

Proftech visiting report

On behalf of **PS – HVAC HCMC**

Date of visit/by whom: March 16th, 2011 by Nguyen Minh Thanh

Company/exhibition name:

TAN BINH Exhibition & Convention Center (TBECC)

Address/venue : 446 Hoang Van Thu Str., Tan Binh Dist., HCM Cty

Overall description

There were about 86 companies come from China, Singapore, Korean, Malaysia, Taiwan, Thailand, Germany Australia, Belgium. All of the companies try to find their opportunities in this exhibition but the target of difference companies are difference. They focus to the following fields:

- Singapore companies like Airverclean Pte, LTD, ASPT, Allianz Media, Amour Group Holding Pte, Ltd etc focus to HVAC systems, Air conditioning systems, Fan, pipe and Solutions for HVAC of building, car park, and factory.
- Chinese companies like Fand Zhen Valve International, Fusheng, ZhaoQing Deton.etc focus to valves for air conditioning system, compressor and gas for air conditioner (R134, R410A, R404A)
- Korean Companies like Hwarang System Co, Ltd, Dotech Inc focus to HVAC controller. Multi rack controller, temperature controller
- Malaysia companies like GT-Gulf(M) SDN BHD, Poly Glass Fibre (M) BHD focus to pump, compressor, glass wool insulation.
- Thailand companies like BITWISE, Samruay Engineering focus to HVAC designing and try to find out the potential customers.
- The others European companies like Hydro Australia, Harris Product, Gala Technology, Galco-Climate... Promotion their product via their representative or via their authorize companies in Vietnam.

Vietnamese companies supply the full package of HVAC system, from design to sales the equipment. They normally put together whole systems from different suppliers.

Almost of the foreign companies don't have a representative office in Vietnam, they are trying to find any Vietnamese company to corporate which want to be dealer or authorize and distributing their products

There were no Swiss companies at the exhibition.

Nguyen Minh Thanh