



## China International Occupational Safety & Health Exhibition

19-22 September 2006

Beijing National Agriculture Exhibition Centre

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# POST SHOW REPORT

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### Organizers

State Administration of Work Safety

### Undertakers

National Centre for International Exchange & Cooperation on Work Safety .P. R. China  
Messe Düsseldorf China Ltd.

September 2006

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# COS+H 2006 Post Show Report

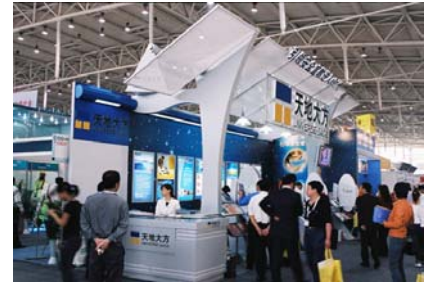
## I. General Information



COS+H 2006 had attracted nearly 200 exhibitors all together from 20 countries and regions, in which 46.4% from overseas, 53.6% from mainland china.

COS+H 2006 was held at National Agriculture Exhibition Centre with a total exhibition area of 13,000 sqm.

COS+H 2006 attracted 12, 099 trade visitors from 41 countries and regions during the 4-day show period, among which 10% were from overseas.



### Data Statistic

	2004	2006
Exhibitors (Total)	209	202
Mainland	148	97
Overseas	61	84
Overseas ratio	29.2%	46.4%
Area(M <sup>2</sup> ):	7,000	13,000
Mainland		6,370
Overseas		6,630
Overseas ratio		51%
Visitors (Total):	9,389	12,099
Overseas ratio	8%	10%



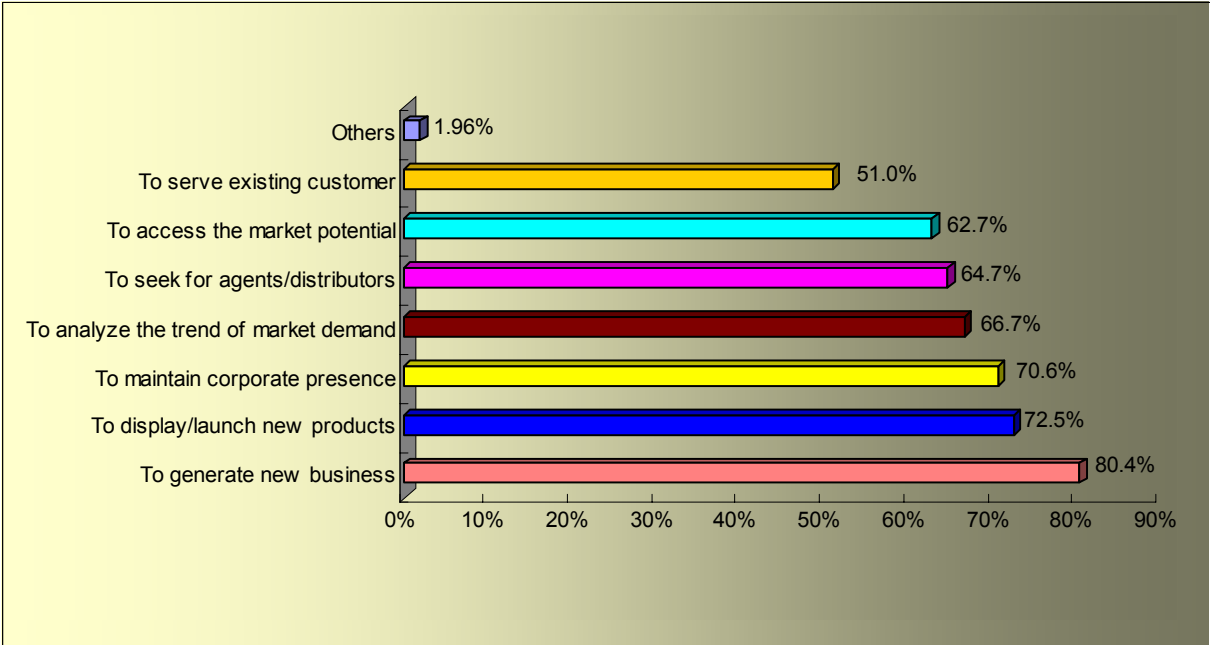
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**II. Exhibitor Analysis**

Exhibitors came from below countries and regions

- China mainland
- America
- India
- Japan
- Malaysia
- Taiwan
- Germany
- France
- Korea
- Singapore
- Hong Kong

