamburg
PROVINZ/PROVINCE	Jiangsu	Zhejiang	Chongqing	Chongqing	Chongqing	Jiangsu	Hamburg
LAND/COUNTRY	China	China	China	China	China	China	Germany
TELEFON/PHONE	0086-13306132381	0086-579-7232472	0086-21-53016485	0086-23-61663538	0086-23-68460230	0086-512-67233210	0049-40-36 00 16 329
FAX	0086-512-65326171	0086-579-7232806	0086-21-53016489	0086-23-61663297	0086-23-68631405	0086-512-65326171	0049-40-36 00 16 370
E-MAIL	lixinbao@pub.sz.jsinfo.net	yksupman@mail.jhptt.zj.cn	dewang@globalsources.com	iec016@lifan.net	gZR@zsie.com		olav.appelius@cosco.de
INTERNET		www.superman.com	www.cnbinoculars.com	www.lifan.com		www.szautoparts.com	www.coscologistics.de
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mr	Mr. Dr.	Mr. Dr.	Mr. Dr.	Mr. Dr.	Mr.
VORNAME/FIRST NAME	Lixin	Jianbin	Jie	Zhipu	Zhengrong	Korin	Olav
NAME/FAMILY NAME	Bao	Zong	Cheng	Yan	Tan	Tian	Appelius
FUNKTION/PROCUREMENT	Sales	Management	Management	Management	Marketing	Sales	Sales und Marketing
TELEFON/PHONE	0086-13306132381	0086-21-57687718	0086-13908374406	0086-23-61663538	00862368460246	0086-512-67233210	0049-40-36 00 16 329
FAX	0086-512-65326171	0086-21-57687720	0086-21-53016489	0086-23-61663297	00862368631405		0049-40-36 00 16 370
E-MAIL	lixinbao@pub.sz.jsinfo.net	supmandept7@mail.online.sh.cn	dewang@globalsources.com	iec016@lifan.net	gZR@zsie.com		olav.appelius@cosco.de
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	350	501-1000	0-50	2000+	2000+	51-100	0 - 100
BESCHREIBUNG/ DESCRIPTION		Superhuman Group Co. Ltd. is a privately owned company founded in 1983, with corpo- rate headquarters in the pro- vince of Zhejiang. We speciali- ze in the manufacture of small electronic personal shaving, grooming and household appli- ances. Our products have VL, CVL, GS, CE, PSE approvals.		Please refer to our company's website: www.lifan.com	Zongshen Industrial Group was founded in 1992 and is now com- posed of 52 totally invested or holding subsidiaries. Our thermo- dynamic source products include engines for motorcycles, mini- cars, speedboats and general machinery as well as the respec- tive finished products The annual production capacity is 1.5 million motorcycles & 3 million engines.	CME brakes was formed in 1995 and has more than 20 years experience in the pro- duction of casting products	COSCO Logistics (Europe) GmbH is an independent freight forwarding agent supplying the full range of freight forwarding and logistics services. COSCO offers all modes of transportation for the development of complex sup- ply-chain solutions including the operation of distribution centres.
PRODUKTGRUPPE/ PRODUKT SECTOR	Hardware	Automotive	Garden and Leisure	Automotive	Hardware, Garden and Leisure	Automotive, Information	Main appliances; Electro- nics; Hardware; Garden and leisure; Automotive; Bathroom Fittings; Information
BRANCHE/INDUSTRY	Hardware and Tools	Electrical, mechanical and optical industries	Garden and leisure equipment	Machine building and plant engineering	Other	Other	Automotive, DIY Supply, Electronic consumer goods, Hardware and Tools, Logistics
ERWARTUNGEN/ EXPECTATIONS	Establish brand on Euro- pean market. Open a sales representation / joint sales representation	Open a sales representation/ joint sales representation	Open a representative office, sell products	Establish brand on European market, open a sales represen- tation/joint sales representati- on, sell products	Find joint venture partner, open a sales representation/joint sa- les representation, sell products	Establish brand on European market, sell products	Find joint venture Partner
STAND	14C50	14D 01	14B24	14C39	14C33	14C50	14E37

UNTERNEHMEN/COMPANY	Dalian Honour Enterprises Inc.	Danyang Huachang Diamond Tools Mfg. Co.	Danyang Jinggong Tools Company Ltd.	Deutsch-Chinesische Wirtschaftsvereinigung e.V.	Dongguan Changan Wusha Kow Wah Electronic Factory	Dongguan City Xinlong Science & Technology Co., Ltd	Dow Jones News GmbH
ETAGE/FLOOR	Suite 1-17						1st
GEBÄUDE/BUILDING						Xinlong	
STRASSE/STREET	No. 18, Gang Jing Yuan	No.106, Jinglin West Road		Unter-Sachsenhausen 10-26	Xinxing Industrial Zone, Middle BBK Road of Wusha	Gaoying Industrial Park	No. 78, Wilhelm - Leuschner-Str.
BEZIRK/DISTRICT		Danyang Economic Development Zone	Picheng		Changan Town	Tangxia	
POSTLEITZAHL/ZIP CODE	116001	212310	212311	50667	523860	523690	60329
STADT/CITY	Dalian	Danyang	Danyang	Köln	Dongguan	Dongguan	Frankfurt am Main
PROVINZ/PROVINCE	Liaoning	Jiangsu	Jiangsu	NRW	Guangdong	Guangdong	
LAND/COUNTRY	China	China	China	Germany	China	China	Germany
TELEFON/PHONE	0086-411-82789042	0086-511-6880858	0086-511-6333636	0049-221-120370	0086-769-5091519	0086-769-7813683	0049-69-29725-0
FAX	0086-411-82789041	0086-511-6880793	0086-511-6343977	0049-221-120417	0086-769-5322519	0086-769-7813682	0049-69-29725-160
E-MAIL	lwj@dalianhonour.com	jinjun-hua@vip.163.com	bevanzhang@jsjggj.com	info@dcw-ev.de	best@kwbest.com	yok@yok.cn	sales-bnl@dowjones.com
INTERNET	www.dalianhonour.com			www.dcw-ev.de	www.kwbest.com	www.yok.cn	www.ajnewsletters.de
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr. Dr.	Mr.	Ms.	Mr.	Mr.	Mr.	Mrs.
VORNAME/FIRST NAME	Wenjun	Jinjun	Miao	Roland	Shuangye	Chaohai	Nadine
NAME/FAMILY NAME	Li	Hua	Qian	Klein	Li	Zhou	Voiss-Wolf
FUNKTION/PROCUREMENT	Management	Sales	Sales			Sales	Marketing, Sales
TELEFON/PHONE	0086-411-82789051	0086-511-6880858	0086-511-6333636	0049-1791056246		0086-013706601315	0049-69-29725-163
FAX		0086-511-6880793	0086-511-6343977	0049-221-120417		0086-577-62319825	0049-69-29725-160
E-MAIL	lwj@dalianhonour.com	jinjun-hua@vip.163.com	bevanzhang@jsjggj.com	roland.klein.dcw@koeln.ihk.de		szyok@yok.cn	nadine.voiss@dowjones.com
UNTERNEHMENSPROFIL/COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	0-50	280	400	10		1000-2000	
BESCHREIBUNG/DESCRIPTION	We are leading OEM exporter and manufacturer for automobile industry. We are producing machined forgings in house and will produce castings from May 2006. We are also providing a lot of other components for OEM automobile industry such as steel wheels, CV joints, radiator, clutch, and stamping parts etc.			The German-Chinese Business Association promotes business activities between German and Chinese companies.		Our company is a manufacturer with over 20 years' experience in researching, developing, designing and manufacturing electronic fittings for various household appliances and audio visual products, such as earphone/microphone sockets, AC/DC sockets, cell phone connectors etc.	International news agency
PRODUKTGRUPPE/PRODUKT SECTOR	Bathroom Fittings	Hardware	Hardware	Information	Electronic Consumer Goods	Electronic Consumer Goods	Information
BRANCHE/INDUSTRY	Automotive	Diamond Blades	Drill Bits	Non-Profit-Organisation	Home and main appliances	Electronic Consumer Goods/Audio and video systems	Media
ERWARTUNGEN/EXPECTATIONS	Find investor, find joint venture partner	3/5	Find joint venture partner	Provide Service		Establish beand on European market/sell products	Find joint venture partner
STAND	14D29	14D22	14E 24	14C57	14A08	14D09	14G39



UNTERNEHMEN/COMPANY	DTG GmbH	Enping City Shuangyi Electronics Industrial Co. Ltd	Euromac bv.	F.A.Z.-Institut GmbH	Fasten Group Imp. & Exp. Co. Ltd.	Fenix Products & Marketing Co.,Ltd.	Fine & Bruidge Electrics Co. Ltd
ETAGE/FLOOR						Room 903	
GEBÄUDE/BUILDING		No.B1			Science & Technology building	Star Fortune Port	
STRASSE/STREET	Grabenstr. 70	Foreign and Private Capital Industry Zone	Kokosstraat 20	Mainzer Landstr. 199	No.203 Tong Jiang Bei Road	Huasui Road	Fengshan Road
BEZIRK/DISTRICT					Jiangyin	Tianhe	Yuyao Qunli
POSTLEITZAHL/ZIP CODE	52382	529400	8281 JC	60326	214433	510623	315400
STADT/CITY	Niederzier	Enping	Genemuiden	Frankfurt	Jiangyin	Guangzhou	Ningbo
PROVINZ/PROVINCE		Guangdong			Jiangsu	Guangdong	Zhejiang
LAND/COUNTRY	Germany	China	The Netherlands	Germany	China	China	China
TELEFON/PHONE	0049-2428-804-2	0086-750-7820222	0031-38-3854321	0049-69-7591-2129	0086-510-6105227	0086-20-37592780	0086-574-62802688
FAX	0049-2428-804-399	0086-750-7819928	0031-38-3856464	0049-69-7591-1966	0086-510-6111924	0086-20-37585994	0086-574-62802531
E-MAIL	info@d-t-gmbh.de	shuangyi@pub.jiangmen.gd.cn	info@euromac.nl		fes04@public1.wx.js.cn	kaihuazh@vip.163.com	Bridge@mail.nbptt.zj.cn
INTERNET	www.d-t-gmbh.de	www.rider.com.cn	www.euromac.nl	www.laenderdienste.de	www.fastenimp-exp.com		www.hair-dryer-world.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mr.	Mrs.	Mrs.	Mrs. Dr.	Mr	Mr.
VORNAME/FIRST NAME	Rudolf	David	Jannie	Karin	Chun	Kaihua	Wenjie
NAME/FAMILY NAME	Hannot	Li	Rietmann	Gangl	Gao	Zhang	Du
FUNKTION/PROCUREMENT	Management	Management	Marketing	Marketing	Sales	Sales	Administration
TELEFON/PHONE	0049-2428-804-313	0086-13902403068	0031-38-3854321	0049-69-7591-2217	00865106105227	0086-20-37592780	0086-574-62803007
FAX	0049-2428-804-399	0086-750-7819928	0031-38-3856464	0049-69-7591-1966	00865106111924	0086-20-37585994	0086-574-62802531
E-MAIL	rudolf.hannot@d-t-gmbh.de	lishuangyi@hotmail.com	j.bakker-rietman@euromac.nl		gao_chun@chinafasten.com	kaihuazh@vip.163.com	bruidge07@bruidge.com
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	0-100	101-500	0-50	51-100	2000+		501-1000
BESCHREIBUNG/ DESCRIPTION	In our location in Germany we negotiate the contracts with our customers and clear up all requests. We deliver all quantities from our German warehouse. In our company in China we do the production, quality control, and shipping.	Our company is one of the biggest in the city of Enping. We manufacture wired/wireless microphones, DVD and VCD devices, amplifiers, mixers and so on. We have passed the ISO9001:2000 and the CE certification as well as the FCC.	Euromac bv. Holland imports apparatus and appliances (e.g. heating equipment, air-cons, pumps, generators, etc.) from China and sells these products in all of Europe (container- or palletwise). As we are always looking for new or better products and new sales contacts, we invite you to visit our stand!	The F.A.Z.-Institut's Country and Sector Services devisi-on publishes sector-specific reports as well as foreign trade and investment information on more than 70 countries. A series of country reports investment guides and yearbooks provides a concise and practice-oriented overview of the legal, economic, and financial parameters for foreign investments in the target countries.	Fasten Group which is one of the 500 major state enterprises in China, is the share controller of more than 50 intimate companies and has a property of more than 4 billion Yuan. It is active in 6 industry sectors: metal products, photonic communication, metallic material fundamental research, new materials, electromechanic auto fittings, trade, logistics and hotels.	We are specialized in developing and exporting household appliances, such as all kinds of electric fans, heaters, air coolers, air conditioners ,etc. With more than 10 years' experiences, we always offer the professional products and services to our customers.	Fine & Bruidge Electrics Co. is an ISO9001:2000 approved enterprise specializing in the making of home appliances in Ningbo, China. The main products cover hair dryers including the latest anion hair dryers, fan-heaters, hands dryers and humidity feeders etc. Most are GS & CE (EMC, LVD) approved, some are UL certified. Our annual production volume now exceeds 7 million sets and continues to rise.
PRODUKTGRUPPE/ PRODUKT SECTOR	Bathroom Fittings	Electronic consumer goods	Main appliances, Hardware	Information	Hardware	Main appliances	Main appliances.
BRANCHE/INDUSTRY	DIY Supply	Electronic consumer goods	Home and main appliances	Media	Hardware and Tools	Home and main appliance	Electrical, mechanical and optical industries
ERWARTUNGEN/ EXPECTATIONS	Sell products	Establish brand on European market, find investor, find joint venture partner, sell products	Establish brand on European market, sell products	Sell products		Sell products	Sell products
STAND	14A24	14G17	14B16	14G39	14E28	14F05	14E17

UNTERNEHMEN/COMPANY	Fitting (Suzhou) Electrical Co., Ltd..	Flying Eagle Group Co. Ltd.	Foshan Aston Bathroom Appliances Co., Ltd	Foshan Everlasting Enterprise Co. Ltd.	Foshan Midea Consumer & Industrial Group Co. Ltd	Foshan Shengfa Electrical Appliance Co., Ltd	Foshan Shunde Lingqi Electrical Appliance Industrial Co. Ltd
ETAGE/FLOOR		2th		31/F			
GEBÄUDE/BUILDING	Xinfang Road	Flying Eagle Building	No. 9, Junye South Road	Jinghua BLDG	Midea Industrial City		
STRASSE/STREET	Huangqiao Industry Zone	Longchuanxi Road	C Area Shishan Industrial Garden	No.18, Jihuawu Road	Penglai Road		No.32, Gongye 4th Road, Leliu Town
BEZIRK/DISTRICT	Xiangchen District		Nanhai		Beijiao, Shunde	Luojia Working Area of Luonan, Nanzhuang Town, Chancheng Dis. Of Foshan	Shunde District
POSTLEITZAHL/ZIP CODE	215132	321300	528225	528000	528311	528061	528322
STADT/CITY	Suzhou	Yongkang	Foshan	Foshan	Foshan	foshan	Foshan
PROVINZ/PROVINCE	Jiangsu	Zhejiang	Guangdong	Guangdong	Guangdong	Guangdong	Guangdong
LAND/COUNTRY	China	China	China	China	China	China	China
TELEFON/PHONE	0086-512-65782088	0086-579-7264992 7264289	0086-757-86683280	0086-757-83289085	0086-757-26338830	0086-757-85326780	0086-757-25333288
FAX	0086-512-65783088	0086-579-7263610	0086-757-86683290	0086-757-83289051	0086-757-26664293	0086-757-85336338	0086-757-25564756
E-MAIL	uuhsun@public1.sz.js.cn	f-eagle@mail.jhptt.zj.cn	manager@cn-aston.com	andrewqiu@21cn.com	inquiry@midea.com.cn	nhsfi@pub.nanhai.net.cn	lingqi3@shunde.gd.cn
INTERNET	N/A	http://www.f-eagle.com	www.cn-aston.com	www.fsel.cn	www.midea.com.cn	www.sf-sy.cn	www.lingqi.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mrs.	Mrs.	Mr.	Mrs.	Ms.	Mrs.
VORNAME/FIRST NAME	Henry	Sammi	Luora	Xuqiang	Linda	lihua	Lily
NAME/FAMILY NAME	Sun	Lu	Luo	Qiu	Xia	luo	Rong
FUNKTION/PROCUREMENT	Management	Sales	Sales	Sales	Marketing	sales	Sales
TELEFON/PHONE		0086-579-7264992	0086-757-86683280	0086-757-83289085		0086-757-85326780	0086-757-25332763
FAX		0086-0579-7263610	0086-757-86683290	0086-757-93289085		0086-757-85336338	0086-757-25564756
E-MAIL	uuhsun@public1.sz.js.cn	f-eagle@mail.jhptt..zj.cn	manager@cn-aston.com	andrewqiu@21cn.com	xialu@midea.com.cn	nhsfi@pub.nanhai.net.cn	lingqi3@shunde.gd.cn
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	51-100	1000-2000	267	51-100	2000+	300	501-1000
BESCHREIBUNG/ DESCRIPTION	We are a professional home electric appliance manufacturer, our main products are vacuum cleaners, exhaust fans etc. We also manufacture media storage articles like CD/DVD cases, towers and racks.	Our company manufactures hardware, automobile parts, garden tools, etc. The Corporation has obtained ISO 9001 certificate. Cylinder obtained DOT 39 approval, shredder and hedge trimmer have CE/GS certificate.We do our best to satisfy you with best service and good products.	Our company is a manufacturer of bathroom appliances.		Midea is the largest small household appliance manufacturer in China with total assets of US\$ 2 billion and an annual output of 60 million units. Currently Midea has the largest and most complete Microwave oven product range. Midea has set up subsidiaries in the US, Canada, UK, Germany, Russia, Japan, the Middle East, Korea, Hong Kong etc.	Founded in 1986, Shengfa Electric Appliance Co., Ltd is a professional integrative enterprise dealing in R&D and manufacture of life and kitchen electric appliance manufacturer with 18 years of production history, becoming one of the leading pioneers of China electric appliance market.	We are specializing in jump starters, DC/AC Power Inverters, portable solar lanterns, emergency lights and related products. Many of our products have CE and/or FCC approvals and other International Quality Standard Certificates. We are also ISO9001-2000 approved which enables us to provide you with reliable products and good service.
PRODUKTGRUPPE/ PRODUKT SECTOR	Main appliances	Garden und Leisure	Bathroom Fittings	Bathroom Fittings	Main appliances		Main appliances, Automotive, Information, Main appliances, Hardware, Garden and Leisure
BRANCHE/INDUSTRY	Home and main appliances	Hardware and tools	Sanitary	Sanitary	Home and main appliances		Electrical
ERWARTUNGEN/ EXPECTATIONS	Open a sales representation/ joint sales representation, Sell products	Establish brand on European market	Find sales partner	Sell products	Sell products		Establish brand on European market, open a sales representation/joint sales representation, sell products
STAND	14G16	14C36	14E51	14E51	14B10	14G18	14E47



