POWER TRANSMISSION AND CONTROL

International Trade Show for Hydraulics, Pneumatics, Seals, Gears, Motors, Chains, Belts, Bearings and Springs

6-9 November 2018
Shanghai New International Expo Centre

After Show Report

www.ptc-asia.com
Nearly 70,000 sqm show scale

100,616 professional visits

200 matchmaking meetings

13 forums

1,300 exhibitors

150 buyer delegations
As Asia’s first and the world’s second largest power transmission show, PTC ASIA 2018 attracted 1,300 companies from various countries such as Germany, Italy, Turkey, USA, Spain, Portugal, Japan, Hungary and Romania. The guiding theme “Driven to be SMART” was featured throughout all nine exhibition sectors of PTC ASIA 2018 to boost the “Made in China 2025” strategy with latest products, technologies and solutions for the manufacturing industry.

Some of the key players who displayed their products and solutions in the categories of hydraulics, pneumatics, sealing technology, bearings, gears, electrical power transmission, belt transmission, chains transmission and springs were: Zhongyi, Weituosi, Huali, Aililingfu, Guoru, Hanshang, Sipurui, Huadong, SUCCESSSUN, URANUS, HANDOK, Zhutong, AVIC NEIAS, Stronger, XINGMING, Zhenjiang Hydraulic, Sono, Xinchao, EMC, NEWSUN, DICHTOMATIK, KASTAS, SEALTECH, Alite, Fluorseal, NKE, CSC, DHK, Xuou, Accor, Bonfiglioli, Mayr, Precima, Intorq, Transtecno, Ringspann, Jinlong, Sino-Deutsch, Able Electric, Julong, Huali, Xingda, Guanglu, Top, Fangli, ZD Leader, Gates, Martin, Bando, Contitech, Megadyne and SIT.
Highlights

- **SMART pavilion**

  This year was the second edition of the SMART Pavilion at PTC ASIA 2018. After focussing on "Predictive Maintenance" in 2017, this year’s leading topic of the pavilion was “Industry 4.0 Ready - Smart Power Transmission and Fluid Power Solutions”. Visitors were able to experience demonstrations of highly integrated components and solutions focussing on reliability, sustainability, energy efficiency and their economic life cycle costs. The displays were shown by leading brands from the manufacturing industry: ARGO-HYTOS, FLENDER (Siemens), HAWE, Lenze, NORD and Sumitomo.

- **Six synergetic shows bringing industries together**

  The collocation of the six shows PTC ASIA, CeMAT ASIA, ComVac ASIA, Industrial Supply ASIA, Cold Chain ASIA and the International Innovation and Technology Park Expo created unique synergies and attracted visitors from various industries such as construction machinery, automobile manufacturing, metal working, railway, ship building, aviation, electronics, forklift truck, compressor, cold chain and textile machinery.
Visitor analysis

Visitor origin countries

- **North America 5.0%**
  - USA 2.9%
  - Mexico 1.0%
  - Canada 0.9%

- **South America 3.7%**
  - Brazil 1.2%
  - Chile 0.6%
  - Colombia 0.4%

- **Europe 24.8%**
  - Russia 6.3%
  - Germany 3.2%
  - Italy 3.0%
  - United Kingdom 1.6%

- **Africa 2.2%**
  - Egypt 0.7%
  - South Africa 0.5%

- **Oceania 2.5%**
  - Australia 2.1%
  - New Zealand 0.3%

- **Asia 55.0%**
  - Korea 12.9%
  - Thailand 6.9%
  - Malaysia 6.7%
  - India 5.0%
  - Indonesia 4.3%
  - Singapore 3.9%
  - Japan 2.8%

- **Hong Kong Macau and Taiwan 7.1%**
  - Taiwan China 6.0%
  - Hong Kong China 1.0%