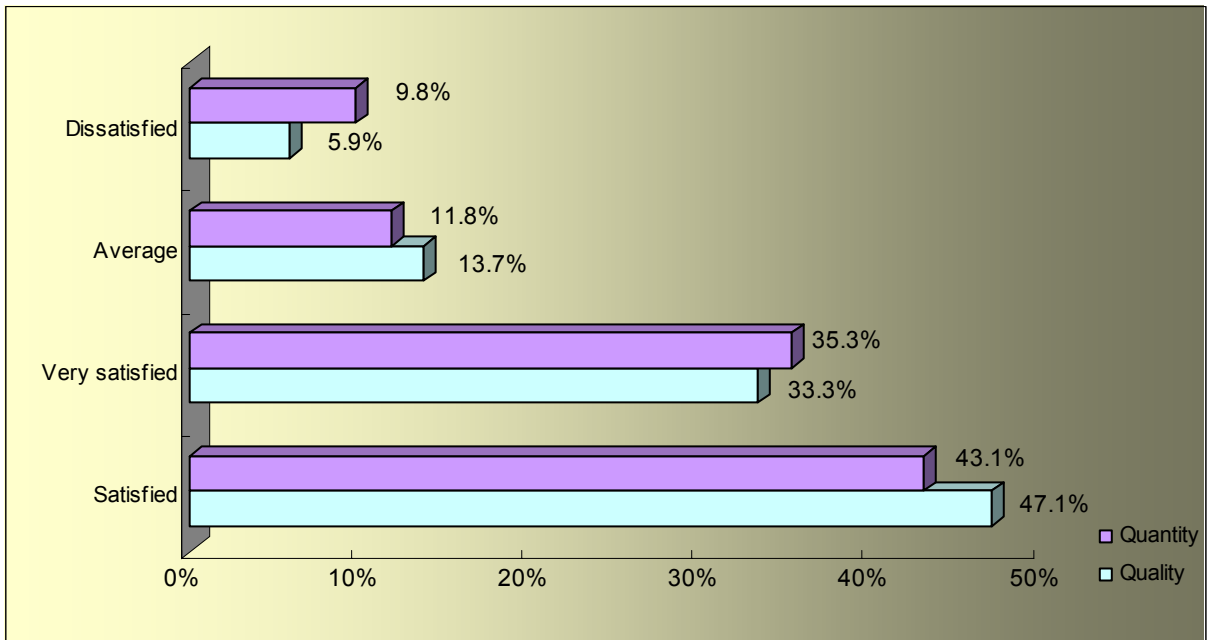
Exhibitors' participation objectives



Exhibitors' comments on the quality and quantity of trade visitors

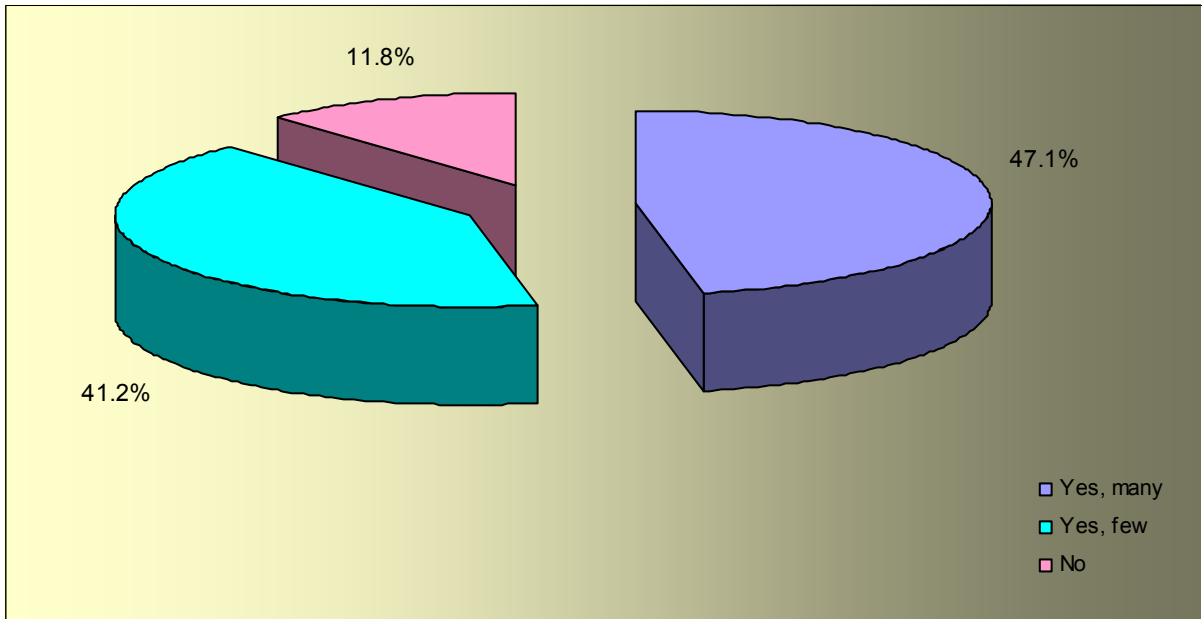
80.4% exhibitors were satisfied with the quality of trade visitors, while 33.3% rated it excellent; 78.4% exhibitors were satisfied with the quantity of trade visitors, while 35.3% rated it excellent.

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### The new buyers that exhibitors met during COS+H 2006

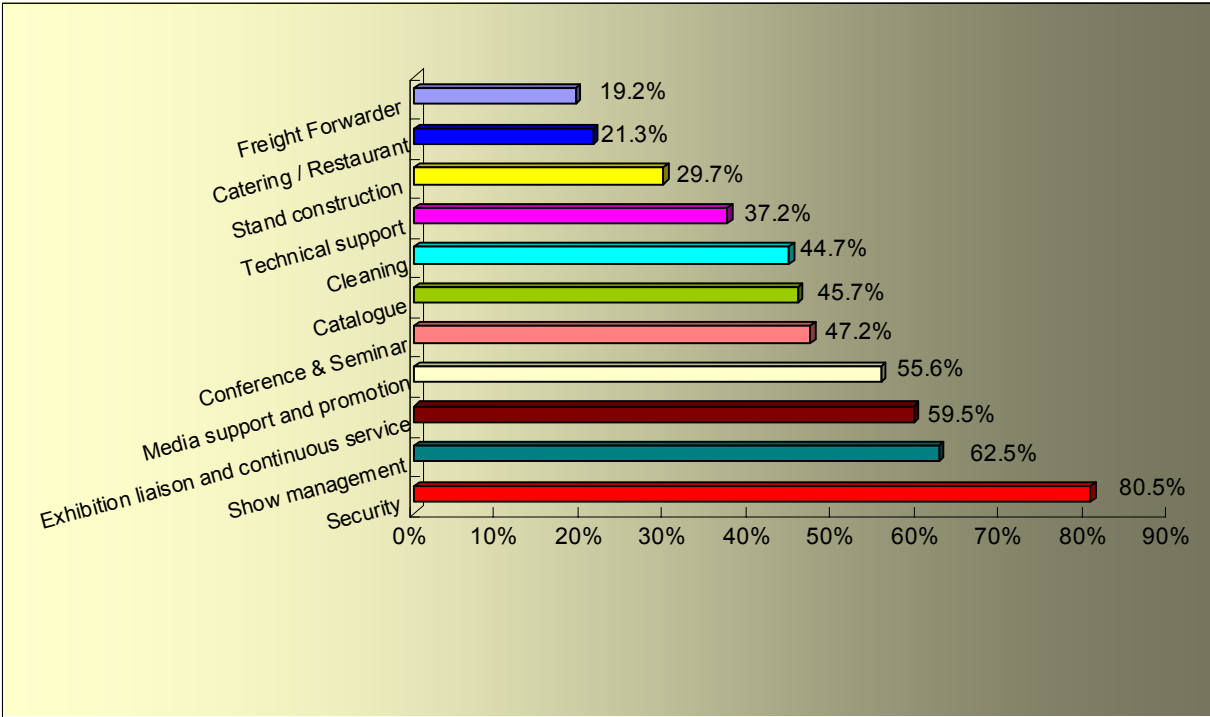
88.3% exhibitors met new buyers during the 4-day exhibition, while 47.1% were very satisfied with the quantity of new buyers.