UNTERNEHMEN/COMPANY	Foshan Shunde Mixkey Electrical Appliance Co Ltd	Foshan Shunde Nasi Industry Co., Ltd.	Fujian Fuan Wendy Electrical Machinery Co., Ltd.	Fujian Temco Motor Co. Ltd.	Fuxin Refrigeration Equipment Co., Ltd	Fuzhou Furi Electronics Co. Ltd	Gerlach Zolldienste GmbH
ETAGE/FLOOR		Room 508-510	Qinxiyang Industrial Zone,Fuan,Fujian,China				1
GEBÄUDE/BUILDING	No 4.						
STRASSE/STREET	Cheng Ye Road			Qinxiyang Industry Zone	No.11, Hongfeng Road, Rongli	B37 Pushang Yuan Industry Area	Bahnhofstrasse 32
BEZIRK/DISTRICT	Shunde	Changcheng District			Ronggui Town		North Rhine -Westphalia
POSTLEITZAHL/ZIP CODE	528308		355000	355000	528306	350008	47608
STADT/CITY	Foshan	Foshan	Fuan	Fuan	Shunde, Foshan	Fuzhou	Geldern
PROVINZ/PROVINCE	Guangdong	Guangdong	Fujian	Fujian	Guangdong	Fujian	
LAND/COUNTRY	China	China	China	China	China	China	Germany
TELEFON/PHONE	0086-757-28669162	0086-757-83658988	0086-593-6396069	0086-593-6393999	0086-757-28804330	0086-591-83306881	0049-2831 976 34 10
FAX	0086-757-27333229	0086-757-83992566	0086-593-6396633	0086-593-6393733	0086-757-28803301	0086-591-83306883	0049-2831 976 34 11
E-MAIL	info@mixkey.cn	fsnasi@yahoo.com.cn	info@wendypump.com	Mindong@public.ndptt.fj.cn	info@sdfuxin.com	sales@furigroup.com	gerlach.geldern@de.gerlaches.com
INTERNET	www.mixkey.cn	www.sdrise.com, www.csrise.com	www.wendypump.com	www.temco-motor.com	www.sdfuxin.com	www.furigroup.com	www.gerlaches.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr. Prof.	Ms.	Mr.	Mr.	Ms.	Mr.	Mr.
VORNAME/FIRST NAME	Alex	Xin	Feng	Yu	Limei	Xiaoqi	Thomas
NAME/FAMILY NAME	Wu	Huiyi	Guo	Chen	Feng	Lan	Munsters
FUNKTION/PROCUREMENT	Sales	Marketing		Sales	Sales coordinator	Management	Management
TELEFON/PHONE	0086-757-28669162	0086-757-83658988	0086-593-6396568	0086-13305033266	0086-757-28819623	0086-591-83050581	0049-2831 9763460
FAX	0086-757-27333229	0086-757-83992566	0086-593-6396633	0086-593-6393733	0086-757-28803301	0086-591-83050581	0049-2831 976 3466
E-MAIL	alexwu@mixkey.cn	fsnasi@yahoo.com.cn	guo@wendypump.com	Mindong@public.ndptt.com	may@sdfuxin.com	lan66@pub6.fz.fj.cn	thomas.munsters@de.gerlaches.com
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	101-500	101-500	100-500	101-500	476	101-500	
BESCHREIBUNG/ DESCRIPTION	Mixkey electrical has been a professional manufacturer of deep fryers and water kettles since 1998. 95% of our products went into export to Korea, UK, and France.	Nasi industry Co.,Ltd is a modern manufacturing enterprise that attends to developing and manufacturing the hi-tech, environmental-friendly and health care products. It is made up of a molding factory, an injection molding factory, an electronic factory and a sales center.	Wendy Electrical Machinery Co. Ltd. is a manufacturer located in the Fuan Qin Xi Yang Industrial Zone in Fujian, China. Through years of hard efforts, our company has established a fully guaranteed quality control system under ISO9001:2000. All our products have CE & GS certificates.	Fujian Temco Motor Co. Ltd. is located in the city of Fuan which enjoys a reputation in China for the production of Electrical Appliances and Machinery. Now the company produces water pumps, electric machinery and electrical generator, all CE, TÜV and/or GS approved, and we are ISO9001:2000 certified.	Fuxin is located in the strong economic area of Shunde, Foshan, Guangdong, which is called "Capital of Home Appliance in China". Our company is based at the Pearl River Delta, adjacent to Guangzhou and Shenzhen. We are a newly developing high-tech civilian operated public company.	Fuzhou Furi Electronics Co. Ltd. supplies various kinds of electronic scales - including high-precision balances, price computing scales, weighing scales, counting scales, platform scales, kitchen scales, letter balances, barcode scales. Our products have established a high reputation in the market.	As a specialized customs broker, Gerlach handles the complete flow of daily customs formalities. This includes trade within the EU as well as to countries outside of the EU. With a unique network of more than 350 branches all over Europe. Gerlach offers you all kinds of custom clearances.
PRODUKTGRUPPE/ PRODUKT SECTOR	Main appliances	Main appliances	Bathroom Fittings	Main appliances, Hardware, Garden and Leisure, Automotive, Bathroom Fittings		Main appliances, Hardware, Automotive	Information
BRANCHE/INDUSTRY	Electronic consumer goods	Main appliances	Electrical, Mechanical and Optical Industries	Electrical, mechanical and optical industries	Export department	Electronic consumer goods	Logistics
ERWARTUNGEN/ EXPECTATIONS	Find joint venture Partner, Open a sales representation/ joint sales representation	Find joint venture partner	Sell products	Establish brand on European market, Find joint venture Partner, Open a sales representation/ joint sales representation, Sell products	Find franchiser; Development area	Establish brand on European market, Sell products	Sell products
STAND	14B01	14C03	14C46	14G25	14B03	14G19	14C51



UNTERNEHMEN/COMPANY	Guangdong Canbo Electrical Co. Ltd	Guangdong Chaoyang Sanitary Wares Co., Ltd	Guangdong Light Electrical Appliances Co. Ltd	Guangdong Midocean Sanitaryware Technology Co. Ltd	Guangzhou JiaYue Electric Appliance Co. Ltd.	Guangzhou Sure Win Trading Co., Ltd	Haide Electrical Appliances Co. Ltd.
ETAGE/FLOOR			16/F		2104	9th	1st
GEBÄUDE/BUILDING					Tian Yue Commercial Plaza		Cixi Trading Mansion
STRASSE/STREET	No. 268, Qixin Road		No.52 Dezhengnan Road	Daliang	No.753, Dong Feng Dong Rd	No. 255, Dongfeng Xi Road	No.269, Sishan Road
BEZIRK/DISTRICT	Shunde Xingtan Town	Hongxi Industrial Zone Chikan Town	Dongshan	Shunde	Dongshan	Yuexiu	Cixi
POSTLEITZAHL/ZIP CODE	528325	529367	510110	528300	510180	510181	315300
STADT/CITY	Foshan	Kaiping	Guangzhou	Foshan	Guangzhou	Guangzhou	Ningbo
PROVINZ/PROVINCE	Guangdong	Guangdong	Guangdong	Guangdong	Guangdong	Guangdong	Zhejiang
LAND/COUNTRY	China	China	China	China	China	China	China
TELEFON/PHONE	0086-757-27382779	0086-750-2623208	0086-20-83519324	0086-757-22615668	0086-20-87619397	0086-20-83567932	0086-574-63886623
FAX	0086-757-27773237	0086-750-2628978	0086-20-83316675	0086-757-22616099	0086-20-87619356	0086-20-83562548	0086-574-63813736
E-MAIL	cbexport@163.com	cme1@cn-cme.com	hopen_007@glip.com.cn	SALES@DZHJJ.COM	jiayue@gzgary.com	surewin@china.com	HAIDELY@163.NET
INTERNET	www.canbo.cn	www.cn-cme.com	www.elec-glip.cn	www.DZHJJ.COM	www.gzgary.com		www.CNCIE.COM
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mr.	Mr.	Mr.	Ms.	Mrs.	Mrs.
VORNAME/FIRST NAME	Jun	Min	Wei	Xiaojun	XueFeng	Danyi	Ying
NAME/FAMILY NAME	Liu	Wen	Zhang	Qin	Bi	Zhang	Lu
FUNKTION/PROCUREMENT	Sales	Export manager	Marketing	Marketing	Manager	Sales	Marketing
TELEFON/PHONE	0086-757-27382779	0086-13702222639	0086-20-83519324	0086-757-22615661	0086-20-87619305	0086-20-83567932	0086-574-63886623
FAX	0086-757-27773237	0086-750-2628978	0086-20-83316675	0086-757-22615663	0086-20-87619356	0086-20-83562548	0086-574-63813736
E-MAIL	cbexport@163.com	cme2@cn-cme.com	hopen_007@glip.com.cn	SALES@DZHJJ.COM	market@gzgary.com	surewin@china.com	HAODELY@163.NET
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	2000+	500-1000	0-50	1001-2000	101-500	50	501-1000
BESCHREIBUNG/ DESCRIPTION	Guangdong Canbo Electrical Co. Ltd. was established in 1988. Canbo manufactures products within a wide range of specifications. Canbo's main products: 1. home appliance sterilizing cabinets (for cookers and towels), cooker hoods, induction cookers, microwave ovens, water heaters, gas stoves, etc. 2. hardware, stainless steel vacuum flask, barbecue stove, smokers.	Guangdong Chaoyang Sanitary wares Co., Ltd is a large professional manufacturer with the products of mechanical time-dalayed flush valve, automatic faucet, and all kind of advanced faucets.	Established in 1977. Manufacturer of electrical household appliances such as electric fans, heaters, mobile aircons, air purifiers, electric ovens, food processors, blenders, coffee makers, lamps, etc.		We have been a professional manufacturer of small home appliances such as electric ovens and cooking plates since 1985. Our main markets are France, UK, Germany, Greece and Eastern Europe. Among our main customers are department stores such as Conforama and Auchan.	Our company mainly engages in the import and export of commodities and technology. We always offer our best service to customers.	
PRODUKTGRUPPE/ PRODUKT SECTOR	Main appliances, Garden and Leisure	Main appliances, Hardware, Bathroom Fittings	Main appliances	Bathroom Fittings	Main appliances	Hardware	Main appliances
BRANCHE/INDUSTRY	Home and main appliances	Sanitary	Home and main appliances	Sanitary	Home and main appliances	Electric products	Electronic consumer goods
ERWARTUNGEN/ EXPECTATIONS	Establish brand on European market, find joint venture partner, open a sales representation/joint sales representation, sell products	Establish brand on European market/ Sell products	Sell products	Establish brand on European market, find investor, sell products		Find importer	Find joint venture Partner
STAND	14E04	14E59	14A03	14E53	14A11	14A17	14D04



UNTERNEHMEN/COMPANY	Hangzhou Huanyu Tools Co. Ltd.	Hangzhou Lianlong Electronic CO. Ltd	Hangzhou Shining-tech Co. Ltd.	Hangzhou Xin Jiu Long Kitchen Tools Co., Ltd	Hangzhou Yuhang International Trading Inc.	Industrie und Handelskammer zu Köln	Jiangmen Foreign Trade and Economic Cooperation Bureau
ETAGE/FLOOR	25th		22 F				
GEBÄUDE/BUILDING	Commerce of Kaixuanmen		Green City Plaza				
STRASSE/STREET	Qingchun Road	Kongjiadai	Shixin Road		No. 37, Longhuangtang Road	Unter-Sachsenhausen 10-26	
BEZIRK/DISTRICT	Hangzhou	Xiangfu Town	Xiaoshan	Daicun Industrial Zone, Xiao Shan	Yuhang District		No. 9, Xi Qu Da Dao
POSTLEITZAHL/ZIP CODE	310009	310011	311200	311263	311100	50667	
STADT/CITY	Hangzhou	Hangzhou	Hangzhou	Hangzhou	Hangzhou	Köln	Jiangmen
PROVINZ/PROVINCE	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang	NRW	Guangdong
LAND/COUNTRY	China	China	China	China	China	Germany	China
TELEFON/PHONE	0086-571-64115118	0086-571-88174978	0086-571-56122222	0086-571-82236778	0086-571-86228798	0049-221-1640562	0086-750-3501807
FAX	0086-571-64115180	0086-571-88172561	0086-571-56120698	0086-571-82236779	0086-571-86228798	0049-221-1640559	
E-MAIL	ybh@jd.hz.zj.cn	lianlong@mail.hz.zj.cn	welnicha@yahoo.com.cn	JIPKING@163.COM	cyx@yhgjmy.com	gudrun.grosse@koeln.ihk.de	xuduoapple@21cn.com
INTERNET	www.hytool.com	www.lianlong.com.cn	www.shining-tech.com	WWW.HZJIULONG. EN.ALIBABA.COM	www.yhgjmy.com	www.ihk-koeln.de	
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mrs.	Mr.	Mr.	Mr.	Ms.	Ms.
VORNAME/FIRST NAME	Binghua	Jinghong	Tao	Pinfan	Yixiang	Gudrun	Huiyu
NAME/FAMILY NAME	Ye	Yu	Li	Jin	Cui	Grosse	Xu
FUNKTION/PROCUREMENT	General manage	Sales	Marketing	Sales	Marketing		
TELEFON/PHONE	0086-571-64115118	0086-571-88174978		0086-571-82236779	0086-571-89139931	0049-221-1640562	
FAX	0086-571-64115180	0086-571-88172561		0086-571-82236779		0049-221-1640559	
E-MAIL	311602@sohu.com	lianlong@mail.hz.zj.cn	zjunickle@hotmail.com	JIPKING@163.COM	cyx@netover.net	gudrun.grosse@koeln.ihk.de	
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	300	501-1000	0-50	260	0-50	250	
BESCHREIBUNG/ DESCRIPTION	Our company Hangzhou Huanyu Tools Co. Ltd. is an commerce-oriented enterprise, which specializes in producing and exporting screws and other hardware products	Hangzhou Lianlong Electronic Co. Ltd was founded in 1992. Our production scope ranges from switch power supplies, AC/AC & AC/DC adapters and transformers, DC/DC car accessories, step up & down transformers to automatic voltage regulators etc.	We are a professional manufacturer of 3D digitizing technology and have become one of the leading companies in this field. Our 3D vision system (3D camera and 3D graphic software) mainly adopts multi-view technology and lighting-intensity gradient methods which assure 3D vision with advantages of quick 3D model building and high-resolution.	Our company is one of the leading companies in the production of stainless steel products. We are located in Hangzhou and have very convenient transport connections. We hope to establish business relations all over the world	Our company is a professional trading company with more than 800 suppliers.	The German-Chinese Business Association promotes the business activities between German and Chinese companies.	
PRODUKTGRUPPE/ PRODUKT SECTOR	Hardware	Main appliances, Automotive	Hardware	Main appliances	Hardware, Automotive	Information	
BRANCHE/INDUSTRY	Hardware and Tools	Electronic consumer goods	Electrical, mechanical and optical industries	Hardware and Tools	Hardware and Tools	Non-Profit-Organisation	
ERWARTUNGEN/ EXPECTATIONS	Find joint venture Partner	Establish brand on European market, sell products	Establish brand on European market, Find joint venture Partner, Sell products	Sell products	Find joint venture Partner, Open a sales representation/ joint sales representation, Sell products	Provide Service	
STAND	14C34	14E01	14F32	14C53	14C47	14C57	14G17



