A UNIQUE EVENT FEATURING EQUIPMENT & SOLUTIONS FOR INDUSTRIAL GROWTH IN ASEAN

The Region’s Premier Exhibition on Boiler, Pressure Vessel Pumps, Valves Technology &

www.boilex-asia.com
www.pumpsandvalves-asia.com

BOILEX
PUMPS
VALVES

4–7 JUNE 2014
BITEC, Bangkok, Thailand
ASIA ADVANCES

Asia is ‘BOOMING’! In 2012 the region accounted for 42% of the world valve market, with total revenues climbing to over $53 billion. Global demand for industrial valves is forecast to increase 5.4% per year through 2015 to $93.5 billion...spectacular growth. And it gets better!

Global demand for pumps is forecast to rise 6.4% annually through 2016 to $75.4 billion. And Industrial pump company revenue is predicted to be 3.7% in 2013 with growth in Asia exceeding all other continents.

BOILERS ARE ALSO ‘HOT’!

The Global Market for Power/Utility Boilers is set to reach 147.5 thousand MWs and for Industrial Boilers, 719 Thousand TSPH by 2017.

The global market for Power/Utility Boilers is forecast to reach 147.5 thousand megawatts [MW] by the year 2017 with the market for Industrial Boilers set to reach 719 thousand tons of steam per hour [TSPH] by 2017.

Major driving factors include increased power consumption worldwide; volatility in fuel prices; new environmental regulations and the move towards fuel diversification. Other factors include growing industrialization, and increasing infrastructure growth in emerging markets.

DEMAND HOLDS THE KEY

Another major factor contributing to this impressive progress is the increasing demand for industrial pumps, valves and boilers from developing countries.

The Global Industrial Equipment market has also seen increasing focus on R&D activities. Market growth in Southeast Asian countries may vary but the focus on food and beverages, manufacturing, plastics, rubber, pharmaceuticals, automobiles, and petrochemicals plus improving energy efficiency strategies has significantly benefited the industrial boiler market.

THE ONLY SHOW IN ASEAN FOCUSING ON EQUIPMENT AND SOLUTIONS FOR INDUSTRY

Bolex Asia and Pumps & Valves Asia will provide the platform to showcase the latest technology and innovation in the ASEAN boiler industry. The show will also offer tremendous opportunities for companies to expand their market presence in the region.

Thailand’s position as the gateway to ASEAN will offer easy access to this booming market and its central geographic location and decades as one of the region’s economic leaders will be at the heart of this success.
ASEAN & THAILAND – WHERE OPPORTUNITY AWAITS

As part of the Asian Economic Community (AEC) which will launch in 2015, the region is set to become a market of 600 million with a combined GDP of US $2.1 trillion. The third largest in the world.

Foreign direct investment in ASEAN already grew 24% in 2012 to reach US $114 billion… and the best is yet to come.

ASEAN countries currently supply 15% of total output in Asia and 25% of the region’s total trade!

BOILEX ASIA & PUMPS & VALVES ASIA 2014 – A POWERFUL PAIR

The combined event will provide a unique platform that showcases the latest technology & innovations in the industry. The show will offer tremendous opportunities for companies to expand their markets in the ASEAN region and Thailand’s position as the gateway to ASEAN will offer easy access to this booming market.

UNBEATABLE SHOW BENEFITS

• ASEAN’S largest exhibition featuring the latest boiler technology & specialized hardware
• An International Trade Show featuring companies from 30 countries around the world
• 6 big National Pavilions from; Germany, Singapore, Japan, China, Taiwan and Korea
• Over 100 Seminars and Presentations from leading companies, academics and researchers. Learn from the experts
Who you will meet?

The total number of visitors in 2013 was 19,304 and they arrived from 52 countries. There were also 1,448 overseas visitors – a 10% increase over last year’s event.

51% of visitors are management level executives.

24% of visitors intend to place orders.

Visitors represent more than 15 different industries.

Classified by “Job Function”
- Engineer/Technician/Maintenance: 24%
- Business Owner: 20%
- Production/Plant Manager: 16%
- Executive/General Management: 15%
- Govt Official/Academic: 9%
- Purchasing: 9%
- Sales & Marketing: 5%
- Others: 2%

Classified by “Purpose of Visit”
- View & study new technology: 34%
- View & recommend to decision maker: 26%
- Place orders: 24%
- Evaluate for future participation: 10%

Classified by “Industries”
- Food & Agriculture Product: 14%
- Electrical & Electronic: 13%
- Building & Construction: 12%
- Petrochemical / Oil / Gas: 12%
- Autoparts & Components, Automobile Assemblers: 9%
- Engineering / Consultant Services: 9%
- Air Conditioning & Refrigeration: 7%
- Others: 6%
- Iron / Steel Metal / Machine Manufacture: 5%
- Government Agencies: 4%
- Cosmetics, Pharmaceutical & Medical: 3%
- Education Institute: 3%
- Pulp & Paper / Printing & Packing: 3%
- Plastic & Rubber: 2%
- Sub-contracting: 2%
- Textile & Garment / Leather & Footwear: 2%
**Exhibitor Profile**