### Services evaluation

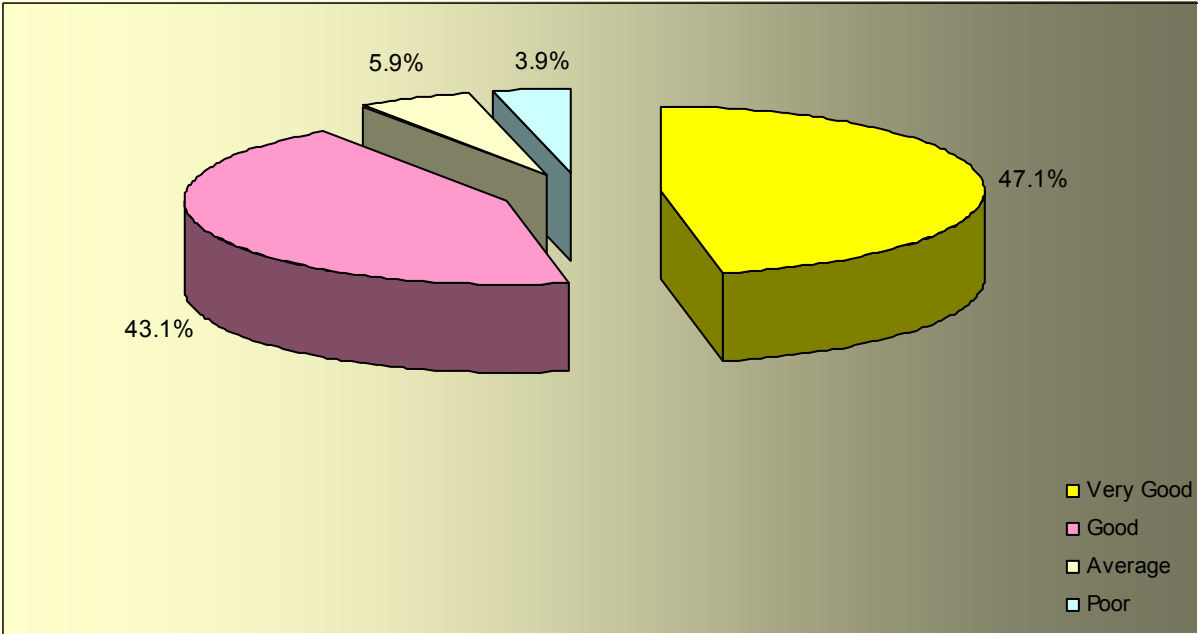
Show management won much praise from exhibitors, as well as security, exhibition liaison and continuous service, media support and promotion, conference & seminar were also successful.

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**Exhibitors' evaluation**

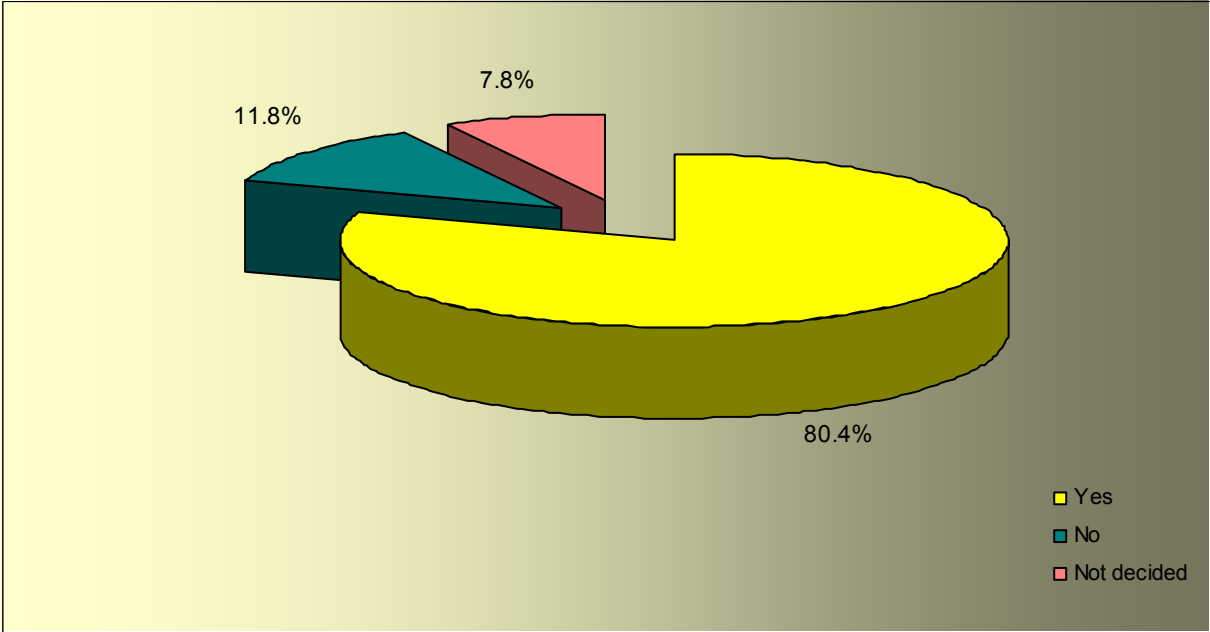
90.2% exhibitors were satisfied to this exhibition, while 47.1% rated excellent.



**Exhibitors' intent to participate in the next edition of COS+H**

Over 80% exhibitors will participate in the next edition of COS+H.

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## ***COS+H 2006 Post Show Report***

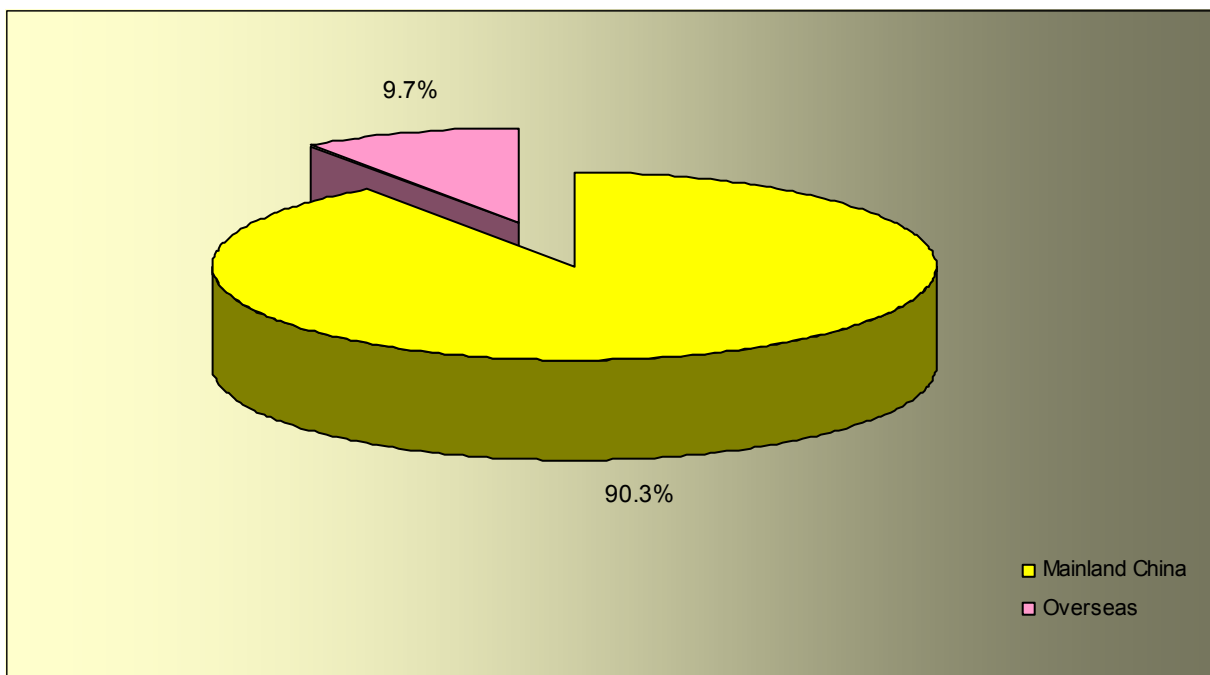
### **III. Visitor Analysis**

#### **Overseas trade visitors came from below countries and regions**

- |           |               |             |
|-----------|---------------|-------------|
| - Japan   | - America     | - Korea     |
| - Taiwan  | - Hong Kong   | - Singapore |
| - England | - Russia      | - Turkey    |
| - India   | - Mexico      | - Australia |
| - Italy   | - Afghanistan | - France    |
| - U.A.R   | - Indonesia   | - Thailand  |
| - Holand  | - Germany     | - Finland   |
| - Israel  | - Mauritius   | - Venezuela |