UNTERNEHMEN/COMPANY	Jiangmen Xing Fang Trade Co. Ltd	Jiangsu Danda Trade Co. Ltd.	Jiangsu Feida Tools Combine Stock Co., Ltd.	Jiangsu Fengtai Diamond Tool Manufacture Co. Ltd.	Jiangsu Fengyu Tools Co. Ltd	Jiangsu Light Industrial Products I/E (Group) Corp.	Jiangsu Tiangong Tools Corp Ltd
ETAGE/FLOOR						3th	
GEBÄUDE/BUILDING	Suite 201-202						
STRASSE/STREET	No. 15-1, Danjing Alley	No. 25, Dongfang Road		Dangui Street		No. 100, Jianye Road	
BEZIRK/DISTRICT	Pengjiang District		Houxiang	Danyang Economic Development Zone	Houxiang Town		Houxiang Town
POSTLEITZAHL/ZIP CODE	529030	212300	212312	212300	212312	210004	212312
STADT/CITY	Jiangmen	Danyang	Danyang	Danyang City	Danyang	Nanjing	Danyang
PROVINZ/PROVINCE	Guangdong	Jiangsu	Jiangsu	Jiangsu	Jiangsu	Jiangsu	Jiangsu
LAND/COUNTRY	China	China	China	China	China	China	China
TELEFON/PHONE	0086-750-3393685	0086-511-6963366	0086-511-6321133	0086-511-6880905	0086-511-6326517	0086-25-84468888-2631	0086-511-6312333
FAX	0086-750-3393127	0086-511-6963355	0086-511-6316802	0086-511-6882935	0086-511-6318668	0086-25-84218986	0086-511-6312403
E-MAIL	jmfz@jmcstv.com.cn	zjdyjy@pub.zj.js.cn	feidatools@yahoo.com.cn	fengtai@fengtai.com	feidahe@pub.zj.jsinfo.net	hu_hai@jslgroup.com	baowei_yang@tiangong-tools.com
INTERNET		www.danyangbrush888.com		www.fengtai.com	www.fengyutools.com		www.tiangong-tools.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mr.	Ms.	Mrs.	Mr.		Mr.
VORNAME/FIRST NAME	Zhaoxiang	Bingfang	Weiqin	Tina	Wei		Baowei
NAME/FAMILY NAME	Ye	Wang	Zhu	Du	He		Yang
FUNKTION/PROCUREMENT	Management	Management	Sales	Sales	Sales		Sales
TELEFON/PHONE	0086-750-6939701		0086-511-6321133		0086-511-6326517		0086-511-6312333
FAX	0086-750-8266176	0086-511-6963355	0086-511-6316802		0086-511-6318668		0086-511-6312333
E-MAIL	jason@welldonemark.com	zjdyjy@public.zj.js.cn	feidatools@yahoo.com.cn	JAALLL@163.COM	feidahe@pub.zj.jsinfo.net		baowei_yang@tiangong-tools.com
UNTERNEHMENSPROFIL/COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	101-500	51-100	350	101-500	501-1000		more than 2000
BESCHREIBUNG/DESCRIPTION					Jiangsu Fengyu Tools Co. Ltd. is one of the leading manufacturers and exporters of all kinds of drill bits in China. Most of our products have been exported to many countries including USA, Japan, UK, Germany, the Netherlands and South-east Asia etc.		
PRODUKTGRUPPE/PRODUKT SECTOR	Main appliances	Main appliances, Hardware, Automotive, Bathroom Fittings, Information	Hardware	Hardware	Hardware	Electronic Consumer Goods	Hardware
BRANCHE/INDUSTRY	Home and main appliances	Home and main appliances	Drills & Drill Set, Diamond Disc. and Power Tools	Hardware and Tools		Home Appliances	
ERWARTUNGEN/EXPECTATIONS	Open a sales representation/ joint sales representation, Sell products	Sell products	Find joint venture Partner	Sell products	Sell products		Establish brand on European market
STAND	14C66	14E22	14E20	14A16	14D24	14G 14	14E 26

UNTERNEHMEN/COMPANY	Jiangsu Overseas Group Haiton International Trade Co., Ltd	Jiangu Xinmeida Tools Co. Ltd	Jin Pin Electrical Co., Ltd. Zhuhai S.E.Z.	Jinxing Houseware MFG., Ltd.	Jmet Corp.Jiangsu Sainty International Group	local global GmbH	Lonsid Electric Co. Ltd
ETAGE/FLOOR	4th	1st					
GEBÄUDE/BUILDING	Suyuan Mansion			NO.20 Building	Internatioanl Trade Building		
STRASSE/STREET	1Yuelong Road	No.1, BeiYuan Road	No. 15, PingBei 2nd Road	Huichen Town, Meijiang Industrial Zone	No. 50 Zhonghua Road	Marienstr. 5	Wenzhou Bridge High-tech Industrial Zone
BEZIRK/DISTRICT	Chongchuan District	Development District	NanPing Technology & Industrial Park	Xinhui District	Baixia District		Beibaixiang
POSTLEITZAHL/ZIP CODE	226006	212310	519060	529100	210001	70178	325603
STADT/CITY	Nantong	Danyang	Zhuhai	Jiangmen	Nanjing	Stuttgart	Yueqing
PROVINZ/PROVINCE	Jiangsu	Jiangsu	Guangdong	Guangdong	Jiangsu		Zhejiang
LAND/COUNTRY	China	China	China	China	China	Germany	China
TELEFON/PHONE	0086-513-5053320	0086-511-6885999	0086-756-3837386	0086-750-6939701	0086-25-52250299/ 52253069	0049-711-22 55 88 0	0086-577-62881881 0086-577-62878218
FAX	0086-513-5053302	0086-511-6881949	0086-756-3837816	0086-750-8266176	0086-25-52214589	0049-711-22 55 88 11	0086-577-62878181
E-MAIL	sales@ecfastener.com	jsxmd@pub.zj.jsinfo.net.cn	portiazhang@hotmail.com wendy@jinnpina.com.cn	jason@welldonemark.com	info@jmet.com	info@localglobal.de	int.sales@lonsid.com
INTERNET	www.ecfastener.com	www.xinmeida.com	www.jinnpina.com.cn	www.welldonemark.com	www.jmet.com	www.localglobal.de	www.lonsid.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mrs.	Mr.	Mrs.	Mr. Prof.	Mr.	Mr.	Mr.
VORNAME/FIRST NAME	Yahong	Jie	Xiao Bo	Chaoxiang	Hongsheng	Hans	Yuanquan
NAME/FAMILY NAME	Wu	Lin	Zhang	Ye	Ding	Gaeng	Gao
FUNKTION/PROCUREMENT	Sales	Sales	Sales	Management	Management	Director	Management
TELEFON/PHONE	0086-513-5053305	0086-511-6885999	0086-756-3837386	0086-750-6939701	025-52253069	0049-711-22 55 88 30	
FAX	0086-513 5053302	0086-511-6885949	0086-756-3837798	0086-750-8266176	025-52265014	0049-711-22 55 88 11	
E-MAIL	jane@ecfastener.com	jsxmd@pub.zj.jsinfo.net.cn	portiazhang@hotmail.com		dinghs@vip.sina.com	info@localglobal.de	gyq168@163.com
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	113	101-500	4000	101-500	101-500	0-50	1001-2000
BESCHREIBUNG/ DESCRIPTION	We were founded to serve the fasteners industry, with the goal of providing our international customers with the highest level of professional service and quality fastening products at competitive prices.	Jiangsu Xinmeida Tools Co. Ltd. is a specialised enterprise which mainly produces all kinds of combination drill bit sets and diamond saw blades. We passed the ISO9002 certification. Our main customers in Europe are Mannesmann, QVC, Topcraft, Rodox, Carrefour.	Jin Pin Electrical Co. Ltd. Zhuhai S.E.Z. is a high-tech and professional company. It is engaged in the production of various CRT color TVs, multimedia TV and TV accessories. Jin Pin has become one of the best TV companies in China.	We have been manufacturing kitchenware, bathroom accessories and household goods for more than 10 years.	We are a company with more than 20 years of history as a honest, responsible working team. We have a high reputation with our current buyers. The focus of our work and top business goal is to obtain the largest long-term profit for our customers and ourselves.	With our own publications and platforms, local global supplies news, advice and knowledge to internationally active businesses based in German-speaking countries. Our newsletter „Sourcing Asia“ and our trade show publications focus on sourcing opportunities in China.	Our company, established in 1988, is engaging in the manufacture and export of electric and electronic products, such as household appliances, signal wires, connectors, wires & cables CRT sockets, relays, terminals.
PRODUKTGRUPPE/ PRODUKT SECTOR	Hardware	Hardware	Electronic Consumer Goods	Main appliances, Bathroom Fittings	Hardware, Garden and Leisure, Automotive	Information	Main appliances
BRANCHE/INDUSTRY	Hardware and Tools	Hardware and Tools	Electronic Consumer Goods	Sanitary	Garden and Leisure equipment	Media	Hardware and Tools Electronic consumer goods
ERWARTUNGEN/ EXPECTATIONS	Establish brand on European market	Sell products	Sell products	Find joint venture Partner	Find joint venture Partner	Find subscribers, selling advertisements	Establish brand on European market, Find investor, Find joint venture Partner, Franchising, Hudi Industry Development Area, Linshan Town, Open a sales representation/ joint sales representation, Sell products
STAND	14E29	14E31	14D15	14C66	14F25	14F40	14C08



UNTERNEHMEN/COMPANY	Nature Brite Industrial Company Limited	Ningbo Andy Electric Appli- ance Co. Ltd	Ningbo Aoleishi Sanitary Ware Co., Ltd	Ningbo Biyi Plastic Co. Ltd	CEIEC Ningbo Co., Ltd.	Ningbo Dahua Electric Appliance Co. Ltd	Ningbo Fuda Electric Appliance Co. Ltd.
ETAGE/FLOOR	12/F.				Room 2610		
GEBÄUDE/BUILDING	Automation BLDG.						
STRASSE/STREET	No. 707 Dongfeng Donglu	Xiaodong Industrial Zone	1 Xinjian East Road	Zhaoshan Bridge	No.168 Baizhang Road	No. 547 West Yangming Road	No. 355 West Yang Ming Road
BEZIRK/DISTRICT		Yuyao	Fenghua industrial zone	Yuyao Nearly Hole Lake Shu- anghe	Ningbo	Yuyao	Yuyao
POSTLEITZAHL/ZIP CODE	510080	315400	315104	315400	315041	315400	315400
STADT/CITY	Guangzhou	Ningbo	Ningbo	Ningbo	Ningbo	Ningbo	Ningbo
PROVINZ/PROVINCE	Guangdong	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang
LAND/COUNTRY	China	China	China	China	China	China	China
TELEFON/PHONE	0086-20-87305538, - 87621006	0086-574-62598731	0086-574-88652005	0086-574-62637586	0086-574-87733806	0086-574-62829903	0086-574-62829163
FAX	0086-20-87601260, - 87364418	0086-574-62598733	0086-574-88652008	0086-574-62662086	0086-574-87733888	0086-574-62829906	0086-575-62818707-1234
E-MAIL	info@naturebrite.net	manager@andychina.com	shaen@aoleishi.com	sinfio@mail.nbptt.zj.cn	dyu@mail.nbptt.zj.cn	aileen@nbdahua.net	lby@fuda.com
INTERNET	www.naturebrite.net	www.andychina.com	www.aoleishi.com	www.SINFIO.COM	www.zjdongda.com	www.nbdahua.com	www.fudaelectric.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mr.	Mr	Mr.	Mr.	Ms.	Mr. Dr.
VORNAME/FIRST NAME	Adam	Weifeng	Zhouquan	Jianke	David	Xuping	Hill
NAME/FAMILY NAME	Fuliang	Yan	Zhang	Zhang	Yu	Chen	Lu
FUNKTION/PROCUREMENT	Manager	Management	sales	Sales	Sales	Sales	Management
TELEFON/PHONE	0086-20-87305538	0086-574-62598738	0086-574-88652005	0086-574-62637586	0086-574-87733806	0086-574-62829903	0086-574-62829163
FAX	0086-2087601260	0086-574-62598733	0086-574-88652008	0086-574-62662086	0086-574-87733844	0086-574-62829906	0086-575-62818707-1234
E-MAIL	adam@naturebrite.net	MANAGER@ANDYCHINA.COM	shaen@aoleishi.com	sinfio@mail.nbptt.zj.cn	dyu@mail.nbptt.zj.cn	aileen@nbdahua.net	lby@fuda.com
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	0-100	101-500	100-500	1001-2000	101-500	501-1000	501-1000
BESCHREIBUNG/ DESCRIPTION	We specialize in home appli- ances, such as electric fans, blenders and personal care products, also bike carriers for cars. We are willing to develop new items with joint partners by our competitiveness and service.	We specialize in producing vacuum cleaners and electric home appliances.We own ad- vanced testing equipment and have an excellent laboratory and R&D centre with more than 30 engineers. We have our own power cord production with all equipment imported from Taiwan. We only use advanced designs and equip- ment. We have obtained the ISO9001-2000 certificate.	Ningbo Shaen/Aoleishi Sani- tary Ware Co. Ltd. is a factory manufacturing ceramic cart- ridge faucet. We are ISO9002 certified and UKAS certified since Feb. 2000.	Ningbo Biyi Plastic Co. Ltd., founded in 2001, is a manu- facturer and mouldmaker of high quality plastic products. Biyi owns a complete produc- tion line and is equipped with high quality PU-foam machines and plastic injection molding machines. Biyi also does pad- printing, silk-screen printing, tempo printing and develops and manufactures electric household appliances	We produce various water-pu- rifying faucets and fittings.	We are a manufacturer spe- cializing in vacuum cleaners. We have been in this line for 4 years and have about 550 workers, 10 engineers and 20 quality controllers. Now our monthly output is about 150.000 units. We are also supplier of Electrolux and quality is much better quaran- teed.	Ningbo Fuda Electric Appli- ance Co. Ltd. established in 1989. The company changed into a joint-stock company in 1993 and is listed in the Shanghai Stock Exchange sin- ce 1996. It has five affiliates and four branch companies. Our range includes vacuum cleaners, small electric appli- ances, etc.
PRODUKTGRUPPE/ PRODUKT SECTOR	Main appliances, Automotive	Main appliances	Bathroom Fittings	Main appliances	Electronic consumer goods, Bathroom Fittings	Main appliances	Main appliances, Hardware, Gar- den and Leisure, Automotive
BRANCHE/INDUSTRY	Consumer goods	Home and main appliances			Other	Home and main appliances	Electrical, mechanical and optical industries
ERWARTUNGEN/ EXPECTATIONS	Open a sales representation / joint sales representation	Open a sales representation/ joint sales representation, Sell products	Find joint venture Partner	Sell products	Sell products	Establish brand on European mar- ket, Find investor, Sell products	Open a sales representation/ joint sales representation, Sell products
STAND	14F01	14F17	14E 41	14E12	14D03	14E10	14E11



UNTERNEHMEN/COMPANY	Ningbo Fujia Electric Appliance Co. Ltd	Ningbo Futai Electric Co. Ltd	Ningbo Green Will Appliance Co. Ltd	Ningbo Heiger Electrical Appliances Co. Ltd	Ningbo Herine Electric Appliance Co. Ltd.	Ningbo Jinlong Electric Appliance Co. Ltd	Ningbo Jiuchang Electrical Equipment Co. Ltd.
ETAGE/FLOOR							
GEBÄUDE/BUILDING		Building 1	East No.1 road				
STRASSE/STREET	No.69 Changyuan Road	Lianfeng Industrial Zone	1 East No.1 road	Chongshou Town Ind.Deve. Zone	Hailing Road	No.188 Tanjialing Road Indus- try Deve.Area	South of Jiangjiadu
BEZIRK/DISTRICT	Yuyao	Yaofeng	MaZhu Town		Daqi Beilun	Yuyao	
POSTLEITZAHL/ZIP CODE	315400	315010	315400	315334	315806	315400	315404
STADT/CITY	Ningbo	Ningbo	YuYao	Cixi	Ningbo	Ningbo	Yuyao
PROVINZ/PROVINCE	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang
LAND/COUNTRY	China	China	China	China	China	China	China
TELEFON/PHONE	0086-574-62814946	0086-574-87506521	0086-574-62465991	0086-574-63293322	0086-574-86807858	0086-574-62761998	0086-574-62585666
FAX	0086-574-62814626	0086-574-87506531	0086-574-62465997	0086-574-63293330	0086-574-86807875	0086-574-62761990	0086-574-62588111
E-MAIL	slight@mail.nbptt.zj.cn	evirrich@mail.nbptt.zj.cn	yifu@mail.nbptt.zj.cn	info@heiger.com	herine@public8.sta.net.cn	yyjlong@chinajinlong.com	jiulian@mail.nbptt.zj.cn
INTERNET	www.fj-elec-appl.com	www.futailite.com		www.heiger.com	www.herine.com		www.JIULIAN.COM
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mr.	Mr.	Mrs.	Mr.	Mrs.	Mrs.
VORNAME/FIRST NAME	Yuedan	Fujun	GuoFang	Nengneng	Haizhong	Yaojun	Le
NAME/FAMILY NAME	Wang	Qiu	Chen	Yao	Yuan	Zhu	Yin
FUNKTION/PROCUREMENT	Management	Management	Administration	Management	Management	Management	Sales
TELEFON/PHONE	0086-574-62814946	0086-574-87506521	0086-574-62465991	0086-574-63293322	0086-574-86807880	0086-574-62761998	0086-574-62585666
FAX	0086-574-62814626	0086-574-87506531	0086-574-62465997	0086-574-63293330	0086-574-86807875	0086-574-62761990	0086-574-62588111
E-MAIL	slight@mail.nbptt.zj.cn	everrich@mail.nbptt.zj.cn	yifu@mail.nbptt.zj.cn	info@heiger.com	herine@public8.sta.net.cn	yyjlong@chinajinlong.com	celine@jiulian.com
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	2000+	101-500	1001-2000	2000+	101-500	1001-2000	1001-2000
BESCHREIBUNG/ DESCRIPTION	Our company was founded in July 1997 and is a sino-foreign joint venture specializing in the manufacture of vacuum cleaners and related accessories, such as electric motors and plastic fittings. The company covers an area of about 115.000 sqm with a floorage of 23.600 sqm and has six departments, two sections and six workshops.	Ningbo Futai Electric Co. Ltd. is a leading manufacturer and exporter of specialized lighting products in China with a wide range of lighting products including LED flashlights, aluminum flashlights, camping lanterns, spotlights, diving lights, metal jacket flashlights and UV light money detectors.	Yuyao Yifu Electric Appliances Co. Ltd. is located in Yuyao Zhejiang. The company set up in 1996. It has become one of the enterprises specializing in small household appliances in the Ningbo area.	Founded on Feb. 28, 2001, Ningbo Heiger Electrical Appliances Co. Ltd. is located in the Industrial Development Zone Chongshou Town in Cixi which is a manufacturing centre for China and the whole world in the field of small household appliances.	Set up in 1995, Herine Electric Apliances Co., Ltd. is specially devoted to the development, production, sale and service of small home appliances. The products have been certified by CCC, CE, GS, UL, CB, and ISO. We will enter the international market with experienced management personnel to improve competitiveness	Ningbo Jinlong Electric Appliance Co. Ltd.is one of the leading manufacturers and exporters of electrical household appliances in the Ningbo Area. The company produces a wide range of home appliances including family scales, electronic kitchen scales, food waste disposers and vacuum cleaners etc.	Our main products are JIULIAN power plug cords, most of which have VDE, T-MARK, CUL, SEV, and SAA approvals and are sold well in Europe, Japan and USA. The company is strong in processing and manufacturing power cord and plug with its advanced equipment & quality control system and has obtained the ISO9001 certificate.
PRODUKTGRUPPE/ PRODUKT SECTOR	Main appliances, Hardware, Automotive	Main appliances, Hardware, Garden and Leisure, Automotive, Information, Main appliances	Main appliances	Main appliances	Main appliances	Main appliances	Main appliances
BRANCHE/INDUSTRY	Electrical, mechanical and optical industries	Electronic Consumer Goods		Electronic consumer goods	Electrical, mechanical and optical industries		Electronic consumer goods
ERWARTUNGEN/ EXPECTATIONS	Open a sales representation/ joint sales representation	Find investor, Sell products	Sell products	Sell products	Establish brand on European market, Sell products	Sell products	Sell products
STAND	14D06	14G15	14D10	14E05	14F04	14D12	14F15