- **Mainland China 93.2%**
  - Abroad 6.3%
  - Hong Kong Macau and Taiwan 0.5%

- **Shanghai 32.0%**
  - Other Mainland China Visitors 68.0%

- **Origin of Mainland China visitors**
  - East China 71.1%
  - North China 10.9%
  - South China 6.1%
  - Central China 5.2%
  - Northeast China 3.2%
  - Southwest China 2.1%
  - Northwest China 1.5%
  - Mainland China 93.2%
  - Abroad 6.3%
  - Hong Kong Macau and Taiwan 0.5%
## Visitor Industries

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>General-purpose equipment manufacturing</td>
<td>33.5%</td>
</tr>
<tr>
<td>Construction/building/mining machinery</td>
<td>33.5%</td>
</tr>
<tr>
<td>Machine tool and metal-working machinery</td>
<td>20.1%</td>
</tr>
<tr>
<td>Auto manufacturing</td>
<td>11.1%</td>
</tr>
<tr>
<td>Electronic and electrical machinery</td>
<td>9.7%</td>
</tr>
<tr>
<td>Metallurgical equipment</td>
<td>8.4%</td>
</tr>
<tr>
<td>Mechanical machinery engineering</td>
<td>7.3%</td>
</tr>
<tr>
<td>Railway/ship/aerospace &amp; aviation equipment</td>
<td>7.2%</td>
</tr>
<tr>
<td>Energy/electrical power industry</td>
<td>6.4%</td>
</tr>
<tr>
<td>Chemical machinery</td>
<td>6.0%</td>
</tr>
<tr>
<td>Others</td>
<td>6.0%</td>
</tr>
<tr>
<td>Metallurgy &amp; metal products manufacturing</td>
<td>5.9%</td>
</tr>
<tr>
<td>Petroleum and chemical industry</td>
<td>5.9%</td>
</tr>
<tr>
<td>Printing/packaging machinery</td>
<td>5.5%</td>
</tr>
<tr>
<td>Food/beverage machinery</td>
<td>5.2%</td>
</tr>
<tr>
<td>Pharmaceutical machinery/medical instruments</td>
<td>4.5%</td>
</tr>
<tr>
<td>Motorcycle/bicycle manufacturing</td>
<td>3.7%</td>
</tr>
<tr>
<td>Agricultural, forest, animal husbandry, fishery</td>
<td>3.6%</td>
</tr>
<tr>
<td>Special machinery manufacturing</td>
<td>3.3%</td>
</tr>
<tr>
<td>Pharmaceutical and medical manufacturing</td>
<td>3.1%</td>
</tr>
<tr>
<td>Other machinery manufacturing</td>
<td>2.9%</td>
</tr>
<tr>
<td>Food &amp; beverage manufacturing</td>
<td>2.6%</td>
</tr>
<tr>
<td>Home appliances manufacturing</td>
<td>2.2%</td>
</tr>
<tr>
<td>Furniture manufacturing</td>
<td>1.8%</td>
</tr>
<tr>
<td>Cranes &amp; transport equipment &amp; parts</td>
<td>1.2%</td>
</tr>
<tr>
<td>Shipbuilding</td>
<td>1.1%</td>
</tr>
<tr>
<td>Logistic equipment manufacturing</td>
<td>0.8%</td>
</tr>
<tr>
<td>Aerospace &amp; aviation manufacturing</td>
<td>0.6%</td>
</tr>
</tbody>
</table>

## Reason for Visit

<table>
<thead>
<tr>
<th>Reason for Visit</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hydraulics</td>
<td>44.6%</td>
</tr>
<tr>
<td>Gear</td>
<td>31.5%</td>
</tr>
<tr>
<td>Pneumatics</td>
<td>28.7%</td>
</tr>
<tr>
<td>Electrical power transmission</td>
<td>26.2%</td>
</tr>
<tr>
<td>Sealing technology</td>
<td>24.6%</td>
</tr>
<tr>
<td>Bearings</td>
<td>21.2%</td>
</tr>
<tr>
<td>Various equipments and measuring instruments</td>
<td>20.7%</td>
</tr>
<tr>
<td>Belt transmission</td>
<td>18.2%</td>
</tr>
<tr>
<td>Couplings and brakes</td>
<td>17.5%</td>
</tr>
<tr>
<td>Chain transmission</td>
<td>16.4%</td>
</tr>
<tr>
<td>Fasteners</td>
<td>15.7%</td>
</tr>
<tr>
<td>Linear motion systems</td>
<td>14.2%</td>
</tr>
<tr>
<td>Springs</td>
<td>10.2%</td>
</tr>
<tr>
<td>Metallurgical products</td>
<td>8.0%</td>
</tr>
<tr>
<td>Services</td>
<td>6.4%</td>
</tr>
</tbody>
</table>