#### **Origin by geography**

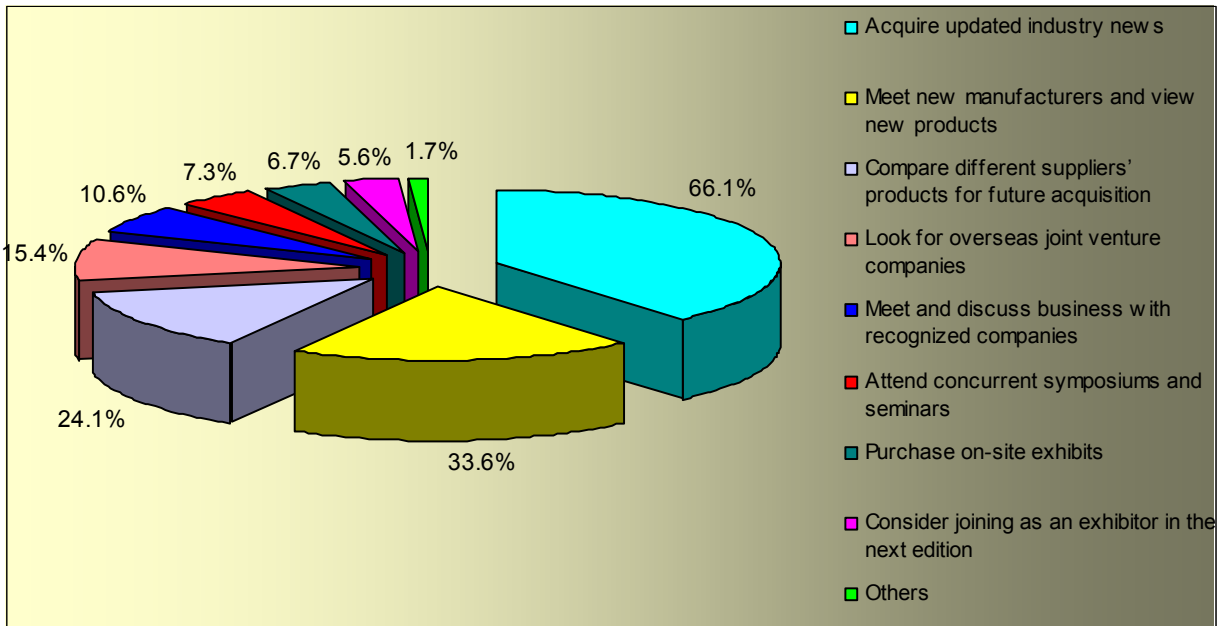
90.3% visitors were from Mainland China, while 9.7% visitors were from foreign countries and regions.



#### **Trade visitors' purpose of visiting**

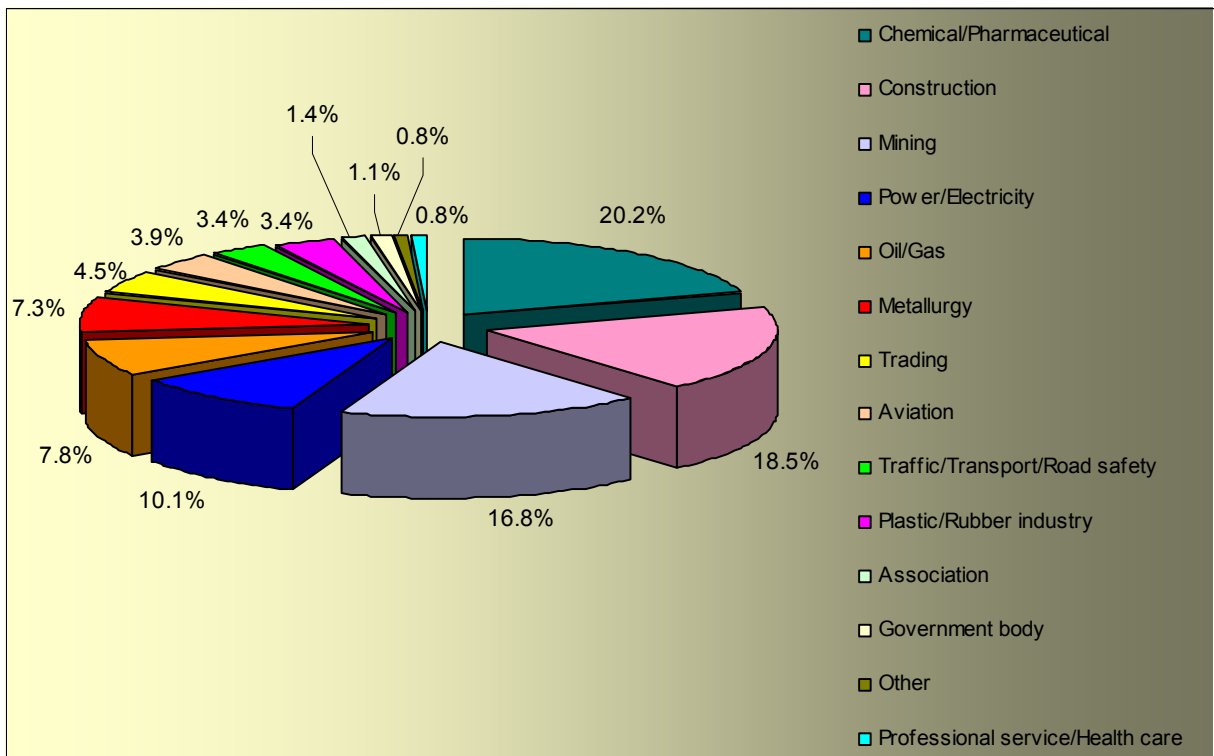
Acquiring latest marketing or product information was the top purpose of trade visitors to COS+H 2006, looking for new suppliers was also the major purpose to visit the show.