UNTERNEHMEN/COMPANY	Ningbo Kaibo Group Co., Ltd.	Ningbo Kareno sink ware Co., Ltd	Ningbo Kingdun Electronic Industry Co. Ltd	Ningbo Land Industrial Co. Ltd	Ningbo Le's Industry Co., Ltd	Ningbo Metals & Wire Rope Fittings Co. Ltd.	Ningbo Minfeng Electrical Appliances Co. Ltd.
ETAGE/FLOOR GEBÄUDE/BUILDING STRASSE/STREET BEZIRK/DISTRICT POSTLEITZAHL/ZIP CODE STADT/CITY PROVINZ/PROVINCE LAND/COUNTRY TELEFON/PHONE FAX E-MAIL INTERNET	 the Northern Industrial Park of Zhouxiang, Cixi 315324 Ningbo Zhejiang China 0086-574-63303515 0086-574-63304888 info@kaibo.com www.kaibo.com	 Shang Zhong Shan LuBu Town 315420 Yuyao Zhenjiang China 0086574-62385285 0086574-62383429 hehaixia@china-qinfeng.com www.china-qinfeng.com	 No.8 FengYuan Road South of Economic Development Area 315400 Yuyao Zhejiang China 0086-574-62566888 0086-574-62566000 helen_zfy@vip.163.com www.kingdun.com	 No. 68 Chengdong Road Yuyao 315400 Ningbo Zhejiang China 0086-574-62766668 0086-574-62766677 jiangch@mail.nbptt.zj.cn http://land.en.alibaba.com	 Xinle. Qinai Yinzhou 315101 Ningbo Zhejiang China 0086-574-88410286 0086-574-88364213 les@lesli.com.cn www.lesli.com.cn	 Qiushi Jiangbei 315038 Ningbo Zhejiang China 0086-574-8756-5682 0086-574-8758-9096 mwfnbcn@mwfnbcn.com www.chinamwf.com	 Xingxian Road Yuyao 315400 Ningbo Zhejiang China 0086-574-62500023 0086-574-62500028 daisy@minfeng.com.cn www.minfeng.com.cn
KONTAKT/CONTACT							
ANREDE/SALUTION VORNAME/FIRST NAME NAME/FAMILY NAME FUNKTION/PROCUREMENT TELEFON/PHONE FAX E-MAIL	Mrs. Fang Fang Sales 0086-574-63303515 0086-574-63304888 yan@kaibo.com	Mr. Wenjun yan Manager 0086574-62385285 0086574-62385285 hehaixia@china-qinfeng.com	Mr. Fulong Zhu Management 0086-574-62566888 0086-574-62566000 helen_zfy@vip.163.com	Ms Juanfeng Zhu Management 0086 574-62766828 0086-574-62766677 jiangch@mail.nbptt.zj.cn	Ms. Yingjiao Zheng salers 0086-574-88410286 0086-574-88364213 lansinia@lesli.com.cn	Mrs. Hongdi Zhu Sales 0086-574-8756-5682 0086-574-8758-9096 zhuhongdi@mwfnbcn.com	Mr. Jim Zhou Sales 0086 574 62500031 0086 574 62500028 jim@minfeng.com.cn
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES BESCHREIBUNG/ DESCRIPTION	2000 Our company was set up in 1994, covering an area of about 60000 square metes. It specializes in electrical home appliances. Our main products are irons, sandwich makers, toasters, deep fryers and kett- les. Almost all the products are sold abroad, especially in Europe.	100 Our products range from ba- throom accessories to water taps. Our main markets are Europe, USA, the Middle East. Factory history: 10 years.	501-1000 Ningbo Kingdun Electronic Industry Co. Ltd is a large- scale enterprise specializing in manufacturing various kinds of safety components and alarms. Company has accumu- lated an extensive experience in the production of electro- nics. Our main objective is to develop more new products.	1001-2000 Land Group Co. Ltd. currently has more than 1000 emplo- yees and an area of 21000 square meters for produc- tion. Each year sales volume reaches USD 2 million. Land group Co. Ltd has 5 branch companies in Ningbo Area.	100-500 Ningbo Le's Industry Co., Ltd. is a professional washing machines manufacturer. Lesli is also an integrative enter- prise which integrates mould making, foam articles, plastic products & metal products into a whole. We have a strong and dedicative technical team, different kinds of internation- ally advanced design developing software.	501-1000 Ningbo Metals & Wire Rope Fittings Co. Ltd. is well-known at rigging hardware and marine hardware specialized at forging, pressing, welding and casting. Main products are shackles, turnbuckles, clips, thimbles, snaps, hooks, quick links. We also supply a lot of goods acc. to customers drawing or samples.	501-1000 Our company is devoted to create healthier living condi- tions for people around the world with our air treatment products. We developed over 50 models of coolers/hea- ters, air cleaners, mobile air conditioners, dehumidifiers etc. We continue to develop new models.
PRODUKTGRUPPE/ PRODUKT SECTOR BRANCHE/INDUSTRY ERWARTUNGEN/ EXPECTATIONS	Main appliances Electrical appliances Find joint venture Partner	Bathroom Fittings Sanitary Find big size business custo- mer in European And USA	Main appliances Electronic consumer goods Sell products	Main appliances, Hardware, Garden and Leisure, Automo- tive Hardware and Tools Establish brand on European market, Find investor, Open a representative office, Open a sales representation/ joint sales representation, Sell products	Main appliances Home and main appliances Sell products	Hardware, Garden and Leisure, Automotive DIY Supply Sell products	Main appliances Electronic consumer goods Find investor, Find joint ventu- re Partner, Sell products
STAND	14F18	14C56	14E07	14D20	14G22	14F35	14A06

UNTERNEHMEN/COMPANY	Ningbo Pogeta Electric Appliance Co. Ltd	Ningbo Shunhong Electrical Appliance Co. Ltd	Ningbo Smal Electrics Imp.& Exp. Co. Ltd.	Ningbo Spring Electrical Appliance Manufacturing Co.Ltd.	Ningbo Tiger Hardware Manufacture Co., Ltd.	Ningbo UDI Electric Appliance Co. Ltd.	Ningbo Xianfu Electric Appliance Co. Ltd
ETAGE/FLOOR	1st						
GEBÄUDE/BUILDING	No. 1						
STRASSE/STREET	No.618 Qiye Road	Area industry of Linshan	No.58 New City	No.88 Qiming Road	No.188 Xiajiang Country	Simen Town, Yunhuan Industrial Zone	
BEZIRK/DISTRICT	ZhouXiang, Cixi City	Yuyao Linshan Town	Yuyao	Yinzhou Industrial Zone	Yongjiang Town	Yuyao	Yuyao Fengbei Industrial district
POSTLEITZAHL/ZIP CODE	315324	315460	315400	315104	315020	315472	315400
STADT/CITY	Ningbo	Ningbo	Ningbo	Ningbo	Ningbo	Ningbo	Ningbo
PROVINZ/PROVINCE	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang
LAND/COUNTRY	China	China	China	China	China	China	China
TELEFON/PHONE	0086-574-63306740	0086-574-62057999	0086-574-62819966	0086-574-88169966	0086-574-87351128	0086-574-62128088	0086-574-62521678
FAX	0086-574-63300601	0086-574-62059177	0086-574-62814373	0086-574-88169967	0086-574-87350019	0086-574-62128082	0086-574-62520088
E-MAIL	pogeta@163.com	info@sunhon.com	Harvest@smal.com.cn	market1@nbspring.com.cn	xap@mail.nbptt.zj.cn	udi@nbudi.com	sciecho@mail.nbptt.zj.cn
INTERNET	www.pogeta.cn	www.sunhon.com	www.china-small.com	www.nbspring.com.cn	www.nbtigerhd.com	www.nbudi.com	www.sciecho.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mrs.	Mr.	Ms.	Mrs.	Ms.	Mr.	Mr.
VORNAME/FIRST NAME	Xiaojun	Liming	Lisa	Maey	Aiping	James	Qiang
NAME/FAMILY NAME	Pan	Shen	Shen	Lee	Xu	Zhu	Wang
FUNKTION/PROCUREMENT	Sales	Management	Sales	Sales	Sales Manager	Marketing	Management
TELEFON/PHONE	0086-574-63306740	0086-574-62057999	0086-574-62829604	0086-574-88169966	0086-574-87351128	0086-13395844168	0086-574-62521678
FAX	0086-574-63300601	0086-574-62059177	0086-574-62814373	0086-574-88169967	0086-574-87350019	0086-574-62128082	0086-574-62520088
E-MAIL	pogeta@163.com	info@sunhon.com	Lisa@smal.com.cn	market1@nbspring.com.cn	xap@mail.nbptt.zj.cn	jameszhu@mail.nbptt.zj.cn	sciecho@mail.nbptt.zj.cn
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	101-500	101-500	1001-2000	500-1000		101-500	101-500
BESCHREIBUNG/ DESCRIPTION	We are a factory located in Cixi city, Zhejiang China. We are specialized in sandwich maker and grill machines. Our biggest market is the European and USA market.	As a enterprise specialized in making lead-acid battery, we have the production equipment of advancement. We carry on the strict total quality control under ISO9001 quality management system of research designing manufacturing after-sale service complete course.	As one of the reliable leading manufacturers, we specialize in small electric household appliances. We have three fully owned factories. The factories developed diversified series of products which include hair dryers, water kettles, irons, toasters, etc. All of our products have got the approval of GS/CE/EMC/LMBG.	We are professional designer & manufacturer of home appliance.The work place of our factory is 40 000 sqm. ISO9000 is in full operation in material sourcing and processing. Quality reliable and competitive price keep our products popular in europe.		With an experienced team of R&D and engineering professionals UDI is dedicated to providing you with excellent products in unique and practical designs. Our new workshops possess 8 new assembly lines and 10 plastic injection machines. We are ISO9001 certified and our products have been UL CE TUV and CSA certified.	Ningbo Xianfu Electric Appliance Co. Ltd. (Yuyao Sci-echo Household Electrical Appliance Co. Ltd.) Manufacturer of hair dryer Espresso maker Power toothbrush Vacuum cleaner Toaster oven Toaster household electrical appliances. Our company is 40km away from international airport and harbour.
PRODUKTGRUPPE/ PRODUKT SECTOR	Main appliances	Hardware, Main appliances	Main appliances, Hardware, Garden and Leisure, Automotive, Bathroom Fittings, Main appliances	Main appliances	Hardware	Main appliances	Main appliances
BRANCHE/INDUSTRY	Consumer Goods	Automotive	Electronic Consumer Goods	Electrical, mechanical and optical industries	Hardware and tools	Home and main appliances	Electronic Consumer Goods
ERWARTUNGEN/ EXPECTATIONS	Sell products	Establish brand on European market, Sell products	Establish brand on European market, Open a sales representation/ joint sales representation	Sell products	Find joint venture Partner	Establish brand on European market, Find investor, Find joint venture Partner, Franchising, Open a representative office, Open a sales representation/ joint sales representation, Sell products	Find joint venture Partner, Sell products
STAND	14F03	14D27	14D14	14F10	14A19	14E14	14E16



UNTERNEHMEN/COMPANY	Ningbo Xinyang Electric Co. Ltd	Ningbo Yongdian Electric Appliance Co. Ltd	Ningbo Yunhuan Electronics Group Co. Ltd	Ningbo Yutong Electric Appliance Co. Ltd	4 Ocean Import & Export GmbH	Office of Jiulong-yuan Hi-tech Industry Development Zone	OSA GmbH + Co. KG
ETAGE/FLOOR						12th	
GEBÄUDE/BUILDING						NO.16	
STRASSE/STREET	Dongzhou Industrial Area.	No.15 The First XinHeng Road	Xiaoluxia Village	Industry Development Area Linshan	Schoeneweiderstr. 24	Huoju road	Am Tyrol 21
BEZIRK/DISTRICT	Xidian Ninghai	Ningbo Jiangbei Industrial Zone	Simen Town			Jiulongpo	
POSTLEITZAHL/ZIP CODE	315613	315031	315472	315461	12055	400051	58636
STADT/CITY	Ningbo	Ningbo	Yuyao	Yuyao	Berlin	Chongqing	Iserlohn
PROVINZ/PROVINCE	Zhejiang	Zhejiang	Zhejiang	Zhejiang		Chongqing	
LAND/COUNTRY	China	China	China	China	Germany	China	Germany
TELEFON/PHONE	0086-574-65188815	0086-574-87566400 (Change) 8011	0086-574-62161491	0086-574-62062189	0049-030-68083058	0086-023-68159900	0049-2371-23311
FAX	0086-574-65184213	0086-574-87566855	0086-574-62161493	0086-574-62062185	0049-030-68083058	0086-023-68159669	0049-2371-78888-19
E-MAIL	sales@nbxy.com	duguodin@mail.nbptt.zj.cn	sales@yunhuan.com	yuton@cn-yutong.com	4_ocean@freenet.de	jiulongyuan@vip.163.com	osa@o-s-a.de
INTERNET	www.nbxy.com	www.heater.cc	www.yunhuan.com	www.cn-yuton.com		www.jiulongyuan.com	
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mr.	Mr.	Mr.	Mrs.	Mr.	Mr.
VORNAME/FIRST NAME	Xinghao	Guoding	Haijun	Lijiang	Fang	Wei	Christian
NAME/FAMILY NAME	Liu	Tu	Gu	Shen	Yuan	Xia	Zückner
FUNKTION/PROCUREMENT	Administration	Administration	Administration	Administration	Management	Director	Management
TELEFON/PHONE	0086-574-65183558	0086-574-87566400 (Change) 8011	0086-574-62161491	0086-574-62062189		0086-023-68159900	0049-2371-23311
FAX	0086-574-65184213	0086-574-87566855	0086-574-62161493	0086-574-62062185		0086-023-68159669	0049-2371-78888-19
E-MAIL	jxdq@mail.nbptt.zj.cn	duguodin@mail.nbptt.zj.cn	JANE@YUNHUANCN.COM		yfjessica@hotmail.com	jiulongyuan@vip.163.com	c.zueckner@o-s-a.de
UNTERNEHMENSPROFIL/COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	2000+	1001-2000		1001-2000	0-50	0-100	0-100
BESCHREIBUNG/DESCRIPTION	Ningbo Xinyang Electric Co. Ltd. manufactures and exports small household appliances including Steam Cleaners Water Kettles Vacuum Cleaners and Fitness equipments .With a history of more than 20 years in this industry. Early in 2002 the company has been ISO9001:2000 certified. Our products are all certified by GS CE UL or CSA standards.	Our Company manufactures Electric stove barbeque Pizza pan and all sorts of tubular heating element and temperature controllable element that match heating element. Company has advanced productive equipment and testing facility. The system of Quality Certification has been established according to ISO9001:2000. And our products have been approved GS/CE TUV/CE.		Ningbo yutong Electric Appliance Co. Ltd is a joint-stock company specializing in producing the car accessories.It is closed to the No.329 national way Hu-Hang-Yong highway or railway are the other choices for landtransportation The distance from Yutong to Hangzhou Xiaoshan Airport or to Ningbo lishe Airport is only about 90 kilometres respectively.	4 Ocean Import & Export GmbH is a branch company of 4 Ocean Decoration Company in Hangzhou, China. The product range of our chinese plant consists of more than 3500 different decoration products. We will try our best to open the European market for our high-quality products.	Approved by the national science & technology department and the people's government of Chongqing, Jiulongyuan of hi-tech development zone has operated as state-level hi-tech development zone and the first characteristic industry park of Chongqing.Jiulongyuan has been the front unit among industry parks of Chongqing in 2003 and 2004, in light of integrated economy strength.	We are a sales/marketing organisation in Germany for the Import from the Far East and are specialized in metal and plastic products and components. We are working in Asia more than 30 years in the field of Export and Import. Our customer Focus is on Industries from the Sanitary ware & faucet, Automotive + lighting.
PRODUKTGRUPPE/PRODUKT SECTOR	Main appliances	Main appliances	Main appliances	Main appliances	Main appliances, Bathroom Fittings	Information	Automotive, Bathroom Fittings, Information
BRANCHE/INDUSTRY					Consumer Goods	Economy and Politics	Sanitary
ERWARTUNGEN/EXPECTATIONS		Sell products	Sell products	Sell products	Open a sales representation/ joint sales representation, sell products	Find investor	Sell products
STAND	14E03	14G09	14G07	14C44	14C49	14B20	14A24