*The percentage is based on the number of visitors who answered this question. The total percentage exceeds 100%, because multiple selections were possible.
Visitor analysis

- **Job function**
  - Owner/general management: 20.8%
  - Sales, distribution: 19.7%
  - Research and development, design: 18.4%
  - Purchasing, procurement: 16.9%
  - Manufacture, production, quality control: 12.1%
  - Marketing, advertising, pr: 4.2%
  - Logistics, material management, Warehouse, transport: 1.9%
  - Information/communication technology: 1.9%
  - Maintenance, repair: 1.6%
  - Human resources, administration: 1.4%
  - Finance, accounting, controlling: 1.2%
  - Other: 1.0%

- **Visit purposes**
  - Contact existing supplier and distributors: 63.1%
  - Find specific, new solutions: 43.5%
  - Look for new products and innovations: 32.9%
  - Find potential suppliers: 22.0%
  - Gather information for investment or Purchasing decisions: 20.4%
  - Cultivate my business contacts: 18.3%
  - Get an overview of the market: 16.2%
  - Purchase, place an order: 13.2%
  - Find potential new customers: 5.6%
  - Evaluate next year's attendance: 3.5%
  - Other: 0.6%

- **Visitor influence**

  **88%**

  88% of visitors have direct or indirect influence on equipment purchasing.

* The percentage is based on the number of visitors who answered this question. The total percentage exceeds 100%, because multiple selections were possible.
**Visitor testimonials**

**Nantong Marine Machinery Group Co., Ltd.**
Mr. Chen Dong

The professionalism of the exhibition was outstanding, the exhibits met our expectations, we found both clients and suppliers on the show. It provided us directions and ideas of future product modelling and equipment purchasing. The visiting guidance provided by the organiser was very helpful and thoughtful, we are looking forward to establishing more cooperations with the organiser, and wish the shows even more success in the future.

**EP Equipment Co., Ltd.**
Mr. Yu Xiaoxian

We want to express our sincere gratitude to the services provided by the organiser! We found the shows were unique in the following perspectives: 1. outstanding content of the onsite seminars, they provided us opportunities to obtain information about industrial cutting edge technologies. 2. because of the varieties of the exhibitors, there were substantial communications and conversations on the show 3. onsite activities were very well organised.

**Shanghai Academy of Spaceflight Technology**
Mr. Zhou Weihua

We were glad to receive an invitation to visit PTC ASIA 2018, the services provided to our delegation were great. We organise delegations to PTC ASIA every year with fruitful results in terms of knowing market dynamics, exchanging information and finding new business partners. PTC ASIA is a professional trade fair platform, we wish the show all the best and are looking forward to the next visit.
Exhibitor testimonials

Regal Beloit Power Transmission Solutions
General industry product manager, Shang Wen

Our company has participated at PTC ASIA for years. As the most influential power transmission trade fair, it provides us with a platform to showcase our numeric brands and solutions. Through this platform we hope to interact with our clients, find solutions for our end users under the new economic situation and deliver values throughout detailed planning and methods.

Lee Spring (Suzhou) Co., Ltd.
General Manager, Zhu Zhujun

It was the 7th time we participated at PTC ASIA. We have special ties to the show. Every year we not only meet old clients at PTC ASIA, like a gathering for old friends, but we also establish new client contacts onsite. Like during previous years we learned about new power transmission and fluid power related products and technologies this year. Meanwhile we hope to solve our clients’ spring related problems and make progress together.