**BOILEX**

- **Boiler:** CFB boilers, various waste-heat boilers, coal water mixture boilers, various organic boilers, heat-storage electric boilers, oil / gas / coal boilers, heat-conducting boilers, hot air boilers.
- **Pressure Vessel:** heat-exchanging vessels, separation vessels, storage vessels, reaction vessels, various new heat exchangers, railway tanks.
- **Accessories for boiler and pressure vessel:** stoker, smoke purifying facility, muffler, desulphurisation, economiser, pre-heater, heat insulation, heat exchanger, heaters, sealing material, industrial cleaning technology, automatic control, inspection and analysing tools, air blower, air compressor.
- **Burner:** various kinds of burning installation (including oil and gas fired burners, coal water slurry-fired burner and pulverised-coal burners).
- **Welding technologies and equipment:** butt-welding, inner side argon arc welding, CO₂ shield welding, convert welder, welder of tube-tube sheet, submerged arc welding and saddle bed welder.
- **Instrumentation, Analytical and Control Engineering:** analyser and testing instruments, electrical and electronic engineering, measurement engineering, process control systems, factory automation.
- **Safety Equipment:** fire extinguishing substances, compounds, alarms/sounders, detectors-fire/temperature/smoke, self-contained detectors, fire & heat-resistant materials/coatings/constructions, fire-fighting tools & equipment.

**Participant Fee**

- **Raw Space** 380 USD / 10,500 THB
- **Shell Scheme** 430 USD / 12,000 THB
- **Pavilion Scheme** 460 USD

**Above fee is subject to 7% value added tax. Thai baht fee is applicable to companies registered in the Kingdom of Thailand only.**

**Standard booth (Shell Scheme) includes:**
- Fascia board 0.5 m height with company name
- Needle punch carpet
- White panel systems 2.4 m
- 1 waste basket
- 1 lockable cabinet
- 1 table
- 3 folding chairs
- 1 socket point 5 Amp 220 V
- 2 units of 40 W fluorescent lights
Marketing & Promotional Activities

**Marketing Materials**
Marketing Materials will go out to the thousands of international visitors and organisations associated with the exhibition.

- Brochure
- E-newsletters
- Show Guide
- Show Updates
- Show Directory
- Show Invitation
- Postcards
- Show Preview
- Post Show Report
- Website

**Advertising and News Coverage:**
PR and advertising promotion will publicize the 2014 exhibition as well as regular E-newsletters.

**Local and Regional Industrial Trade Publications:**
- Technology Media Co., Ltd
- Thailand Industrial Today
- Brandex Directory Co., Ltd
- Forward Publication Co., Ltd
- Green World Publication
- Thailand Trade & Industry Media (TTIM)
- Uplink Co., Ltd.
- Advance Industry Media
- Orange Media Group
- Pumps India / Valves India
- Promedia Directories Pte. Ltd.
- Centre for Energy Environment Resource Development (CEERD)
- Industrial Automation Asia (IAA)
- Photon Europe GmbH
- Pearson Singapore Private Ltd.

**Radio and Television Promotion:**
- Easy FM 105.5
- Green Wave FM 106.5
- Thinking Radio FM 96.5
- Flash News FM 97.0
- Sweet FM. (Chonburi)
- Smart Radio FM. (Rayong)
- TV3
- TV7
- TV9
- TV11
- VOICE TV
- Krungthep Turakij TV
- Nation TV
- ASTV
- Media News
- Asean Nation
- White Channel
- Global Media

**Online News Coverage:**
- www.thailandexhibition.com
- www.manager.co.th
- www.bangkokbiznews.com
- www.ito.org
- www.eventseye.com
- www.marketeer.co.th
- www.tcc.or.th
- www.biztradeshows.com
- www.efficiency-from-germany.info
- www.thainews-online.com
- www.seas.org.sg
- www.dede.go.th
- http://solarthermalworld.org
- www.thailnbus.com
- www.tradeshows.com
- www.thaifranchiseevent.com
- www.citynetevents.com
- www.abbaustralia.com.au
- www.newswit.com
- http://events.hellotrade.com
- www.srsolaritec.cn
- www.eco-business.com
- www.asiaexhibitions.com
- www.dailynews.co.th
Target Marketing

In addition to domestic and international Press Conferences, Industrial Road Shows scheduled in November 2013 – May 2014 will give exhibitors the opportunity to display products and systems to factory managers and decision makers prior to the exhibition.

- Roadshows in Samutsakorn, Rayong, Chonburi
- Domestic and foreign Press Conferences

Free Clinics, Seminars & Presentations

Boiler & Pressure Vessel Conference
Organized by the Thai Boiler & Pressure Vessel Manufacturers Association, together with UBM Asia (Thailand)

Renewable Energy Asia Conference
Co-organized by the Joint Graduate School of Engineering [JGSEE] and the Center of Excellence for Energy & Environment, King Mongkut University of Technology, together with UBM Asia (Thailand). The Conference will keep attendees abreasy of current market opportunities in Renewable Energy in ASEAN Countries.