UNTERNEHMEN/COMPANY	Qingdao General Machinery Tools Co. Ltd.	Quanzhou Lida Imp. & Exp. Trading Co., Ltd.	Round Universe Valve Co. Ltd. Zhejiang	Satow Electronic Co., Ltd.	Shanghai Foreign Trade (Pudong) Co. Ltd	Shenzhen Natural Sound Enterprise Co., Ltd	Shunde Huahong Electrical Co. Ltd
ETAGE/FLOOR	Room 616	3rd				1510A,15/F	
GEBÄUDE/BUILDING	West Tower Government Building	Yuyuan Building		Satellite		SEG Plaza	
STRASSE/STREET		Xiangyuan Road	Chumen Section, Yuhuan Industial Zone	West Renmin Rd.	1416 Bowen Road	Huaqiang North Road	No.2 Siheng Street
BEZIRK/DISTRICT	Lao Shan	Fengze	Yuhuan		Pudong	Futian District	Rongbian Great Road
POSTLEITZAHL/ZIP CODE	266061	362000	317605		200125	518031	528306
STADT/CITY	Qingdao	Quanzhou	Taizhou	Zhuhai	Shanghai	Shenzhen	Shunde
PROVINZ/PROVINCE	Shandong	Fujian	Zhejiang	Guangdong	Shanghai	Guangdong	Guangdong
LAND/COUNTRY	China	China	China	China	China	China	China
TELEFON/PHONE	0086-532-88997683	0086-595-22515992	0086-576-7428998	0086-756-8614658	0086-21-58813585	0086-755-83665216	0086-757-28681022
FAX	0086-532-88997683	0086-595-22515536	0086-576-7412398	0086-756-8621628	0086-21-58890051	0086-755-83665326	0086-757-28307176
E-MAIL	sales@gmttools.com.cn	LD@LDAD.COM.CN	huanyu@mail.tzptt.zj.cn	sales@zhsatow.com		sznse@public.szptt.net.cn	huahongelec@vip.163.com
INTERNET	www.gmttools.com.cn		www.rounduniversevalve.com	www.globalsources.com/sa-tow	www.sftcpd.cn		www.huahong-cn.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr. Dr.	Mr.	Mr.	Ms.	Mr.	Ms.	Mr. Dr.
VORNAME/FIRST NAME	Eddy	Hongyi	Mandong	Catherine	Min	Jessie	Leaf
NAME/FAMILY NAME	Wang	Luo	Huang	Lee	Li	Xiong	Lee
FUNKTION/PROCUREMENT	Marketing	Management	Sales	Sales	Sales	Sale Manager	Sales
TELEFON/PHONE			0086-576-7428998	0086-756-8614658	0086-21-58813585	0086-755-83665216	0086-757-28681022
FAX		0086-595-22515536	0086-576-7412398	0086-756-8621628	0086-21-50896431	0086-755-83665326	0086-757-28307176
E-MAIL		LD@LDAD.COM.CN	huanyu@mail.tzptt.zj.cn	sales@zhsatow.com	leemin@sh163.com	sznse@public.szptt.net.cn	huahongelec@vip.163.com
UNTERNEHMENSPROFIL/COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	2000+	501-1000	101-500	100-500	0-50	400-500	101-500
BESCHREIBUNG/DESCRIPTION		Our company is an innovation and technology driven company specializing in manufacturing quality electrical household appliances.	Our company has been being specialized in production of all kinds of brass valves such as brass ball valve angle valve stop valve check valve gate valve and so on for more than 15 years.We have got ISO9001-2000 CE & ACS certificate.Our main market is in European countries.	Satow is a professional manufacturer of monitor, camera and other CCVT products. Through ten years' hard working, we have been long-term GE, Walmart, Radio	Shanghai Foreign Trade (Pudong) Co. Ltd. was established in 1992 and acts as a comprehensive Import & Export trading house. Our aim is to provide our domestic & overseas clients with our expertise and service relating to import & export as well as competitive products.	We are a professional manufacturer of MP3 players. there is about 300-400 workers, daily output: about 10K. Our main market is in Europe. We are welcoming you to join our business.	We at Huahong Electrical Co. LTD are manufacturer of all kinds of Electric Fan and Fan Motor. Our website will tell you more about our company and the products we offer.
PRODUKTGRUPPE/PRODUKT SECTOR	Hardware	Main appliances	Hardware, Bathroom Fittings	Electronic Consumer Goods	Garden and Leisure, Automotive	Electronic Consumer Goods	Main appliances, Automotive
BRANCHE/INDUSTRY	DIY Supply	Home and main appliances	Building / construction	Electronic consumer goods	Other	Electronic Consumer Goods	Home and main appliances
ERWARTUNGEN/EXPECTATIONS	Sell products		Establish brand on European market, Sell products	Establish brand on European market, sell products	Find investor, Sell products,	Find joint venture Partner	Establish brand on European market, Sell products
STAND	14C35	14F20	14C60	14B12	14F34	14D05	14C01



UNTERNEHMEN/COMPANY	Shunde Light Industrial Products Imp. & Exp. Company Ltd of Guangdong	Suzhou Chunyuan Lock Making Co., Ltd.	Suzhou Everich Imp. & Exp. Co. Ltd	Suzhou Hengrui Imp. & Exp. Co., Ltd.	Suzhou Imp. & Exp. Co., Ltd (group)	Taizhou Hisource International Trade Co., Ltd	Taizhou Zhengshing Valve Co., Ltd
ETAGE/FLOOR			Room.416	14th Floor,	18th. floor	7th	Zhongjia
GEBÄUDE/BUILDING				International Trade Tower	Fortune Int'l Building	yaoda Building	Zhengshing Building
STRASSE/STREET	No. 58, Ronggui Road	No.177 North Qimen Street	Everich Trade Mansion, No. 265, Fenghuang Street	No.6 Xihuan Road	1638 Xihuan Road	Shifu Road	Luqiao
BEZIRK/DISTRICT	Shunde	Xiangcheng District	Pingjiang			jiaojiang	
POSTLEITZAHL/ZIP CODE		215133	215006	215004	215004	318000	318054
STADT/CITY	Foshan	Suzhou	Suzhou	Suzhou	Suzhou	taizhou	Taizhou
PROVINZ/PROVINCE	Guangdong	Jiangsu	Jiangsu	Jiangsu		zhejiang	Zhejiang
LAND/COUNTRY	China	China	China	China	China	China	China
TELEFON/PHONE	0086-757-26684629	0086-512-65757456	0086-512-65211072	0086-512-68292616	0086-512-68266806	0086-576-8538320	0086-576-2684180
FAX	0086-757-26687141	0086-512-65451776	0086-512-65216072	0086-812-68298037	0086-512-68266960	0086-576-8675319	0086-576-2684050
E-MAIL	sdlipc@163.net	szcy.hc666@vip.163.com	jonas_ju@vip.163.com	cnhj@pub.sz.jsenfo.net	h-guisheng@szieg.com	tzhs3@vip.sina.com	tzzsv@zhengshing.org
INTERNET	no		www.sliec.en.alibaba.com			www.hisource.com	www.zhengshingvalve.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr	Mr.	Mr.	Mr.	Mr	Mr	Mr
VORNAME/FIRST NAME	Jiangliang	Jianlong	Jonas	Meng	Guisheng	Fuqing	Zhengbao
NAME/FAMILY NAME	Li	He	Ju	Sun	Hu	Wu	Liang
FUNKTION/PROCUREMENT	Sales	Sales	Sales	Sales		Sales	Director
TELEFON/PHONE	0086-757-26684629	0086-512-65757456	0086-13771808011	0086-512-68292616		0086-576-8675320	0086-013906584496
FAX	0086-757-26687141	0086-512-65451776	0086-512-65216072	0086-512-68298037		0086-576-8675319	0086-576-2684050
E-MAIL	sdlipc@163.net	szcy.hc666@vip.163.com	jonas_ju@vip.163.com	szcy.hc666@vip.163.com		tzhs3@vip.sina.com	tzzsv@zhengshing.org
UNTERNEHMENSPROFIL/COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	30	51-100	51-100	250		30	450
BESCHREIBUNG/DESCRIPTION			As a former member of Suzhou Imp.& Exp. Co. Ltd., we are a joint-stock limited enterprise dealing in 128 different types of commodities. Our main series available for export now include bicycles and related parts, household hardware, appliances as fingerprint locks, safes and TV sets and other items for daily use.				
PRODUKTGRUPPE/PRODUKT SECTOR	Main appliances	Hardware	Main appliances, Hardware, Garden and Leisure	Information		Bathroom fittings	Automotive
BRANCHE/INDUSTRY	Light industrial products (electric good, hardware)	Locks	Hardware and Tools	Hardware and Tools, Automotive		Sanitary	Automotive
ERWARTUNGEN/EXPECTATIONS		Establish brand on European market, Open a sales representation/ joint sales representation	Establish brand on European market, Open a sales representation/ joint sales representation, Sell products	Find joint venture Partner		Sell products	Find joint venture Partner
STAND	14A13	14D26	14E34	14G16	14D26	14B26	14E41



UNTERNEHMEN/COMPANY	Wenzhou Imp. & Exp.United Co. Ltd	Wenzhou Longhua Daily Electron Co., Ltd.	Wenzhou Success Group Co., Ltd.	Wirtschaftsförderung Düsseldorf China Kompetenz-Zentrum	Xiangli Home Appliance Manufacturing Co. Ltd.	Xingxing Refrigeration Equipment Engineering Co. Ltd.	Xionghan Co. Ltd
							
ETAGE/FLOOR	Floor 10-11		Room 815				Room 309
GEBÄUDE/BUILDING	wenzhou international trade centre	No. 3 PartC	Success Mansion				Building B
STRASSE/STREET	Liming Rd.(w)	Xixi Industry Zone	Liu-Hong-Qiao Road	Burgplatz 1	No.5 Gongye road	Jihua 7th Road,	No.968, Baizhang Road(East)
BEZIRK/DISTRICT	Wenzhou	Hongqiao, Yueqing					
POSTLEITZAHL/ZIP CODE	325000	325608	325028	40213	528311	528000	315040
STADT/CITY	Wenzhou	Wenzhou	Wenzhou	Düsseldorf	Foshan	Foshan	Ningbo
PROVINZ/PROVINCE	Zhejiang	Zhejiang	Zhejiang		Guangdong	Guangdong	Zhejiang
LAND/COUNTRY	China	China	China		China	China	China
TELEFON/PHONE	0086-577-89888072/71/70	0086-577-62338088	0086-577-88612557	0049-211-89-9 55 02	0086-757-26333098	0086-757-83264880	0086-574-87056398
FAX	0086-577-89888073	0086-577-62337187	0086-577-88610607	0049-211-89-3 55 02	0086-757-26333099	0086-757-83266590	0086-574-87056397
E-MAIL	sales@chinasampro.com/ samyoung@vip.sina.com	longhua@zmxch.com	zoe@successautoparts.com	china@stadt.duesseldorf.de	sales@xianglibranch.com	trade@gdxxingxing.com	manager@china-didi.com
INTERNET	www.chinasampro.com	www.cn-cableties.com	www.successautoparts.com	www.china-goes-dus.de	http://www.xianglibranch.com	www.gdxxingxing.com	www.china-didi.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mr	Ms.	Mr.	Mr.	Mr.	Mrs.
VORNAME/FIRST NAME	Sam	Yongbao	Zoe	Boris	Cai	Jun	Yanzi
NAME/FAMILY NAME	Young	Yan	Feng	Stähly	aijun	Tian	Lu
FUNKTION/PROCUREMENT	Marketing	Sales	Sales	Other	Management	Sales	Administration
TELEFON/PHONE	008657789888072	0086-577-62337185	0086-577-88612557			0086-757-83264880	0086-574-87056398
FAX	88862665/8657789888073	0086-577-62337187	0086-577-88610607			0086-757-83266590	0086-574-87056397
E-MAIL	samyoung@vip.sina.com	aral@zmxch.com	zoe@successautoparts.com	china@stadt.duesseldorf.de	sales@xianglibranch.com	trade@gdxxingxing.com	
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	101-500	101-500	100-500	2000+	1001-2000	501-1000	1001-2000
BESCHREIBUNG/ DESCRIPTION	We have been the biggest exporter in Wenzhou and one of the 500 biggest exporters in China for 8 years. We export, design and manufacture hardware and kitchenware since many years. Always best quality and service.		As a main department of Wenzhou Success Group Co. Ltd., Success Auto parts and accessories Dept. is a China-based manufacturer and exporter of automobile parts like shock absorbers, c.v. joints, filters, pumps, spark plugs, ball joints, tie rods, engine bearings etc. for Ford, Toyota, Nissan, Honda, Volkswagen, Daewoo, Kia and Hyundai. We have a wide range of other new items for your vehicle.	Municipal Government Office of Economic Development China Competence Center support of foreign, especially Chinese companies investing or operating in Düsseldorf	We are a leading manufacturer and exporter of electric fan and electric cooker in China. We have been engaged in the manufacturing of small home appliance items for 14 years with a production capacity of 4 million pieces each of fan and cooker annually. Our products are exported to all over the world.	We are the biggest manufacturer in China for commercial use refrigerators, with good quality control system and strong R&D capacity. We belong to Xingxing Group, which is one of the biggest manufacturer in China for chest freezers and refrigerators. Our products have exported to all over the world, and we are getting more experienced in this field.	Didi Imp&Exp Co. Ltd is located in central area of Ningbo City at the coast of beautiful East China Sea. The main products of company include micro motors, small electronic products, sensors, electronic switches etc. These products are widely used in automobile acoustics, aircons, washing machines, refrigerators, microwave ovens, and computers etc.
PRODUKTGRUPPE/ PRODUKT SECTOR	Main appliances, Hardware	Main appliances	Automotive	Information	Main appliances	Main appliances	Main appliances
BRANCHE/INDUSTRY	Home and main appliances	Electrical, Hardware		Other	Home and main appliances	Electrical, mechanical	
ERWARTUNGEN/ EXPECTATIONS	Establish brand on European market, Open a sales representation/ joint sales representation, Sell products	Find joint venturePartner	Sell products		Sell products	Find new partner of business	Sell products
STAND	14C37	14C32	14E45	14E36	14C05	14A01	14F12



UNTERNEHMEN/COMPANY	Yongkang Puneng Electric Co., Ltd.	Yuhuan Keyu Braks Parts Co., Ltd.	Yuyao City Fuda Electronic Co. Ltd	Yuyao City Jingyi Sanitary Ware Accessories Factory	Yuyao Fuhua Industry Development Co.	Yuyao kangerya sanitary ware Co., Ltd	Yuyao Lanshan Electric Machines Co., Ltd.
ETAGE/FLOOR							
GEBÄUDE/BUILDING							
STRASSE/STREET	No.11 Xingda 3rd Road		No. 187 Changyuan Road		No. 68 Yangming West Road	Lubu industrial Area	Ganxi
BEZIRK/DISTRICT	ChengZhong Area		Yuyao	Lubu Town	Yuyao	Lubu Town	Lubu Town
POSTLEITZAHL/ZIP CODE	321300		315400	315420	315400	315420	315420
STADT/CITY	YongKang		Ningbo	Yuyao	Ningbo	Yuyao	Yuyao
PROVINZ/PROVINCE	Zhejiang		Zhejiang	Zhenjiang	Zhejiang	Zhenjiang	Zhenjiang
LAND/COUNTRY	China		China	China	China	China	China
TELEFON/PHONE	0086-579-7361688 7296099		0086-574-62833510	0086-574-62398888	0086-574-62639218	0086-574-62320001	0086-574-62396253
FAX	0086-579-7296105		0086-574-62814752	0086-574-62381878	0086-574-62639991	0086-574-62320112	0086-574-62396020
E-MAIL	tylerhu@puneng.com.cn		william@fudae.com	jingyiyupeai@163.com	yyfuhua@mail.nbptt.zj.cn	sales@kangerya	lanshan7@mail.nbptt.zj.cn
INTERNET	www.puneng.com.cn		www.fudae.com	www.jingyi-cn.com	www.fuhua-tools.com	www.kangerya.com	www.lanshan-motor.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr		Mr.	Mr.	Mr.	Ms.	Ms.
VORNAME/FIRST NAME	Zhonghuai		Peifeng	Yingen	Genfu	Haiwei	Xiaomei
NAME/FAMILY NAME	Hu		Xu	Li	Chen	Chen	Yang
FUNKTION/PROCUREMENT	Sales		Purchasing/ procurement	General Manager	Management	Salesman	Salesman
TELEFON/PHONE	0086-579-7361668 7296099		0086-574-62833510	0086-574-62398888	0086 574-62639218	0086-574-62320001	0086-574-62396253
FAX	0086-579-7296105		0086-574-62814752	0086-574-62381878	0086-574-62639991	0086-574-62320112	0086-574-62396020
E-MAIL	tylerhu@puneng.com.cn		william@fudae.com	jingyiyupeai@163.com	yyfuhua@mail.nbptt.zj.cn	sales@kangerya.com	lanshan7@mail.nbtppt.zj.cn
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	350		101-500	101-200	1001-2000	101-500	1004
BESCHREIBUNG/ DESCRIPTION	Our company has developed into a modern enterprise since the year of 2001. Our company mainly deals in European style kitchenware, cooking hoods, built-in hobs, and built-in ovens. The complete series of our kitchenware products have been distributed to international markets including West Europe, Scandinavia, USA, South America, Africa, Middle East and South-East Asia.		Yuyao City Fuda Electronic Co. Ltd. is established since 1996 and covers a building area of nearly 30000 sqm with over 400 staff. It is an export-oriented company which manufactures small electric appliances such as kettles, coffee makers, toasters, egg boilers, and sandwich makers.	Yuyao Jingyi Sanitary Fittings Factory has three series of home decoration, hotel and copper blanket and more than one thousand varieties.	Fuhua Industry is an enterprise specializing in mechanical equipment, building hardware tools. We own four factories for the professional production of pneumatic tools, structure hardware tools, fastener tools and plastic ware. With the care and support of friends in all lines and domestic and overseas customers we have made brilliant achievements in an expanding business field.	Product range: we specialize in stainless steel kitchen sinks. Main markets: Europe, USA and Australia. Factory history: 6 years	Our company is specializing in bathroom cabinets. There are more than 100 types of Kagnerya products. They can be divided into four types: glass basin vanities, ceramic basin cabinets, solid wood cabinets, PVC cabinets. They are concise, smart and elegant. They have been enjoyed both at home and abroad. For their high quality, they are sharing a good market worldwide
PRODUKTGRUPPE/ PRODUKT SECTOR	Main appliances		Main appliances	Bathroom Fittings	Main appliances, Hardware, Garden and Leisure, Bathroom Fittings	Bathroom Fittings	Bathroom Fittings
BRANCHE/INDUSTRY	Home and main appliances		Consumer Goods	Bathroom Fittings	Hardware and Tools	Sanitary	Sanitary
ERWARTUNGEN/ EXPECTATIONS	Establish brand on European market, sell products		Sell products	Find joint venture Partner	Open a sales representation/ joint sales representation	Find joint venture Partner,sell products	Find joint venture Partner
STAND	14D17	14C50	14C12	14E55	14D18	14C54	14A21