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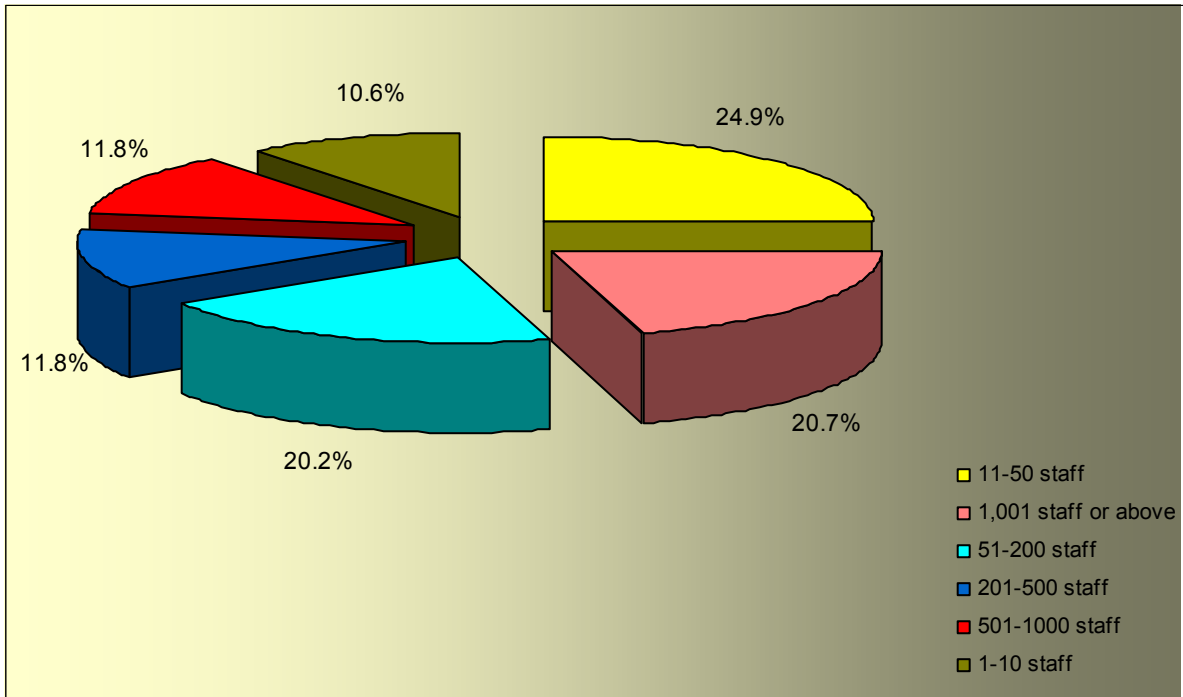
### Origin by sectors

Over 91% visitors were from related industries, such as mining, chemical, pharmaceutical, construction, energy, gas and etc. Meanwhile visitors from trading enterprises accounted for a large scale.



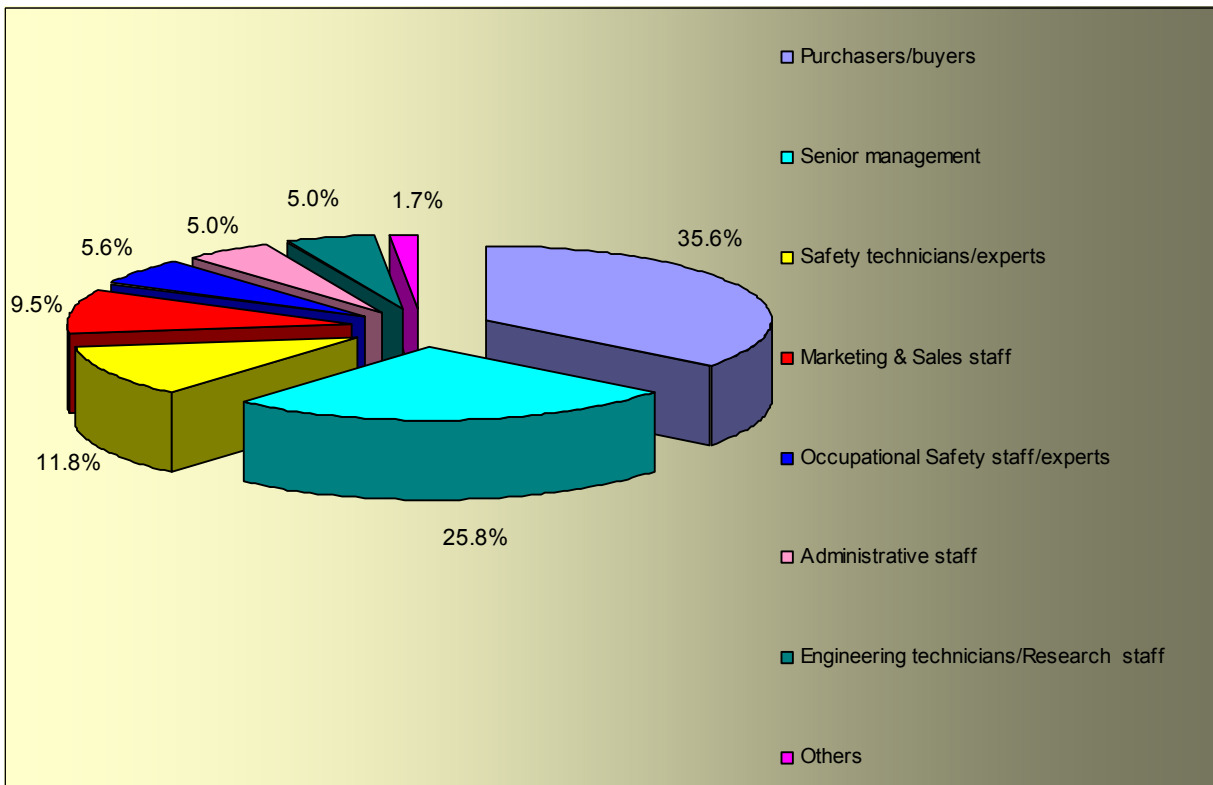
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## Origin by company scale