Hubei Kofon Transmission Equipment Co., Ltd.
Regional manager, Dai Hongbing

Although affected by the China International Import Expo, PTC ASIA still delivered a good edition. We have participated at PTC ASIA for more than 10 years and it has always been a professional trade fair platform. The quality of visitors were good, we have found valuable new clients on the show. We plan a long term cooperation with PTC ASIA in the future.
Concurrent events

- International matchmaking at highly efficient purchasing platforms

There were two international buyers’ purchasing events held concurrently with PTC ASIA 2018. In total 90 buyers from more than 20 countries and regions including Russia, Armenia, Ukraine, Romania, Uzbekistan, Bangladesh, Kazakhstan, India, Sudan, Pakistan, Turkey, Mongolia, Egypt, and Nigeria participated. The buyers' targeted products included fluid power transmission, mechanic power transmission, bearing, gear, sealing technology, electronic components etc. Most of the buyers were satisfied with the results and made plans to purchase from the attending exhibitors in the near future.

- Gasgoo new energy vehicle matchmaking event

Ten buyers including Knorr-Bremse, TJ Innova and SAF Holland were invited to this match making event organized by Gasgoo. The organizer collected and understood the needs of these buyers prior to the event. Due to their large database and industry influence, they were able to attract hundreds of suppliers who wanted to participate. After a careful selection, more than 200 suppliers were selected to join the match making event. Both buyers and suppliers sent their R&D staff and management to have serious discussions about possible business relations. For a better demonstration some of the suppliers even brought sample products and presentations.
Concurrent events

Bearing seminar

The Bearing Seminar at PTC ASIA 2018 invited bearing industry experts to speak about current industry topics. Among the presenting experts were Mr. Kenan Özcan, Founder and Chief Editor of BearingNews, Mr. Cheng Kai, Senior Application Engineer of Shandong UXG Bearing, Mr. Roger Fei, President China and Asia Pacific Region of Regal Beloit Corporation and Mr. Per Arnold Elgqvist, Dr. Bearing of Tribologia. Some hot topics of this year’s seminar were the status of the global bearing market, maintenance, different application examples and the influence of Industrial IoT. The high quality content attracted many visitors to the event.

SMART manufacturing forum powered by VDMA

The SMART Manufacturing Forum hosted by the German Mechanical Engineering Industry Association VDMA has been held at PTC ASIA for many years. It provides a unique platform for technology presentations and discussions on current industry trends. This year the presentations evolved around the topics smart factories, energy efficiency, condition monitoring and industrial IoT.
**Buyer delegations (extract)**