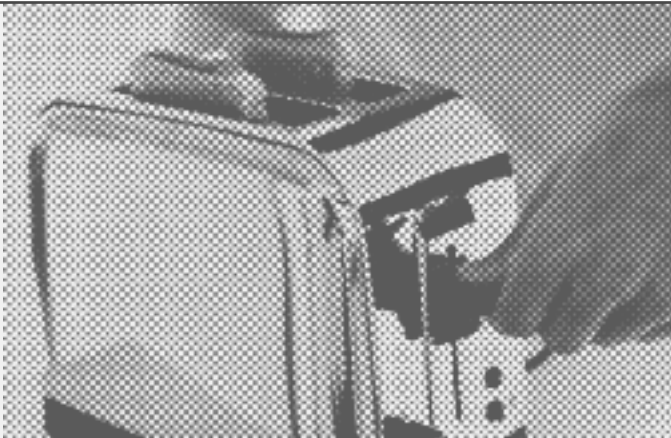


UNTERNEHMEN/COMPANY	Yuyao Municipal Sentao Electronic Co.,Ltd	Yuyao Qingfeng metal casting Co. Ltd	Yuyao Yuxiong Sanitary Equipment Co., Ltd.	Yuyao Zongmei Electric Co. Ltd.	Zhejiang Anlu Cleaning Machinery Co., Ltd.	Zhejiang Cuori Electrical Appliances (Group) Co., Ltd.	Zhejiang Hont Electrical Co.,Ltd
ETAGE/FLOOR							30 Changle Road Liushi
GEBÄUDE/BUILDING							
STRASSE/STREET	Xiao Luxia Village,Simen Town	No.63, Zhongshan West Road	Zhongshan West Road	No.39 Guangming West Road	No. 190, Industry Road	No. 48, Kaifa Road	Changle
BEZIRK/DISTRICT		LuBu Town	Lubu Town	Yuyao	Jinqing, Luqiao	Zhouxiang Town, Cixi	
POSTLEITZAHL/ZIP CODE	315400	315420	315420	315491	318058	315324	325604
STADT/CITY	Yuyao	Yuyao	Yuyao	Ningbo	Taizhou	Ningbo	Wenzhou
PROVINZ/PROVINCE	Zhejiang	Zhenjiang	Zhenjiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang
LAND/COUNTRY	China	China	China	China	China	China	china
TELEFON/PHONE	0086-574-62162069	0086574-62386081	0086-574-62382506	0086-574-62252258	0086-576-2898009	0086-574-63306258	0086-577-62796898
FAX	0086-574-62162546	0086574-62383429	0086-574-62381916	0086-574-62241885	0086-576-2883983	0086-574-63303988	0086-577-61751699
E-MAIL	sentao@zj165.com	sales@china-qinfeng.com	colin@yuxiong.com	yysksy@cnool.net	info@anlu.com	cuori@public.cx.nbptt.zj.cn	hont@asiahont.com
INTERNET	www.cnsentao.com	www.china-qinfeng.com	www.yuxiong.com	www.zmbm.com www.yysksy.com	www.anlu.com	www.cuori.com	www.asiahont.com; www.zjhont.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Ms.	Mr.	Mr.	Miss	Ms	Mr.
VORNAME/FIRST NAME	Hongjun	Haixia	Hewei	Youzhuang	Christina	Youquan	Ning
NAME/FAMILY NAME	Shen	He	Li	Chen	Liang	Shen	Li
FUNKTION/PROCUREMENT	General Manager	Salesman	Sales Manager	Management	Staffer	Sales	G.manager
TELEFON/PHONE	0086 574 62162089	0086574-62386081	0086-574-62392506	0086-574-62252258	0086-576-2885050	0086-574-63323215	0086-577-62796898
FAX	0086 574 62162546	0086574-62383429	0086-574-62381916	0086-574-62241885	0086-576-2235098	0086-574-63323215	61751699
E-MAIL	sentao@zj165.com	sales@china-qinfeng.com	colin@yuxiong.com	yysksy@cnool.net	christina@anlu.com	shelly@cuori.com	hont@asiahont.com
UNTERNEHMENSPROFIL/ COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	100	400	101-200	101-500	1600	3600	300
BESCHREIBUNG/ DESCRIPTION	We specialize in the produc- tion of automobile repair lights, energy-saving emergen- cy lights, alarms, mosquito re- pellers, electronic accessories for automobiles and connec- tion parts for household appli- ances. Our products are GS, CE, WMC, CCEE, SAA, BS, UL, CSA as well as ISO9001:2000 certified.	Yuao Yuxiong Sanitary Equip- ment Co., Ltd is located in the town of bathroom equipment base of Yuyao, a historical cul- tural city of Zhejiang Province in China.		Yuyao Zongmei Electric Co. Ltd. was set up in 1993.It is located west of Ningbo.It is engaged in the manufacture, development and sales of bread makers, electric kettles, toasters, water-proof out- door lamps removable lamp holders, sockets and other home electrical appliances. Most products have passed CE/LVD/GS/CB approval. Our products have been exported Europe and Asia.	Our company is one of the largest professional manufac- turers and exporters of high pressure cleaners, air com- pressors and other machines such as generators, engines and electric motors. Our pro- ducts have got various appro- vals such as GS, CE, UL, CUL, EMC, S, ETL and some other quality assurance systems, especially the ISO9001:2000. We sell our products to Euro- pe, America and Asia etc.	Our company is one of the leading manufacturers specializing in small home appliances, such as steam irons, sandwich makers and vacuum cleaners. In 2004, we produced over 10 million steam irons, 2.2 million sand- wich makers and 650.000 vacuum cleaners. Our turnover reached US\$ 70,000,000.00 for export business.	
PRODUKTGRUPPE/ PRODUKT SECTOR	Mail appliance,hardware	Bathroom Fittings	Bathroom Fittings	Main appliances	Hardware	Main appliances	Electronic Consumer Goods, Hardware
BRANCHE/INDUSTRY	Electrical,mechanical and optical industries	Sanitary	Sanitary	Home and main appliances	Hardware and Tools	Home Appliances	
ERWARTUNGEN/ EXPECTATIONS	Sell products	Find big size business custo- mer in Europe and the USA	Find joint venture Partner	Open a sales representation/ joint sales representation, Sell products	Sell products		
STAND	14F08	14E49	14C62	14F06	14D11	14A07	14F26

UNTERNEHMEN/COMPANY	Zhejiang Huaguang Electric Appliance Group Co., Ltd.	Zhejiang Huangyan Gongxing Plastics Mould Factory	Zhejiang Ruiher Import & Export Co. Ltd.	Zhejiang Xinchang Bigyao Power Tool Co., Ltd.	Zhejiang Yueli Electrical Co. Ltd.	Zhenjiang Star Group	Zhongchen Imp&Exp Co. Ltd. of Suzhou Industrial Park
ETAGE/FLOOR			A-FL 14D				5F
GEBÄUDE/BUILDING		701, Yinmao Mansion	Shuangyan Building				Jiashi Building
STRASSE/STREET	Zhouxiang Industrial Development Zone, Cixi	Dianda Road	Shuangyan Road	99. Dishan Road	No.953. Huancheng East Road.	45 East Zhongshan Road	No. 57 Zhongxin Road
BEZIRK/DISTRICT				Shaoxin	Cixi Zhouxiang Town		
POSTLEITZAHL/ZIP CODE	315324	317400	325600	312500	315324	212001	215021
STADT/CITY	Ningbo	Huangyan	Yueqing	Xinchang	Ningbo	Zhenjiang	Suzhou
PROVINZ/PROVINCE	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Zhejiang	Jiangsu	Jiangsu
LAND/COUNTRY	China	China	China	China	China	China	China
TELEFON/PHONE	0086-574-63326668	0086-576-4260879	0086-577-62586899	0086-575-6129728	0086-574-63305672	0086-511-5010218	0086-512-62526378
FAX	0086-574-63326689		0086-577-62585959	0086-575-6120736	0086-574-63300767	0086-511-5024677	0086-512-62526370
E-MAIL	hawk@cnhuaguang.com		ruiher@ruiher.com	bigyao@bigyao.com		fengyun9511@sina.com	ftcsip99@pub.sz.jsinfo.net
INTERNET	www.cnhuaguang.com		http://www.ruiher.com	www.bigyao.com	www.yuelicn.com		www.efortsip.com
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mr.	Mr.	Ms	Mr.	Ms.	Mr.
VORNAME/FIRST NAME	George	Lin	Yaozhu	Wanrong	Jun	Yiqun	Daniel
NAME/FAMILY NAME	Ying	Huang	Huang	Yao	Zhang	Peng	Sun
FUNKTION/PROCUREMENT	Management		Administration	Sales	Sales	Sales	Sales
TELEFON/PHONE	0086-574-63326689		0086-577-62586899/013868787821	0086-575-6129728	0086-574-63305672	0086-511-5024677	0086-512-62526378
FAX			0086-577-62595858/62585959	0086-575-6120736		0086-511-5010218	0086-512-62526370
E-MAIL			hyde@ruiher.com	bigyao@bigyao.com	kevin@yuelicn.com	fengyun9511@sina.com	ftcsip99@pub.sz.jsinfo.net
UNTERNEHMENSPROFIL/COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	101-500		0-50	400	501-1000	51-100	0-50
BESCHREIBUNG/DESCRIPTION	We are one of the leading manufacturers of home appliances with a 27 year history. Our main products are steam stations, convection heaters and hot plates. All products are approved and certificated.		Zhejiang Ruiher Import & Export Co. Ltd. is one of the leading manufacturers and specialized exporters of low voltage electrical equipment and electronic products such as MCB, MCCB meters, lighting etc. in China.	Zhejiang Xinchang Bigyao Power Tool Co.,Ltd is one of the main professional manufacturer and exporter of high pressure washers. Products are mainly used for cleaning vehicles, ground, walls and windows. All of them have passed GS, CE and UL tests, and are sold well all over the world.	Founded in 1996, Zhejiang Yueli Electrical specializes in small home appliances such as steam irons, hair dryers, and electric shavers. More than 85 percent of our products are exported to Europe, Middle East and Africa. We do \$20 million in sales each year. Our 30 R&D staff develop ca. one new product a month.		
PRODUKTGRUPPE/PRODUKT SECTOR	Main appliances	Main appliances	Hardware, Automotive Bathroom Fittings	Bathroom Fittings	Main appliances	Hardware	Hardware, Automotive, Main appliances, Garden and Leisure, Bathroom Fittings
BRANCHE/INDUSTRY	Home and main appliances		Electronic Consumer Goods	Bathroom Fittings	Home and main appliances	Hardware and Tools, Automotive	
ERWARTUNGEN/EXPECTATIONS	Open a sales representation/ joint sales representation, Sell products		Open a sales representation/ joint sales representation		Establish brand on European market, Find joint venture Partner	Find joint venture Partner	Establish brand on European market, Find joint venture Partner, Open a sales representation/ joint sales representation, Sell products
STAND	14F24	14B26	14C58	14C43	14C24	14E30	14F33



UNTERNEHMEN/COMPANY	Zhuhai Chenhe Trading Co. Ltd.	Zhuhai Hanhai Company Limited	Zhuhai Luckyman Enterprise Co.Ltd	Bird & Bird Rechtsanwälte	Fame Key Consultants Ltd.	Chinesischer Industrie- & Handelsverband e. V. in Deutschland	MHA Haushaltswaren GmbH
ETAGE/FLOOR	1 th	Room 701-702	7/F		Suite 1505 - 6		
GEBÄUDE/BUILDING		Tower 3, Yingbin Plaza	Jianshe		Albion Plaza		
STRASSE/STREET	ChangYe	Yingbin Street	1154 East jiuzhou BLVD	Karl-Theodor-Strasse 6	2-6 Granville Road	Zülpicher Strasse 5	Eiffestrasse 598
BEZIRK/DISTRICT	Xiangzhou	Gongbei			Tsim Sha Tsui		
POSTLEITZAHL/ZIP CODE	519075		519015	40213		40549	20537
STADT/CITY	Zhuhai	Zhuhai	Zhuhai	Düsseldorf	Kowloon	Düsseldorf	Hamburg
PROVINZ/PROVINCE	Guangdong	Guangdong	Guangdong	duesseldorf@twobirds.com	Hongkong		
LAND/COUNTRY	China	China	China	Germany	China		
TELEFON/PHONE	0086-756-2525970	0086-756-8115756	0086-0756-3353269	0049-211-20 05 60 00	0043 26 2242 193	0049-211-585 888-0	0049-40-21 98 55 12
FAX	0086-756-2519921	0086-756-8154679		0049-211-20 05 60 11	0043 26 2242 193 4	0049-211-585 888-222	0049-40-21 98 55 18
E-MAIL	chenhe@21cn.net	roule@asiansources.com	info@luckychina.net		office@famekey.com	cihd@famous-germany.de	
INTERNET		www.doremisolar.com	www.luckychina.net	www.twobirds.com	www.famekey.com	http://www.cihd.de	
KONTAKT/CONTACT							
ANREDE/SALUTION	Mr.	Mr	Ms	Mr. Dr.	Mr.	Ms	
VORNAME/FIRST NAME	Bao Quan	Joy	Alice	Guido Maria	Wilhelm	Wenxun	Michael F.
NAME/FAMILY NAME	Zhuo	Wu	Xiang	Wiesen	Panzenböck	Cai	Vog
FUNKTION/PROCUREMENT	Sales		Sales Management		Management	Administration	
TELEFON/PHONE	0086-756-2638320	0086-13924705924	0086-756 3353269	0049-211-20 05 62 48		0049-211-585 888-0	0049-40-21 98 55 15
FAX	0086-756-2519921		0086-756 3353569	0049-211-20 05 60 11		0049-211-585 888-222	0049-40-21 98 55 18
E-MAIL	chenhe@21cn.net		alicexz@luckychina.net	güido.wiesen@twobirds.com		cai@famous-germany.de	michael@midea-europe.com
UNTERNEHMENSPROFIL/COMPANY PROFILE							
BESCHÄFTIGTE/EMPLOYEES	12	500-1000	100-150	100-500	0-100		
BESCHREIBUNG/DESCRIPTION	Our company has been in the exporting business for many years. The main products are auto, outdoor, camping, garden accessories and other articles. The main markets are Australia and South Africa.		Zhuhai Luckyman Enterprise Co. Ltd. was founded in 2002 and is a significant manufacturer and exporter of home appliances, kitchenware and barwares. We have experienced senior engineers and qualified technicians. Most of our products are selling well in Europe and America. We also offer resourceful expertise and solutions for development of OEM-ODM products.		Manufacturing of sanitary equipment	Der CIHD bemüht sich, Kontakte zwischen mittelständischen Unternehmen, Gesellschaften und zuständigen Behörden zwischen Deutschland und China herzustellen. Der CIHD fordert und erweitert die Beziehung in Wissenschaft, Forschung und Kultur.	
PRODUKTGRUPPE/PRODUKT SECTOR	Main appliances, Garden and Leisure, Automotive	Garden and Leisure	Main appliances	Information	Bathroom Fittings	Information	
BRANCHE/INDUSTRY	Automotive		Main appliances	Other	Sanitary	Associations and non-profit-organisations, Consultancy	
ERWARTUNGEN/EXPECTATIONS	Sell products		Sell products, find investor		Establish brand on European market, Sell product	Establish brand on European market	
STAND	14G06	14G08	14A15	14D43	14G27	14G26	