Energy Saving Seminar for Thai Industries
Covers over 10 topics and is expected to draw top plant & factory managers. Conducted by the Energy Conservation Laboratory of King Mongkut University & Technology.

The CEO Energy Talk
Organized by the Energy Committee, Thai Chamber of Commerce in conjunction with UBM Asia (Thailand). Brings together CEOs and senior executives from leading Thai energy companies who will share their expertise regarding RE. Invaluable information for businesses & entrepreneurs. Not to be missed.

Boiler Consultant Clinic
Provides essential information required for the operation of modern Boiler technology in most industries.

Testimonials

KC Mahanakorn Co., Ltd.
“KC Mahanakorn has participated in Pumps & Valves Asia event for many years. We are leading authorized distributor of high quality valves and accessories imported from Japan.
Pumps & Valves Asia 2013 in an international event that created opportunity for buyers, sellers and supplier to meet each other”

Mr. Vinai Kamchokechai
Executive Vice President
KC Mahanakorn Co., Ltd.

Syler Group Co., Ltd.
“Syler and Thai PP-R, under the same management of companies, have joined Pumps & Valves Asia from the very first year that UBM Asia (Thailand) organised this event. Pumps & Valves has brought the right group of visitors that are our company’s target customers. We are very happy with the quantity of visitors. The visitor profile fit extremely well with the prospects we wanted to cover. We can really convert the contact into business from our participation last year. We hope to get the same result this year”

Mr. Piroon Rojmahamongkol
Marketing Manager
Syler Group Co., Ltd.

SIHI Group.
“SIHI Pumps Thailand participated in Pumps & Valves event and we are very happy with the quality and quantity of visitors. The visitor profile fit extremely well with the prospects we wanted to cover. We can really convert the contact into business from our participation last year. We hope to get the same result this year” said by Mr. Ramko, SIHI Pumps Thailand.”

Remko Vleesch Dubois
Vice President Asia - Sales & Operations
General Manager Thailand
SIHI Group

German-Thai Boiler Engineering Corporation Ltd.
“We are the boiler manufacturer in both fire tube and water tube steam boiler with after-sales service providing for customers. Joining in this exhibition gave us opportunities to meet our target customers in order to get their interests on company’s products. We also found new groups of clients in this exhibition which some of them came from other countries and they will be our new market. So we have given our confirmation to join in this exhibition in next year.”

Mr. Prasarn Atpratak
Managing Director
German-Thai Boiler Engineering Corporation Ltd.

Boonyium & Associates Limited.
“Boonyium & Associates Ltd was founded in 1958. The company is now the representative for many well-known manufacturers in the USA, UK and Australia, along with many other countries.
In Thailand we are the sole distributor for Cleaver-Brooks steam boilers from the US as well as for industrial furnaces, ovens and chemical burners used in the industry.
We decided to join Boilex Asia because it showcases specific technology commonly used in boilers, pressure vessels and associated equipment. Boilex Asia and Pumps & Valves Asia combine to make ASEAN’s largest and most successful industry exhibition.”

Mr. Palachai Meesook
Managing Director
Boonyium & ASSOCIATES LIMITED.
VENUE

With its world-class and state-of-the-art facilities, BITEC – Bangkok International Trade Exhibition and Convention Centre has long been selected as the venue for international trade exhibitions, world congresses, and a wide variety of MICE events.

BITEC is just a 15 minute drive from the Suvarnabhumi International Airport. Within the city, the venue is linked by inter-connected expressways to the major commercial centres. The city’s main mass transit system – The BTS Skytrain – has a terminal station (Bangna Station) now in front of BITEC.

BITEC was the winner of the Global UFI* Operations Award 2007

PROFESSIONAL & GLOBAL EXHIBITION ORGANISER

UBM Asia (Thailand) is part of UBM Asia, the leading organiser of exhibitions in Asia. Owned by UBM listed on the London Stock Exchange, UBM Asia operates in 18 market sectors with headquarters in Hong Kong and subsidiary companies across Asia. We have over 200 media products in trade fairs, print and online products. As Asia’s leading exhibition organiser, we stage the leading events of their kinds across Asia. Our 150 events, 34 publications and 18 vertical portals serve 1,000,000 plus quality customers from 150 countries with high value face-to-face business-matching events, quality and instant news on market and industry trends and round-the-clock online trading network and sourcing platforms. We have over 1,200 staffs in 25 major cities across Asia.

We deliver high value to our partners and customers through:

• Over 25-year track record of operating large-scale international exhibitions, conference and major publications in Asia.
• Pioneering industry-specific B2B portals that provide year-round business matching and quality information.
• Highly professional management team with years of practical experience in the exhibition industry.
• Strong global network with wholly-owned subsidiary companies in major cities Hong Kong, Beijing, Shanghai, Hangzhou, Guangzhou, Chengdu, Shenzhen, Taipei, Tokyo, Seoul, Singapore, Bangkok, Kuala Lumpur, Hanoi, Ho Chi Minh, Mumbai, New Delhi, Bangalore, Chennai and Istanbul in Asia, and New York in the USA.

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