

## Exhibit Categories

- Gears, Motors
- Pneumatic Technology
- Sealing Technology
- Hydraulic Technology
- Chains, Belts, Couplings, Bearings, Fasteners & Springs
- Compressed Air Technology

**PTC ASIA** is organized by Deutsche Messe AG, Hannover Milano Fairs Shanghai Ltd., China Hydraulics Pneumatics & Seals Association and China General Machine Components Industry Association. In partnership with the National Fluid Power Association and the US Commercial Service, PTC ASIA will provide an ideal platform to market your fluid power products and services to a vast international audience. With over 56,500 visitors and 1,500 exhibitors expected, PTC ASIA is truly the leading Asian industry event you can't miss.

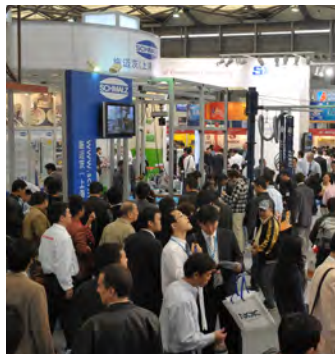


The US Commercial Service will provide US companies with pre-show and on-site business counseling services. For an additional fee, the US Commercial Service will arrange tailored meetings with potential partners based on your

target criterias. For further information visit:  
<http://export.gov/china/services/index.asp>

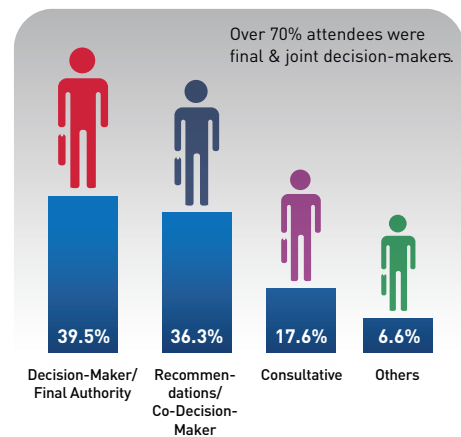
## Special Services for NFPA Exhibitors

- Enhanced company visibility on the PTC Asia website, show directory and pre-show communications
- Arrangement of tailored meetings with potential customers or distributors
- Full-time interpreter and hostess fluent in Chinese and English
- Private meeting room within the pavilion
- Logistical support with off-site meetings
- Educational webinar on market entry to China
- Speaking opportunities at the conference
- Assistance with hotels, visa and travel arrangements
- Light snacks and beverages at the pavilion lounge