## Occupational Position

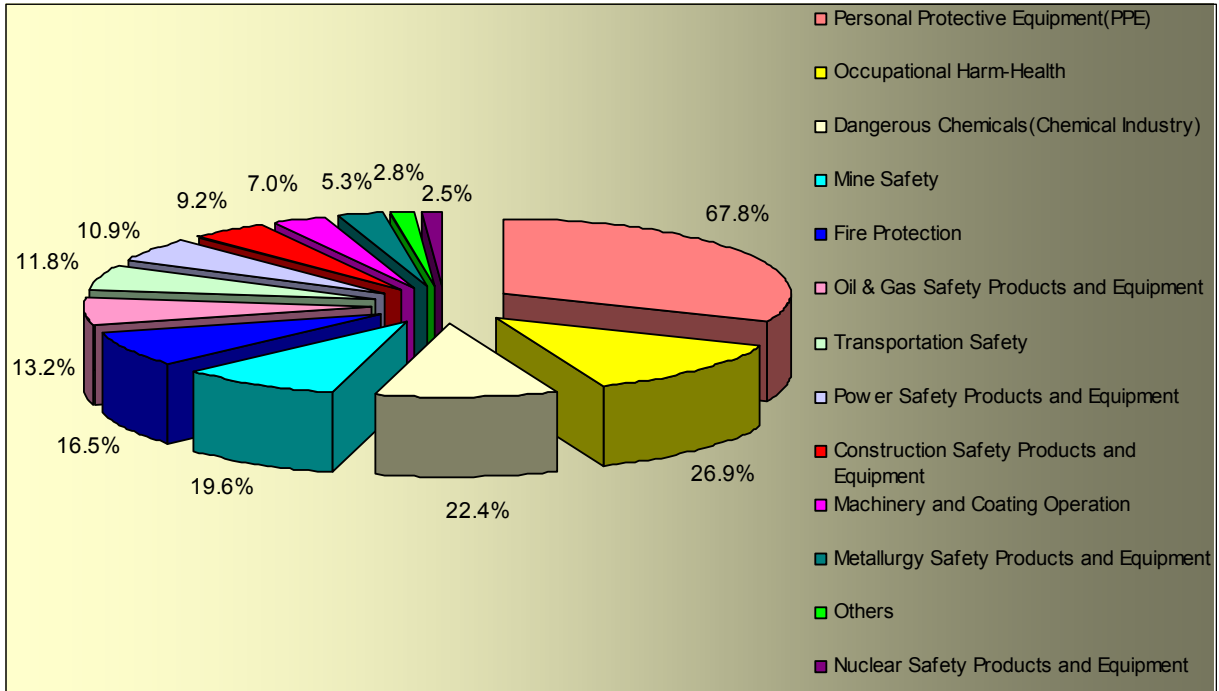
Major source of visitors was purchasers & buyers, who occupied 35.6%; senior management such as managing director /owner /partner, who showed great concern for the exhibition, accounted for 25.8%. Meanwhile, people undertaking safety technicians and sales staff also accounted for related large shares in visitors.



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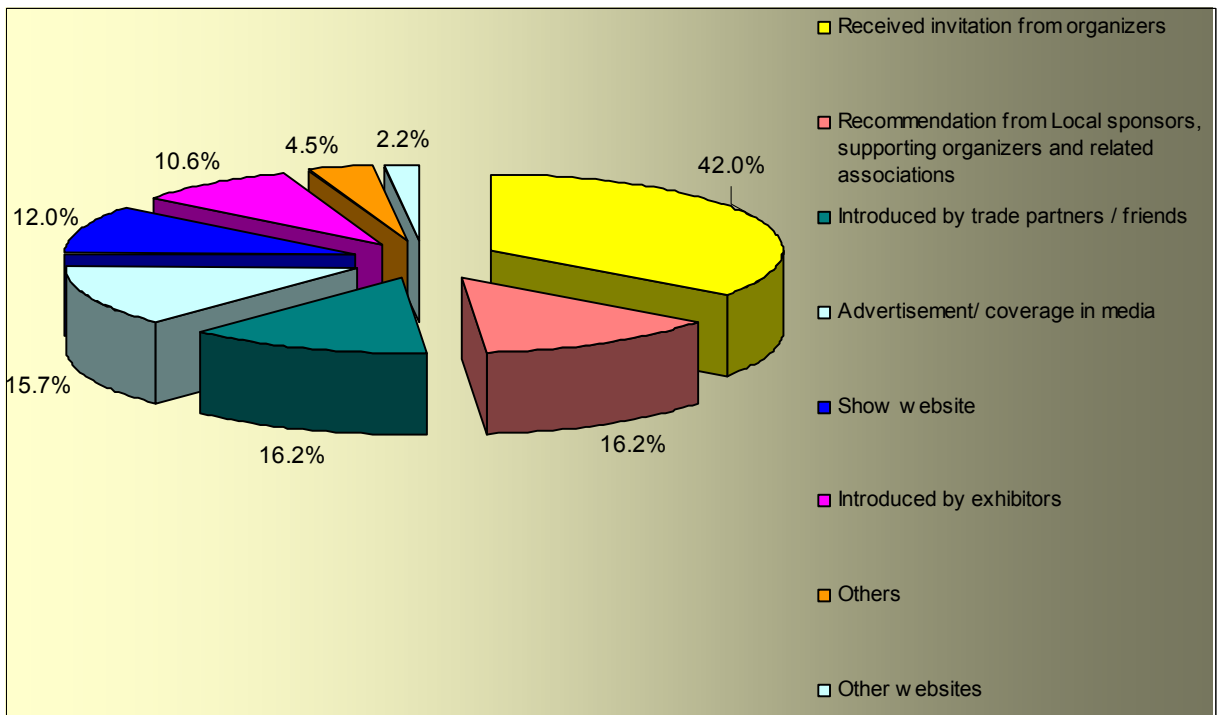
### Products interested by visitors

According to the visitor survey, personal product equipment still attracted the most attention, and also the chemistry safety products and mining safety equipment were two of the exhibits that visitors were interested in.



### The ways that visitors got to know the exhibition

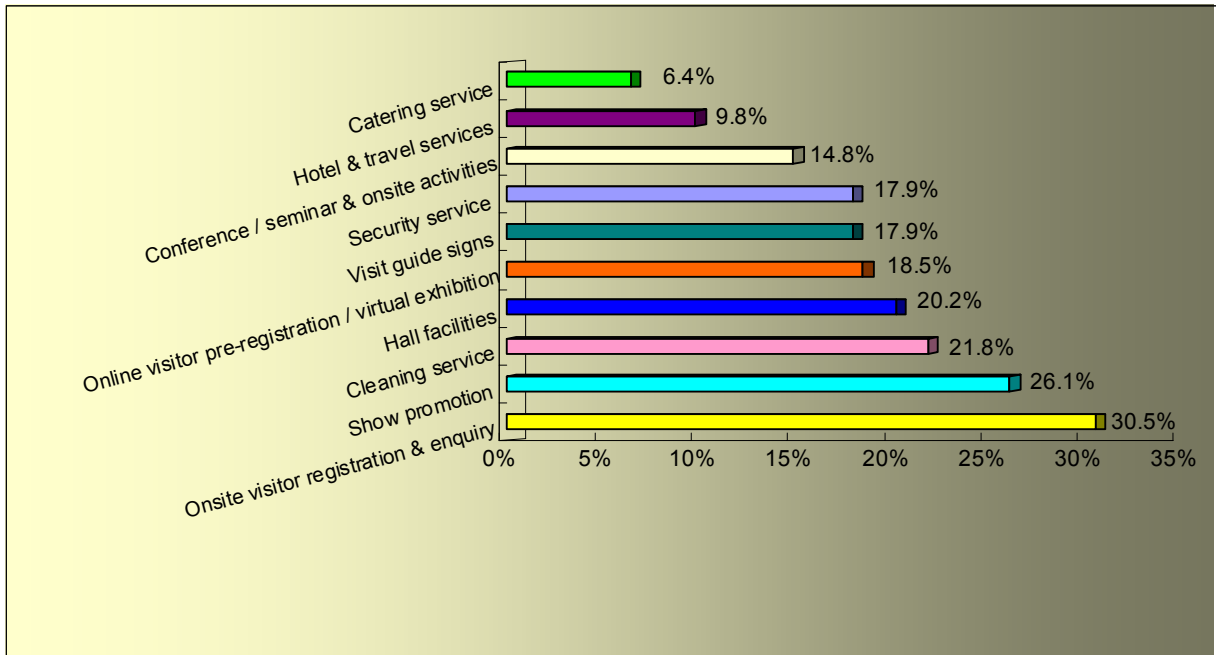
42% visitors were invited by the organizers, over 16% visitors got information from industry associations and local sponsors, as well as 10.6% were invited by exhibitors.