Kobelco Compressors Manufacturing (Shanghai) Corporation
Boneng Transmission (Suzhou) Co., Ltd.
Hangzhou Donghua Chain Group Co., Ltd.
Shanghai Shihua International Travel Service
Guangzhou Yibai Overseas Purchasing Group
Shanghai Machinery Network Visiting Group
Forest Advertising
Delegation from India
Jiangsu Jianghai Lubrication & Hydraulic Equipment Co., Ltd.
Xinxiang City Filter Association
Wuxi Pneumatic Technical Research Institute Co., Ltd.
Zhejiang Keti Robot Co., Ltd.
Hangzhou Federation of Industrial Economies
IIANews
NATIONAL AUTO AND PARTS EXPORT BASE(SHANGHAI)
China Peace International Tourism Co., Ltd.
Visiting Group of Green Intelligent Supply Chain Association of Suzhou Industrial Park
Shanghai Electric (Group) Co., Ltd.
Hangzhou Linan Juyuan Machinery Equipment Co., Ltd.
Shanghai Future High-tech Co., Ltd.
Shanghai Pudong New District Baoda Electric Machinery Co., Ltd.
Shanghai Lanshi Heavy Industry Machinery Co., Ltd.
Shanghai Yanfeng Johnson Controls Seating Co., Ltd.
Shanghai Zero Dun Network Technology Co., Ltd.
EP Equipment
Shanghai Port Machinery Heavy Industries Co., Ltd.
Shanghai Academy of Spaceflight Technology
Wuxi Hailian Marine Fittings Co., Ltd.
Atlas Copco (Wuxi) Compressor Co., Ltd.
Pan-Asian Gas Technology (Wuxi) Co., Ltd.
Zhongshi Luoyang Heavy Machine Co., Ltd.
Wuxi Weifu Precision Machinery Manufacturing Co., Ltd.
Eurocrane (China) Co., Ltd.
Hangzhou Great Star Industrial Co., Ltd.
Changshu Sunrex Technology Co., Ltd.
Shanghai Dianli University
Anhui Jianghuai-Yinlian Heavy-Duty Construction Machine Co., Ltd.
Shanghai POHU Drive System Co., Ltd.
Shanghai Engineering Research Center For Motor System Energy Saving Co., Ltd.
Shanghai University
Changzhou Mold Association delegation
Delegation from African Chamber of Commerce
Chint Electric Co., Ltd.
Confirmware Technology (Hangzhou) Incorporated
Weichai Power Co., Ltd. Shanghai Branch
Exel Logistics (China) Co. Ltd
Nantong Herun Commerce and Trade Development Co., Ltd.
Jinan Lanjian Logistics Technology Co., Ltd.
Nantong Navigation Machinery Group Co., Ltd.
Kawasaki Precision Machinery (Suzhou) Ltd.
AirTAC (China) Co., Ltd.
Suzhou Hong’an Machinery Co., Ltd.
Shanghai Sunfilter Industrial Co., Ltd.
Flextronics Electronics Technology (Suzhou) Co., Ltd.
Hangzhou 707 Technology Co., Ltd.
Dalian Xulang Machinery Equipment Co., Ltd.
University of Shanghai for Science and Technology
Shanghai University Of Engineering Science
Donghua University
Changshu Peiyuan Packaging Equipment Co., Ltd.
Shree Jagdamba Hydropneumatic Inc.  
Al-Taiyebaat International Co.  
CANIMEX  
ARIHANT ENTERPRISE  
Hefei Anji’an Pneumatic Hydraulic Co., Ltd.  
Summer sealing technology (shanghai) co., Ltd.  
Beijing Huade Hydraulic Industrial Group Co, Ltd.  
Shandong Xinluwei Heavy Industry Co., Ltd.  
Harbin Olsen Hydraulic Machinery Maintenance Co., Ltd.  
Jiangsu Teckman Transmission Equipment Co, Ltd.  
Shaanxi Nettle Hydraulic Technology Co., Ltd.  
Shanxi Jinzhong Hengrui Hydraulic Co., Ltd.  
Shanghai Hangfu Airport Equipment Co, Ltd.  
Hangzhou Zhongli Machinery Equipment Co, Ltd.  
Wuhu Baoge Machinery and Equipment Co, Ltd.  
Shanghai Zhongche Eisendi Marine Equipment Co, Ltd.  
Hangzhou Zhongli Machinery Equipment Co, Ltd.  
SMDERI  
Shanghai Huafeng Industrial Control Tech. Corp.  
Hengshui Electric Machinery Co., Ltd.  
Nantong Jiufa Electrical and Mechanical Equipment Co, Ltd.  
Liaoning Yingchuang Technology Development Co, Ltd.  
Qixia Dali Mining Machinery Co., Ltd.  
Xingtai Shungong Machinery Parts Manufacturing Co., Ltd.  
Shanghai Junxian Electromechanical Technology Co., Ltd.  
Shanghai Lubrication Equipment Co., Ltd.  
Nanjing Haijie Machinery Manufacturing Co, Ltd.  
Xuzhou Zhitong Automation Equipment Co, Ltd.  
Toray Industries (China) Co., Ltd.  
Hangzhou Huatai Electro-hydraulic Complete Technology Co, Ltd.  
Shanghai Xinyu Pipe Industry Co., Ltd.  
Zhejiang Daoyuan Industry and Trade Co., Ltd.  
Sannen Jingfei Industrial Co., Ltd.  
Wuxi Sanhong Heavy Industry  
Changzhou Weikefei Machinery Technology Co, Ltd.  
Blohm & Voss Industries (Shanghai) Ltd.  
Parker Hannifin Industrial Hydraulic Technology (Shanghai) Co, Ltd.  
Sany Heavy Machinery Co., Ltd.  
Wuxi Bonilang Machinery Co., Ltd.  
Wuxi Amman Construction Machinery Co., Ltd.  
Best Rubber and Plastic Products Business Department  
Shanghai Nuoma Hydraulic System Co, Ltd.  
Trumpf (China) Co., Ltd.  
Youjia Engineering Machinery Technology Co., Ltd.  
Nanjing Sanrui Machinery Engineering Co, Ltd.  
Shenzhen Meinong Industrial Development Co, Ltd.  
Shanghai Behr Thermal Systems Co., Ltd.  
Ningbo Boss Energy Equipment Co., Ltd. 