HOME APPLIANCES

1 HAUSHALTSGERÄTE/
MAIN APPLIANCES

1.1 KÜCHENGERÄTE/
KITCHEN APPLIANCES

- COSCO Logistics
(Europe) GmbH
Stand 14E 37
- Fenix Products
& Marketing CO.,Ltd.
Stand 14F 05
- Fine & Bruidge
Electrics co. Ltd
Stand 14E17
- Foshan Midea Consumer &
Industrial Group Co. Ltd
Stand 14B10
- Foshan Shunde Mixkey
Electrical Appliance Co Ltd
Stand 14B01
- Fuzhou Furi
Electronics Co. Ltd
Stand 14G19
- Guangdong Canbo
Electrical Co. Ltd
Stand 14E04
- Guangdong Chaoyang
Sanitary Wares Co., Ltd
Stand 14E 59
- Guangdong Light Electrical
Appliances Co. Ltd
Stand 14A03

- Guangzhou JiaYue Electric
Appliance Co. Ltd.
Stand 14A11
- Haide Electrical
Appliances Co. Ltd.
Stand 14D07
- Hangzhou Xin Jiulong Kitchen
Tools Co., Ltd.
Stand 14C53
- Jinxing Houseware
MFG., Ltd.
Stand 14C 66
- Lonsid Electric Co. Ltd
Stand 14C08
- Nature Brite Industrial
Company Limited
Stand 14F01
- Ningbo Futai Electric Co. Ltd
Stand 14G15
- Ningbo Green Will
Appliance Co. Ltd
Stand 14D10
- Ningbo Herine Electric
Appliance Co. Ltd.
Stand 14F04
- Ningbo Jinlong Electric
Appliance Co. Ltd
Stand 14D12
- Ningbo Pogeta Electric
Appliance Co. Ltd
Stand 14F03

- Ningbo Smal Electrics
Imp.& Exp. Co. Ltd.
Stand 14D14
- Ningbo Udi Electric
Appliance Co. Ltd.
Stand 14E14
- Ningbo Yongdian Electric
Appliance Co. Ltd
Stand 14G09
- Ningbo Yunhuan
Electronics Group Co. Ltd
Stand 14G07
- Wenzhou Imp.
& Exp.United Co. Ltd
Stand 14C37
- Xiangli Home Appliance
Manufacturing co. Ltd.
Stand 14C05
- Xingxing Refrigeration
Equipment Engineering Co. Ltd.
Stand 14A01
- Yongkang Puneng Electric
Co., Ltd.
Stand 14D19
- Yuyao City Fuda
Electronic Co. Ltd
Stand 14C12
- Yuyao Zongmei Electric Co. Ltd.
Stand 14F06
- Zhejiang Cuori Electrical
Appliances (Group) Co., Ltd.
Stand 14A 07

1.2 KLEINE GERÄTE/
SMALL APPLIANCES

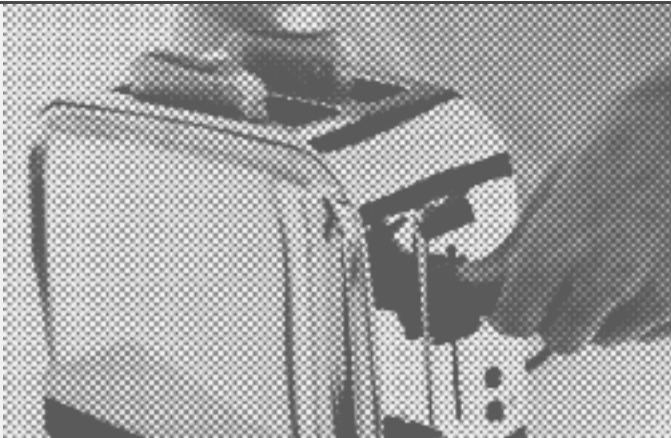
- 4 Ocean Import
& Export GmbH
Stand 14C49
- Euromac bv.
Stand 14B16
- Fenix Products
& Marketing CO.,Ltd.
Stand 14F 05
- Foshan Midea Consumer
& Industrial Group Co. Ltd
Stand 14B10
- Foshan Shunde Mixkey
Electrical Appliance Co Ltd
Stand 14B01
- Guangdong Light Electrical
Appliances Co. Ltd
Stand 14A03
- Hangzhou Lianlong
Electronic CO. Ltd
Stand 14E01
- Lonsid Electric Co. Ltd
Stand 14C08
- Nature Brite Industrial
Company Limited
Stand 14F01
- Ningbo Andy Electric
Appliance Co. Ltd
Stand 14F17

- Ningbo Biyi Plastic Co. Ltd
Stand 14E12
- Ningbo Dahua Electric
Appliance Co. Ltd
Stand 14E10
- Ningbo Fuda Electric
Appliance Co. Ltd.
Stand 14E11
- Ningbo Futai Electric Co. Ltd
Stand 14G15
- Ningbo Green Will
Appliance Co. Ltd
Stand 14D10
- Ningbo Heiger Electrical
Appliances Co. Ltd
Stand 14E05
- Ningbo Herine Electric
Appliance Co. Ltd.
Stand 14F04
- Ningbo Jinlong Electric
Appliance Co. Ltd
Stand 14D12
- Ningbo Jiuchang Electrical
Equipment Co. Ltd.
Stand 14F15
- Ningbo Kingdun
Electronic Industry Co. Ltd
Stand 14E07
- Ningbo Minfeng Electrical
Appliances Co. Ltd.
Stand 14A06

- Ningbo Pogeta Electric
Appliance Co. Ltd
Stand 14F03
- Ningbo Shunhong Electrical
Appliance Co. Ltd
Stand 14D27
- Ningbo Smal Electrics Imp.
& Exp. Co. Ltd.
Stand 14D14
- Ningbo Udi Electric
Appliance Co. Ltd.
Stand 14E14
- Ningbo Xianfu Electric
Appliance Co. Ltd
Stand 14E16
- Ningbo Yongdian Electric
Appliance Co. Ltd
Stand 14G09
- Ningbo Yunhuan Electronics
Group Co. Ltd
Stand 14G07
- Ningbo Yutong Electric
Appliance Co. Ltd
Stand 14C44
- Xiangli Home Appliance
Manufacturing co. Ltd.
Stand 14C05
- Xionghan Co. Ltd
Stand 14F12
- Yuyao City Fuda
Electronic Co. Ltd
Stand 14C12

- Yuyao Zongmei Electric Co. Ltd.
Stand 14F06
- Zhejiang Cuori Electrical
Appliances (Group) Co., Ltd.
Stand 14A 07
- Zhejiang Huagaung Electric
Appliance Group Ltd.
Stand 14F24
- 1.3 HAUSHALTSGERÄTE/
HOUSEHOLD APPLIANCES**
- 4 Ocean Import
& Export GmbH
Stand 14C49
- COSCO Logistics
(Europe) GmbH
Stand 14E37
- Euromac bv.
Stand 14B16
- Fenix Products
& Marketing CO.,Ltd.
Stand 14F 05
- Fine & Bruidge
Electrics Co. Ltd
Stand 14E17
- Fitting (Suzhou)
Electrical Co.Ltd.
Stand 14G16
- Foshan Midea Consumer
& Industrial Group Co. Ltd
Stand 14B10

- Foshan Shunde Lingqi Electri-
cal Appliance Industrial Co. Ltd
Stand 14E47
- Foshan Shunde Nasi
Industry Co.,Ltd.
Stand 14C03
- Fujian Temco Motor Co. Ltd.
Stand 14G25
- Guangdong Canbo
Electrical Co. Ltd
Stand 14E04
- Guangdong Light Electrical
Appliances Co. Ltd
Stand 14A03
- Haide Electrical
Appliances Co. Ltd.
Stand 14D07
- Jiangmen Xing Fang
Trade Co. Ltd
Stand 14C66
- Lonsid Electric Co. Ltd
Stand 14C08
- Nature Brite Industrial
Company Limited
Stand 14F01
- Ningbo Andy Electric
Appliance Co. Ltd
Stand 14F17
- Ningbo Dahua Electric
Appliance Co. Ltd
Stand 14E10