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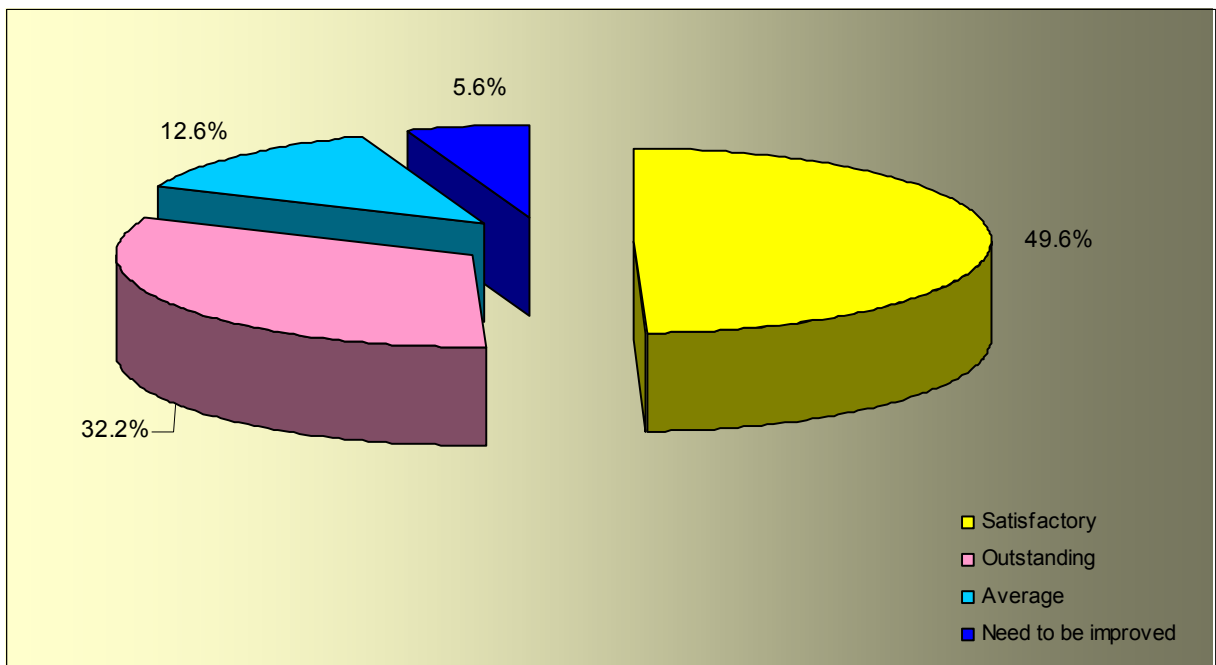
### Services evaluation

According to the visitors' comments, onsite visitor registration and enquiry was the best service that organizer provided, show promotion also won much praise from visitors.



### Exhibition evaluation

81.8% trade visitors rated their visit to COS+H 2006 satisfactory, while 32.2% rated outstanding.



### **IV. Concurrent Events**

During The 3rd China International Occupational Safety & Health Exhibition, the organizers also held various forums, seminars, technical workshops, so as to promote awareness on occupational safety and health among all walks of life, and to have in-depth discussions from perspectives of system, regulations, production standard and product technology, etc. As the most authoritative forum in the field of occupational safety and health, the 3<sup>rd</sup> China Int'l Forum on Work Safety jointly hosted by State Administration of Work Safety and International Labor Organization was held in parallel with the exhibition. The Personal Protection Equipment Market Symposium invited experts on work protection safety label management from State Administration of Work Safety. Moreover, in view of the chaotic status of production, operation and use of special protective products and in accordance with relevant regulations of safety production law, State Administration of Work Safety elaborated on the application of the safety labels for the uniform label management of special labor articles, in order to strengthen supervision and management. On the symposium, experts from personal protective equipment standardization committee gave a detailed account of the status of China's personal protective equipment standard, progress of standard promulgation and amendment, and provided information on ISO-related personal protective equipment standard. Besides, famous enterprises such as Kimberly-Clark, Lakeland, Yihe, Occupational Safety & Health, Anhui multi-power and etc., carried out onsite demonstrations of PPE products.

#### **1. The 3rd China International Forum on Work Safety**



The 3rd China International Forum on Work Safety, jointly hosted by the State Administration of Work Safety (SAWS), a ministry-level instrumentality of the Chinese government overseeing workplace safety, and the renowned International Labour Organization (ILO), was held during September 19 to 21 in The Beijing Great Wall Sheraton Hotel. It attracted over 600 governmental officials, experts, scholars and senior managers of enterprises for extensive discussions on occupational safety and health topics of global concern. State Councillor and Secretary General of the State Council Hua Jianmin, Minister of the State Administration of Work Safety Li Yizhong, Director-General of International Labour

## **COS+H 2006 Post Show Report**

Office Juan Somavia and all other delegates attended the grand opening in September 19. The Forum's theme is "Challenges and Solutions on Work Safety in Harmony with Economic and Social Development". During three days, all participants centred the forum's theme and interchanged their ideas and experiences.

### **2. Technical Seminars**



During the exhibition, organizers concurrently held technical seminars. Delegates from some famous enterprises delivered wonderful speech, such as 3M, NORTH,, Draege, Lakeland, Aegle, PREVOR, Ansell and Gentex. Moreover, director of Special Labor Protective Articles Safety Signs Management Center, Mr. Liu Xurong and Section Chief, Policy & Regulation Dept, SAWS, Ms. Wu Yanyun were invited to give a lecture on industry laws and standards.

Work Safety in Enclosed Space

Beijing Fortune Draeger Safety Equipment Co., Ltd

Business Expansion Manager for Asia Pacific Region, Dr.Wolfgang May

Latest Technological Achievements in first aid for chemical burns and emergent disposal of chemical leakage  
Prevor

How to Choose Protective Garments and Lakeland Products Introduction

Lakeland Industries Inc.