200 matchmaking meetings
## Promotion channels

<table>
<thead>
<tr>
<th>Channel</th>
<th>Impressions</th>
<th>Clicks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customized invitation letter</td>
<td>19,498</td>
<td>14,045</td>
</tr>
<tr>
<td>Baidu</td>
<td>751,282</td>
<td>30,979</td>
</tr>
<tr>
<td>Toutiao</td>
<td>4,732,923</td>
<td>39,639</td>
</tr>
<tr>
<td>Google</td>
<td>430,043</td>
<td>15,045</td>
</tr>
<tr>
<td>Twitter</td>
<td>904,388</td>
<td>41,814</td>
</tr>
<tr>
<td>Portal website</td>
<td>5,000,000</td>
<td>3,676</td>
</tr>
</tbody>
</table>
Promotion channels

Wechat
57,000 followers

Facebook
8,722 followers

Light box advertising at subway and railway stations

LinkedIn

EDM
Sponsors & media partners

■ Sponsors

ARGO HYDRO, Bonfiglioli, NBPT, Schaeffler, Schindler,  RECOD,  MBC,  NKE,  EPE,  TEC,  LENZE,  ADL,  Revco,  TEC.

■ Appointed media

■ Supporting media

■ International partners

* The logos are displayed in random order without any prioritization.
Impressions of PTC ASIA 2018
Supporters

Sub-AssOCIation for Hydrodynamics, CHPSA
Sub-AssOCIation for Pneumatics, CHPSA
Sub-AssOCIation for Rubber Seals mechanical seals, CHPSA
Sub-AssOCIation for Mechanical Seals & Packing Seals, CHPSA
Sub-AssOCIation for Gear Manufacturers, CMCA
Sub-AssOCIation for Chain Transmission Manufacturers, CMCA
Sub-AssOCIation for Fastener Manufacturers, CMCA
Sub-AssOCIation for Spring Manufacturers, CMCA
Sub-AssOCIation for Coupling Manufacturers, CMCA
Sub-AssOCIation for Powder Metallurgy Manufacturers, CMCA
Luoyang Bearing Research Institute
European Fluid Power Committee (CETOP)
European Committee of Association of Manufacturers of Gears and

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Tel: +86-10-68585026
E-mail: chpsa_wl@163.com
www.chpsa.org.cn

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china-parts@vip.163.com
www.cmca-view.com

Transmission Parts (EUROTRANS)
ASSOFILUD, Italy
VDMA - Power Transmission Engineering Association, Germany
VDMA - Fluid Power Association, Germany
Japan Fluid Power Association
Japan Powder Metallurgy Association
The Fasteners Institute of Japan
Korea Metal Industry Cooperative
Korea Federation of Fasteners Industry Cooperatives
Taiwan Fluid Power Association
Taiwan Industrial Fasteners Institute
Taiwan Fastener Trading Association
Hong Kong Screw & Fastener Council

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