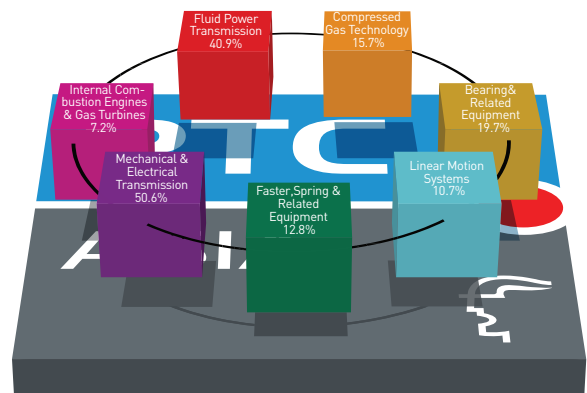


## PTC ASIA 2011 Visitor Analysis

### Role in Decision-Making

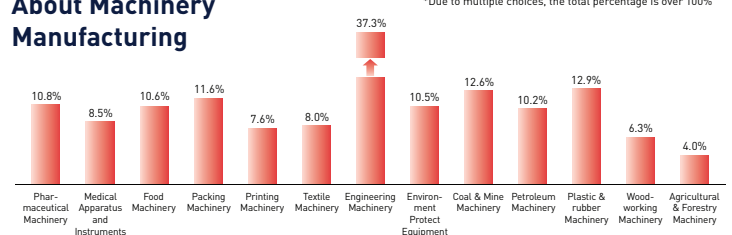


### Areas of Interest



\*Due to multiple choices, the total percentage is over 100%

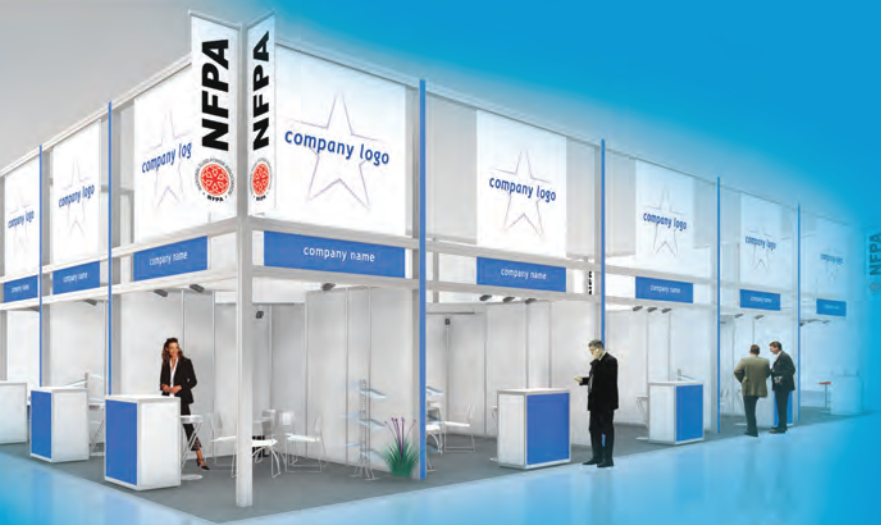
### About Machinery Manufacturing



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# NFPA Pavilion at PTC ASIA

Oct 29 - Nov 1, 2012



\*Pavilion design is subject to change.

## Turnkey Exhibit Package

(9 sqm minimum) — a turnkey booth package includes everything you need to exhibit — just bring your staff, products and promotional materials.

### Booth equipment:

- Hard wall exhibit construction including carpeting
- Company name sign and logo (overhead)
- Electrical outlet: 220V with unlimited usage
- Overhead lighting fixtures and spotlights
- One lockable information counter
- Table, 3 chairs and waste bin

### Pavilion Exhibit Pricing

270 EUR per sqm

### Business Traveler Package

375 EUR per person

Includes access to all NFPA pavilion facilities & services

### Eric Lanke, CAE; CEO, National Fluid Power Association

The National Fluid Power Association (NFPA) has participated in PTC ASIA by sponsoring a number of exhibitor pavilions. The show has provided our exhibitors with the opportunity to grow their international presence through new business relationships and opportunities with companies from around the world. NFPA will again sponsor a pavilion at the upcoming show scheduled for Oct 29 - Nov 1, 2012.

### Eaton Fluid Power (Shanghai) Co., Ltd., Mr. Edwin Gong, Business Unit Manager, FCP Greater China

PTC ASIA is the most influential international event on power transmission and control technology industry. Eaton, as the leading industry player, is an old friend of the show and has been showcasing innovative products and technologies at the show for many years. In 2011, we brought the integrated solutions to PTC ASIA, attracting key players from engineering machinery manufacturers. The feedbacks from onsite visitors are really exciting. With the steady development of PTC ASIA in exhibitor and visitor, Eaton will keep the partnership for more business development in China market.

## The NFPA pavilion is designed to help you:

- Tap into established and emerging markets
- Present your products to decision-makers from around the globe
- Generate more international sales in less time
- Identify potential joint-venture partners
- Increase global awareness of your company
- Evaluate the latest international products, trends and competition

### Seal Maker Produktions und Vertriebs GmbH Mr. Glocknitzer, CEO

Just like last year, it was remarkable how many experts visited the PTC ASIA this year. It is very nice to see that the interest in seals is getting more and more. But most gratifying was the fact that we sold all of our displayed machinery on the first day, so we had to go back to Austria with an empty container.

## RESERVE YOUR BOOTH SPACE TODAY!

Visit [www.hfusa.com/ptcasia\\_nfpa](http://www.hfusa.com/ptcasia_nfpa) or contact:

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