HOME APPLIANCES

Ningbo Fuda Electric
Appliance Co. Ltd.
Stand 14E11

Ningbo Herine Electric
Appliance Co. Ltd.
Stand 14F04

Ningbo Land Industrial Co. Ltd
Stand 14D20

Ningbo Le's Industry Co., Ltd
Stand 14G22

Ningbo Minfeng Electrical
Appliances Co. Ltd.
Stand 14A06

Ningbo Smal Electrics Imp.
& Exp. Co. Ltd.
Stand 14D14

Ningbo Udi Electric
Appliance Co. Ltd.
Stand 14E14

Shunde Huahong
Electrical Co. Ltd
Stand 14C01

SHUNDE LIGHT INDUSTRIAL
PRODUCTS IMP & EXPCOMPANY
LTD OF GUANGDONG
Stand 14A13

Wenzhou Imp.
& Exp. United Co. Ltd
Stand 14C37

Xiangli Home Appliance
Manufacturing Co. Ltd.
Stand 14C05

Yuyao City Fuda
Electronic Co. Ltd
Stand 14C12

Yuyao Fuhua Industry
Development Co.
Stand 14D18

Yuyao Zongmei
Electric Co. Ltd.
Stand 14F06

Zhejiang Huagaung Electric
Appliance Group Co., Ltd.
Stand 14F24

Zhejiang Yueli Electrical Co. Ltd.
Stand 14C24

Zhuhai Chenhe Trading Co. Ltd.
Stand 14G06

**1.4 HEIMAUTOMATISIERUNGS-
TECHNIK/HOME AUTOMATION**

Euromac bv.
Stand 14B16

Fine & Bruidge
Electrics Co. Ltd
Stand 14E17

Ningbo Fuda Electric
Appliance Co. Ltd.
Stand 14E11

Ningbo Fujia Electric
Appliance Co. Ltd
Stand 14D06

Ningbo Green Will
Appliance Co. Ltd
Stand 14D10

Ningbo Herine Electric
Appliance Co. Ltd.
Stand 14F04

Ningbo Jinlong Electric
Appliance Co. Ltd
Stand 14D12

Ningbo Kingdun Electronic
Industry Co. Ltd
Stand 14E07

Ningbo Land
Industrial Co. Ltd
Stand 14D20

Ningbo Pogeta Electric
Appliance Co. Ltd
Stand 14F03

Ningbo Udi Electric
Appliance Co. Ltd.
Stand 14E14

Ningbo Xianfu Electric
Appliance Co. Ltd
Stand 14E16

Wenzhou Imp.
& Exp.United Co. Ltd
Stand 14C37

1.5 BAUTEILE/COMPONENTS

Euromac bv.
Stand 14B16

Fine & Bruidge
Electrics Co. Ltd
Stand 14E17

Ningbo Fuda Electric
Appliance Co. Ltd.
Stand 14E11

Ningbo Fujia Electric
Appliance Co. Ltd
Stand 14D06

Ningbo Green Will
Appliance Co. Ltd
Stand 14D10

Ningbo Herine Electric
Appliance Co. Ltd.
Stand 14F04

Ningbo Jinlong Electric
Appliance Co. Ltd
Stand 14D12

Ningbo Kingdun Electronic
Industry Co. Ltd
Stand 14E07

Ningbo Land
Industrial Co. Ltd
Stand 14D20

Ningbo Pogeta Electric
Appliance Co. Ltd
Stand 14F03

Ningbo Udi Electric
Appliance Co. Ltd.
Stand 14E14

Ningbo Xianfu Electric
Appliance Co. Ltd
Stand 14E16

Wenzhou Imp.
& Exp.United Co. Ltd
Stand 14C37

**1.6 LICHTTECHNIK/
LIGHTING SYSTEMS**

China Cixi Zhongfa Lamps
Co., Ltd.
Stand 14F07

Foshan Shunde Lingqi Electri-
cal Appliance Industrial Co. Ltd
Stand 14E47

Guangdong Light Electrical
Appliances Co. Ltd
Stand 14A03

Jiangsu Danda Trade Co. Ltd.
Stand 14E22

Ningbo Futai Electric Co. Ltd
Stand 14G15

Ningbo Green Will
Appliance Co. Ltd
Stand 14D10

Ningbo Herine Electric
Appliance Co. Ltd.
Stand 14F04

Ningbo Jinlong Electric
Appliance Co. Ltd
Stand 14D12

Ningbo Kingdun Electronic
Industry Co. Ltd
Stand 14E07

Suzhou Everich Imp.
& Exp. Co. Ltd
Stand 14E34

Yuyao Zongmei Electric Co. Ltd.
Stand 14F06

**2 UNTERHALTUNGS ELEK-
TRONIK/ELECTRONIC
CONSUMER GOODS**

**2.1 FERNSEHGERÄTE/
TELEVISION**

Jiangsu Light Industrial
Products I/E (Group) Corp.
Stand 14G 14

Jin Pin Electrical
Co., Ltd. Zhuhai S.E.Z.
Stand 14D 15

Satow Electronic Co., Ltd.
Stand 14B12

**2.2 AUDIO- UND
VIDEOSYSTEME/AUDIO
AND VIDEO SYSTEMS**

Changhong Plastics Co. Ltd
Stand 14D23

Dongguan Changan Wusha
Kow Wah Electronic Factory
Stand 14B12

Dongguan City Xinlong Science
& Technology Co.,Ltd
Stand 14D09

Enping City Shuangyi
Electronics Industrial Co. Ltd
Stand 14G17

Jiangsu Light Industrial
Products I/E (Group) Corp.
Stand 14G 14

Satow Electronic Co., Ltd.
Stand 14B12

2.3 CAR-MEDIA/CAR MEDIA

Enping City Shuangyi Electro-
nics Industrial Co. Ltd
Stand 14G17

Satow Electronic Co., Ltd.
Stand 14B12

Zhejiang Hont Electrical
Co.,Ltd
Stand 14F26

**2.4 DIGITALE
BILDBEARBEITUNG/
DIGITAL IMAGING**

Satow Electronic Co., Ltd.
Stand 14B12



HARDWARE

3 BAUMARKT- UND HEIMWERKER-
BEDARF/HARDWARE

3.1 HANDWERKZEUGE/
HANDHELD TOOLS

Changhong Plastics Co. Ltd
Stand 14D23

COSCO Logistics
(Europe) GmbH
Stand 14E 37

Hangzhou Huanyu
Tools Co.,Ltd.
Stand 14C34

Hangzhou Yuhang
International Trading Inc.
Stand 14C47

Jiangsu Fengyu Tools Co. Ltd
Stand 14D24

Jmet Corp.Jiangsu Sainty
International Group
Stand 14F25

Ningbo Land Industrial Co. Ltd
Stand 14D20

Ningbo Shunhong Electrical
Appliance Co. Ltd
Stand 14D27

Ningbo Tiger Hardware
Manufacture Co.,Ltd.
Stand 14A19

Yuyao Fuhua Industry
Development Co.
Stand 14D18

Zhejiang Ruiher
Import&Export Co. Ltd.
Stand 14C58

3.2 WERKZEUGMASCHINEN/
MACHINE TOOLS

Changshu Tongrun Auto
Accessory Co. Ltd
Stand 14C52

Hangzhou Shining-tech Co .Ltd.
Stand 14F32

Jiangsu Fengyu Tools Co. Ltd
Stand 14D24

Jiangsu Tiangong Tools Corp Ltd
Stand 14E 26

Ningbo Fuda Electric
Appliance Co. Ltd.
Stand 14E11

Ningbo Fujia Electric
Appliance Co. Ltd
Stand 14D06

Ningbo Smal Electrics Imp.
& Exp. Co. Ltd.
Stand 14D14

Qingdao General Machinery
Tools Co. Ltd.
Stand 14C35

3.3 ELEKTROWERKZEUGE/
POWER TOOLS

Changshu Tongrun Auto
Accessory Co. Ltd
Stand 14C52

Chongqing Zongshen Group
1/E C Corp.
Stand 14C33

COSCO Logistics
(Europe) GmbH
Stand 14E 37

Foshan Shunde Lingqi Electri-
cal Appliance Industrial Co. Ltd
Stand 14E47

Fujian Temco Motor Co. Ltd.
Stand 14G25

Jiangsu Fengyu Tools Co. Ltd
Stand 14D24

Jmet Corp. Jiangsu Sainty
International Group
Stand 14F25

Ningbo Tiger Hardware
Manufacture Co.,Ltd.
Stand 14A19

Qingdao General Machinery
Tools Co. Ltd.
Stand 14C35

Yuyao Fuhua Industry
Development Co.
Stand 14D18

3.4 PNEUMATISCHE WERK-
ZEUGE/PNEUMATIC TOOLS

Changshu Tongrun Auto
Accessory Co. Ltd
Stand 14C52

Suzhou Everich Imp.
& Exp. Co. Ltd
Stand 14E34

3.5 HOCHDRUCK-WASSER-
STRAHLWERKZEUGE/HIGH
PRESSURE WATER BLASTING
TOOLS

Euromac bv.
Stand 14B16

Ningbo Land Industrial Co. Ltd
Stand 14D20

Zhejiang Anlu Cleaning
Machinery Co.,Ltd.
Stand 14D11

3.6 LÖT- UND SCHWEISS-
WERKZEUGE/WELDING
AND SOLDERING TOOLS

Jiangsu Fengtai Diamond
Tool Manufacture Co. Ltd.
Stand 14A16

3.7 Kfz-Werkzeuge und -
Maschinen/Automotive
tools and machines

Changshu Tongrun Auto
Accessory Co. Ltd
Stand 14C52

Zhejiang Hont
Electrical Co.,Ltd
Stand 14F26

3.8 WERKZEUGE UND
GERÄTE FÜR WERKSTÄT-
TEN/WORKSHOP TOOLS
AND APPLIANCES

Euromac bv.
Stand 14B16

Fuzhou Furi Electronics Co. Ltd
Stand 14G19

Jiangsu Xinmeida Tools Co. Ltd
Stand 14E31

Yuyao Municipal Sentao
Electronic Co.,Ltd
Stand 14F08

3.9 SICHERHEITSTECHNIK/
SAFEGUARDING EQUIPMENT

Suzhou Everich Imp.
& Exp. Co. Ltd
Stand 14E34

3.10 SCHLÖSSER/
VERRIEGELUNGSTECHNIK/
LOCKING

Jiangsu Danda Trade Co. Ltd.
Stand 14E22

Ningbo Futai Electric Co. Ltd
Stand 14G15

Suzhou Everich Imp.
& Exp. Co. Ltd
Stand 14E34

Wenzhou Imp.
& Exp.United Co. Ltd
Stand 14C37

3.11 METALLISIEREN/
OBERFLÄCHENBEHANDLUNG/
PLATING

Zhongchen Imp&Exp Co. Ltd.
of Suzhou Industrial Park
Stand 14F33

3.12 BAU- UND
HEIMWERKER-
BEDARF/BUILDERS- AND DO-
IT-YOURSELF SUPPLY

Jiangsu Overseas Group
Haiton International
Trade Co.,Ltd
Stand 14E29

Jiangsu Xinmeida
Tools Co. Ltd
Stand 14E31

Ningbo Land Industrial Co. Ltd
Stand 14D20

Zhongchen Imp&Exp Co. Ltd.
of Suzhou Industrial Park
Stand 14F33

3.13 HOCH- UND
TIEFBAUBEDARF/BUILDING
HARDWARE

Guangdong Chaoyang
Sanitary Wares Co., Ltd
Stand 14E 59

Jiangsu Fengyu Tools Co. Ltd
Stand 14D24

Ningbo Metals & Wire Rope
Fittings Co. Ltd.
Stand 14F35

Round Universe Valve Co.
Ltd. Zhejiang
STAND 14C60

Wenzhou Imp.
& Exp.United Co. Ltd
Stand 14C37

Zhongchen Imp&Exp Co. Ltd.
of Suzhou Industrial Park
Stand 14F33

4 GARTEN UND FREIZEIT/
GARDEN AND LEISURE

4.1 GARTENMÖBEL/
GARDEN FURNITURE

COSCO Logistics
(Europe) GmbH
Stand 14E 37

Jmet Corp.Jiangsu Sainty
International Group
Stand 14F25

Suzhou Everich Imp.
& Exp. Co. Ltd
Stand 14E34

Zhuhai Chenhe Trading Co. Ltd.
Stand 14G06

4.2 GARTENWERKZEUGE/
GARDEN TOOLS

Chongqing Zongshen Group
1/E C Corp.
Stand 14C33

Fujian Temco Motor Co. Ltd.
Stand 14G25

Jmet Corp.Jiangsu Sainty
International Group
Stand 14F25

Shanghai Foreign Trade
(Pudong) Co. Ltd
Stand 14F34

Zhuhai Chenhe Trading Co. Ltd.
Stand 14G06

4.3 CAMPINGAUSRÜSTUNG/
CAMPING EQUIPMENT

Foshan Shunde Lingqi Electri-
cal Appliance Industrial Co. Ltd
Stand 14E47

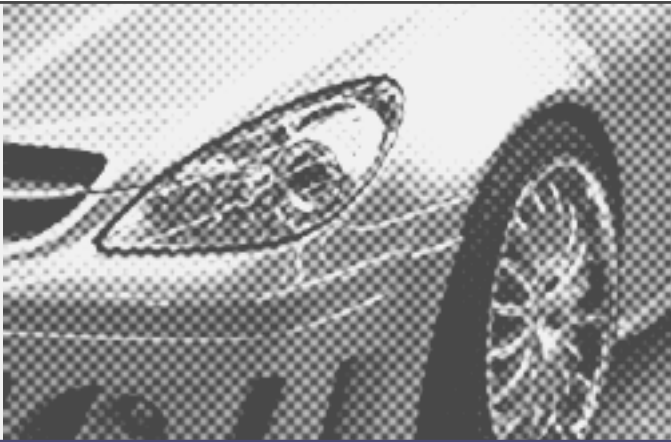
Ningbo Smal Electrics Imp.
& Exp. Co. Ltd.
Stand 14D14

Zhongchen Imp&Exp Co. Ltd.
of Suzhou Industrial Park
Stand 14F33

Zhuhai Chenhe Trading Co. Ltd.
Stand 14G06



HARDWARE



AUTOPARTS

4.4 SPORT- UND SPIEL-
GERÄTE UND -ZUBEHÖR/
SPORT- AND PLAY EQUIPMENT

Chongqing Dewang
Optical Co. Ltd.
Stand 14B24

Ningbo Futai Electric Co. Ltd
Stand 14G15

Ningbo Metals & Wire Rope
Fittings Co. Ltd.
Stand 14F35

4.5 RASEN/LAWNS

Chongqing Zongshen Group
1/E C Corp.
Stand 14C33

4.6 WASSER- AND
TEICHTECHNIK/WATER-
AND POND TECHNOLOGY

Chongqing Zongshen Group
1/E C Corp.
Stand 14C33

Ningbo Fuda Electric
Appliance Co. Ltd.
Stand 14E11

4.8 INDUSTRIELLE TECHNIK
FÜR GÄRTNEREIEIEN/
INDUSTRIAL ENGINEERING
FOR GARDEN CENTRES

Ningbo Land Industrial Co. Ltd
Stand 14D20

4.9 GRILL UND GRILL-
ZUBEHÖR/BARBECUE
EQUIPMENT

COSCO Logistics
(Europe) GmbH
Stand 14E 37

Guangdong Canbo
Electrical Co. Ltd
Stand 14E04

Yuyao Fuhua Industry
Development Co.
Stand 14D18

Zhuhai Chenhe
Trading Co. Ltd.
Stand 14G06

5 AUTOMOTIVE/AUTOMOTIVE

5.1 TEILE UND KOMPONEN-
TEN/PARTS & COMPONENTS

CME Brakes Co., Ltd
Stand 14C50

COSCO Logistics
(Europe) GmbH
Stand 14E 37

Dalian Honour
Enterprises Inc.
Stand 14D29

Hangzhou Yuhang
International Trading Inc.
Stand 14C47

Jiangsu Danda Trade Co. Ltd.
Stand 14E22

Jmet Corp.Jiangsu Sainty
International Group
Stand 14F25

Nature Brite Industrial
Company Limited
Stand 14F01

Ningbo Land Industrial Co. Ltd
Stand 14D20

OSA GmbH + Co. KG
Stand 14A 24

Shanghai Foreign Trade
(Pudong) Co. Ltd
Stand 14F34

Zhongchen Imp&Exp Co. Ltd.
of Suzhou Industrial Park
Stand 14F33

5.1.1 ELEKTRISCHE UND
ELEKTRONISCHE GERÄTE/
ELECTRICAL AND ELECTRO-
NIC EQUIPMENT

Changhong Plastics Co. Ltd
Stand 14D23

Changshu Tongrun Auto
Accessory Co. Ltd
Stand 14C52

Chongqing Lifan Industry
(Group) Co. Ltd.
Stand 14C39

Foshan Shunde Lingqi Electri-
cal Appliance Industrial Co. Ltd
Stand 14E47

Fujian Temco Motor Co. Ltd.
Stand 14G25

Fuzhou Furi Electronics Co. Ltd
Stand 14G19

Hangzhou Lianlong
Electronic CO. Ltd
Stand 14E01

Ningbo Fuda Electric
Appliance Co. Ltd.
Stand 14E11

Ningbo Fujia Electric
Appliance Co. Ltd
Stand 14D06

Ningbo Futai Electric Co. Ltd
Stand 14G15

Ningbo Smal Electrics Imp.&
Exp. Co. Ltd.
Stand 14D14

Shunde Huahong
Electrical Co. Ltd
Stand 14C01

Wenzhou Success
Group Co., Ltd.
Stand 14E 45

Zhejiang Ruiher
Import&Export Co. Ltd.
Stand 14C58

5.1.2 AUFBAUTEN/
SUPERSTRUCTURES

Wenzhou Success
Group Co., Ltd.
Stand 14E 45

5.1.3 GETRIEBEMECHANISMEN
/GEARING MECHANISM

Dalian Honour Enterprises Inc.
Stand 14D29

Wenzhou Success
Group Co., Ltd.
Stand 14E 45

5.1.4 MECHANISCHE
TEILE/MECHANICAL PARTS

Dalian Honour Enterprises Inc.
Stand 14D29

Ningbo Metals & Wire Rope
Fittings Co. Ltd.
Stand 14F35

Wenzhou Success
Group Co., Ltd.
Stand 14E 45

5.1.5 STANDARDTEILE/
STANDARD PARTS

Dalian Honour Enterprises Inc.
Stand 14D29

Wenzhou Success
Group Co., Ltd.
Stand 14E 45

5.2 SYSTEME UND BAU-
GRUPPEN/SYSTEMS &
MODULES

5.2.2 AUSSENAUS-
STATTUNG/EXTERIOR

Zhuhai Chenhe Trading Co. Ltd.
Stand 14G06



BATHROOM FITTINGS

6 BADEZIMMEREINRICHTUNG/
BATHROOM FITTINGS

6.1 VENTILE UND ARMA-
TUREN/VALVES AND FAUCET

CEIEC Ningbo Co., Ltd.
Stand 14D03

DTG GmbH
Stand 14A24

Fame Key Consultants Ltd.
Stand 14G 27

Guangdong Chaoyang Sanitary
Wares Co., Ltd
Stand 14E 59

Ningbo Aoleishi
Sanitary Ware Co. , Ltd
Stand 14E 41

Ningbo Comstar Co., Ltd.
Stand 14D 03

OSA GmbH + Co. KG
Stand 14A 24

Round Universe Valve Co. Ltd.
Zhejiang
Stand 14C60

Zhejiang Ruiher Import&Export
Co. Ltd.
Stand 14C58

Zhongchen Imp&Exp Co. Ltd.
of Suzhou Industrial Park
Stand 14F33

6.2 ROHRE, LEITUNGEN,
INSTALLATIONSBEDARF/
PIPES, PIPELINES, PLUM-
BING SUPPLIES

Changhong Plastics Co. Ltd
Stand 14D23

Guangdong Chaoyang
Sanitary Wares Co., Ltd
Stand 14E 59

Ningbo Smal Electrics
Imp.& Exp. Co. Ltd.
Stand 14D14

OSA GmbH + Co. KG
Stand 14A 24

6.3 PUMPEN/PUMPS

COSCO Logistics
(Europe) GmbH
Stand 14E 37

Fujian Fuan Wendy Electrical
Machinery Co.,Ltd.
Stand 14C46

Fujian Temco Motor Co. Ltd.
Stand 14G25

6.5 FLIESEN/TILES

OSA GmbH + Co. KG
Stand 14A 24

6.6 EINBAUTANKS, ANDE-
RE EINBAUEINHEITEN UND
-SYSTEME/FLUSH TANKS,
OTHER FLUSH UNITS AND
SYSTEMS

Guangdong Chaoyang Sanitary
Wares Co., Ltd
Stand 14E 59

Jiangsu Danda Trade Co. Ltd.
Stand 14E22

6.8 WASCHBECKEN-
ARMATUREN/SINK FITTINGS

Foshan Everlasting Enterprise
Co. Ltd.
Stand 14E51

Yuyao Fuhua Industry
Development Co.
Stand 14D18

6.9 SANITÄRARMATUREN/
SANITARY FITTINGS

4 Ocean Import & Export GmbH
Stand 14C49

Foshan Everlasting
Enterprise Co. Ltd.
Stand 14E51

Guangdong Chaoyang Sanitary
Wares Co., Ltd
Stand 14E 59

Guangdong Midocean Sanitary-
ware Technology Co. Ltd
Stand 14E53

Jinxing Houseware MFG., Ltd.
Stand 14 C 66

Ningbo Kareno sink ware
Co., Ltd
Stand 14C 56

OSA GmbH + Co. KG
Stand 14A 24

Taizhou Hisource International
Trade Co., Ltd
Stand 14B26

Yuyao City Jingyi Sanitary Ware

Accessories Factory
Stand 14E 55

Yuyao kangerya sanitary ware
Co., Ltd
Stand 14C54

Yuyao Lanshan Electric
Machines Co.,Ltd.
Stand 14A21

Yuyao Qingfeng
metal casting Co., Ltd
Stand 14E 49

Yuyao Yuxiong Sanitary
Equipment Co.,Ltd.
Stand 14C62

Kontrollierte Messedaten
Unser Service
für Ihren Erfolg!

- Besucher- Aussteller- und
Flächenzahlen
- Fach- und Privatbesucher-
Analysen
- nach einheitlichen Kriterien
ermittelt und von einem
Wirtschaftsprüfer kontrolliert
- Im kostenlosen Jahresbericht
der FKM und im Internet -
<http://www.fkm.de>



Audited
Trade Fair Data
Our Service for
Your Success!

- Visitor, exhibitor and
space figures
- Trade and private visitors
analyses
- Compiled according to
uniform criteria and
audited by a public
accountant
- Featured in the free annual
report of the FKM and on
the Internet -
<http://www.fkm.de>

Messen planen,
vergleichen,
bewerten mit
FKM-Daten



Plan, compare,
evaluate trade fairs
with FKM data



Gesellschaft zur
Freiwilligen
Kontrolle von
Messe- und
Ausstellungszahlen

Littenstrasse 9 · D 10179 Berlin
Telefon ++49/+30/2 40 00-0
Telefax ++49/+30/2 40 00-340
eMail: info@fkm.de
www.fkm.de



INFORMATION

7 INFORMATION/
INFORMATION

7.1 MEDIEN/MEDIA

Dow Jones News GmbH
Stand 14G39

F.A.Z.-Institut GmbH
Stand 14G39

futura-verlag
Rudolf Stephan GmbH
Stand 14G39

HUSS-MEDIEN GmbH
Stand 14G39

International
Business Daily
Stand 14C65

Local Global GmbH
Stand 14F40

Outline GmbH
Stand 14C65

OWC Verlag für
Außenwirtschaft GmbH
Stand 14G39

Patzer Verlag GmbH & Co. KG
Stand 14G39

Schimmel Media Verlag
GmbH & Co. KG
Stand 14G39

Siegel-Verlag
Otto Müller GmbH
Stand 14G39

Strobel Verlag GmbH & Co. KG
Stand 14G39

World Trade Information of
Mechatronics
Stand 14C65

7.2 VEREINE/NON-PROFIT-
ORGANISATIONEN/
ASSOCIATIONS/ NON-
PROFIT-ORGANISATIONS

China Council for the
Promotion of international
Trade Chongqing Sub-council

Centralvereinigung Deutscher
Wirtschaftsverbände für
Handels-vermittlung und
Vertrieb e. V.
Stand 14C57

Deutsch-Chinesische
Wirtschaftsvereinigung e.V.
Stand 14C57

Industrie- und
Handelskammer zu Köln
Stand 14C57

Wirtschaftsförderung
Landeshauptstadt
Düsseldorf, China
Kompetenzzentrum
Stand 14C57

7.3 BERATUNG/CONSULTING/
CONSULTANCY/EXPERT
OPINION

China Council for the
Promotion of international
Trade Chongqing Sub-council

Chinesischer Industrie-
& Handelsverband e. V.
in Deutschland
Stand 14G26

Gerlach Zolldienste GmbH
Stand 14C51

Local Global GmbH
Stand 14F40

OSA GmbH + Co. KG
Stand 14A24

7.4 ANDERE/OTHER

Bird & Bird Rechtsanwälte
Stand 14D43

China Council for the
Promotion of international
Trade Chongqing Sub-council

China Electronics
International Exhibition &
Advertising Co., Ltd.

COSCO Logistics
(Europe) GmbH
Stand 14E 37

Fine & Bruidge Electrics co. Ltd
Stand 14E17

Foshan Shunde Lingqi Electri-
cal Appliance Industrial Co. Ltd
Stand 14E47

Jiangsu Danda Trade Co. Ltd.
Stand 14E22

Ningbo Herine Electric
Appliance Co. Ltd.
Stand 14F04

Office of Chongqing Juilong-
yuan Hi-tech Industry
Development Zone
Stand 14B 20

Zhejiang Yueli Electrical Co. Ltd.
Stand 14C24

Zhuhai Luckyman
Enterprise Co.Ltd
Stand 14A1



Guangzhou Galy Electric
Appliance Co. Ltd.

Guangzhou JiaYue
Electric Appliance Co Ltd.



We are a professional manufacturer for home appliances and specialize in electric oven and hot plate, air pot, industrial iron, etc. Most of our products are with CE/GS approval. We can supply electric oven in 18L, 26L ,28L and 36L. The function for the oven can be with hot plate on top such as our model no. CKFL6-13B, CKFL9-25, CKFL9 -35R. With illumination and ventilation inside the oven of 26L and 38L such as our model CKFL6-13RL and CKFL7-13RL.

The hot plate we made have two models available: single hot plate and double hot plate and double hot plate with cover. There are two systems to performance. One is thermostat controller. Another one is regulator controller.

Europe, such as France, Germany, Begium, Italy, Holland, Czech Republic, Greece; Middle East, Asian are our main markets.

If you have any question, please feel free to contact with us.

FACTORY:

333 Chigang Xi Rd, Guangzhou, China

Tel: +86 20 84217204

Fax: +86 20 84212751

E-mail: jiaiyue@gzgaly.com

EXPORT DEPARTMENT:

Rm2104, East Tower,# 753

DongFengDong Rd,

Guangzhou, China 510180

Tel: +86 20 87619397, 87619305

Fax: +86 20 87619356

E-mail: market@gzgaly.com

sally@gzgaly.com

Contact: Sally

Find us at CHINA SOURCING 2005
(Stand 14A11)