Mr. Zheng Xin

Let 3M Protecting People at Work, at Home for Life

3M China Limited

Lead Engineer,Julia Yao

Materials used for anti-aging gloves and clean room gloves

North

Technological Expert, Joe A.Ranger

Management of Safety Signs

Special Labor Protective Articles Safety Signs Management Center

Director, Mr. Liu Xurong

Construction of Personal Protection Technology Standard & System

## **COS+H 2006 Post Show Report**

Policy & Regulation Dept, SAWS

Section Chief, Ms. Wu Yanyun

King's New Comfort Range of Safety shoes

Aegle Safety Equipment (Shanghai) Corp Ltd

Senior Marketing Manager, Mr. Johnny Chang

Selection of Chemical Protection Suits and the European Standards

Aegle Safety Equipment (Shanghai) Corp Ltd

Manager, Asia Pacific, Mr. Grant Davidson

Role of PPE Legislation in Hand Protection

Ansell

Technical Service Manager, Mr. Albert Khor

High temp. heat reflective clothing

Gentex Corporation

Technical Sales Manager, Mr. Louis Vott

### **3. Work Dress Show**



At COS+H 2006, famous enterprises such as Kimberly-Clark, Lakeland, Yihe, Occupational Safety & Health, Anhui multi-power and etc., carried out onsite demonstrations of PPE products.



## V. Exhibitors and visitors' comments

### 1. Exhibitors' comments



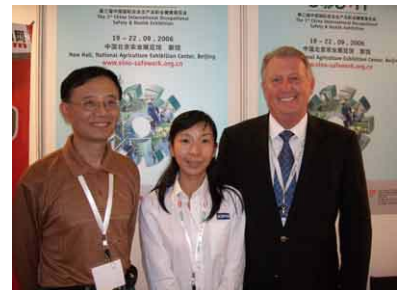
Wuxi MSA Safety Equipment Co.,Ltd, Director of Chinese marketing, Mr. Alan Weatherhead

"The exhibition is very important. We can acquire newest market information on the exhibition, such as what newest or fittest products there are in the world market at present. The exhibition is also of high level. Many famous manufacturers gathered here which are not only from china mainland but also from near countries. At the same time, many famous organizations and associations presented themselves at the exhibition. All above aspects made it a good platform for exhibitors and visitors to understand Chinese and overseas safety products, which may make manufacturers provide Chinese workers with better product and safeguard."



North Safety Products Co.,Ltd. CEO, Mr.Charles "Sid" Ellis

"I am very satisfied with the exhibition. It is very professional, not only visitors, but also service. The exhibition became better and larger and at one time North grew stronger in China."



Wuxi Woshine Safety Equipment Co.,Ltd. Market promotion, Ms Chen Xia

"Organizers provided good service to exhibitors, in which media interviewing and free internet made us satisfied."



RAE KLH Technologies (Beijing) Co.,Ltd. Market promotion officer, Ms. Ma Danyang

"The exhibition is very professional. Exhibitors' liaison and continuous service is very good."

## ***COS+H 2006 Post Show Report***

### **2. Visitors' comments**

Onsite, organizers collected visitors' comments via stochastic visitor survey. Most of them think highly of the exhibition. They rated it a successful exhibition. In addition, ten corporations organized their delegations to visit the exhibition.



"The exhibition is meaningful and successful. Safety is the most important thing to printing industry. Good benefit can not afford a fire. So we organized our delegation to visit the exhibition especially. Afterwards, we will have a discussion about safety around the corporation. It makes clear we think much of safety."

**China Printing Group corporation, General Administration Dept., Deputy Secretary, Mr. Li Jun**

"The 3rd China International Occupational Safety & Health Exhibition (COS+H 2006) is of great importance. It is a good platform for corporation to purchase safety products. Wish it will be held forever."

**The 1st Engineering Company of Beijing City Construction Group, Safety management Dept., Mr. Pei Yuanfang**

"The 3rd China International Occupational Safety & Health Exhibition (COS+H 2006) was held successfully. It is of international level not only from its exhibitors and products, but also from its onsite environment and service."

**Shenyang Longyijin Company, Mr. Li**

"The 3rd China International Occupational Safety & Health Exhibition (COS+H 2006) is more convenient than former sessions. Pre-show and onsite service is considerate."

**TS TELECOM (SHENZHEN) Co.,LTD, Mechanical and Electronic Dept., Mr. He Guangzhi**

"The 3rd China International Occupational Safety & Health Exhibition (COS+H 2006) is useful for safety consciousness's spreading in China and enhancing civil occupational safety and health concept. At the same time, it is a good platform for manufacturers and clients communicating with each other."

**Semiconductor Manufacturing International Corporation (SMIC BJ), ESH, Ben Zhang**

## ***COS+H 2006 Post Show Report***

"I appreciate collocation of Press Centre and the service it provided. All these embodied COS+H'S internationalization.

**Beijing Zhaoguangzhiyuan Science and Technology Co.,LTD, General Manager, Mr. Zhu guang**

At the same time, visitors expressed their opinion on next COS+H: Hope there will be more newest products and industry information; and it will accelerates occupational safety and health concept's promotion and popularization.

## ***COS+H 2006 Post Show Report***

### **VI. Support Media**

Global itineracy promotion activities, press conference and product briefing played a important part in exhibition promotion. Meanwhile, local and overseas media paid much attention on the exhibition, and reported it extensively and deeply.

#### **Trade Media**

##### **Magazines**

《Labour Protection》  
《Modern Occupational Safety》  
《China personal protective equipment》  
《Electricity safety technology》  
《Journal of Safety Science and Technology》  
《Safety》  
《Chemical Safety and environment》  
《Safety Times》

##### **TV Station**

CETV 《Safety Scene》

##### **Newspapers**

China Safety  
China Coal

##### **Websites**

[www.chinasafety.gov.cn](http://www.chinasafety.gov.cn)  
[www.hc360.com](http://www.hc360.com)  
[www.safety.com.cn](http://www.safety.com.cn)  
[www.safetyinfo.com.cn](http://www.safetyinfo.com.cn)  
[www.secu.com.cn](http://www.secu.com.cn)  
[www.securitypark.net](http://www.securitypark.net) (UK)

#### **General Media**

##### **Magazines**

《china expo》  
《China International Conference & Exhibition》  
《China Conference & Exhibition》

A+Trade(HK)

##### **Newspapers**

China trade News

Beijing business Today  
China business  
International business Daily

##### **Websites**

[www.alibaba.com.cn](http://www.alibaba.com.cn)  
[Biztradeshows.com-India](http://Biztradeshows.com-India)  
[www.Allactiontrade.com-HK](http://www.Allactiontrade.com-HK)