

中国西部国际采购商大会

Western China International Sourcing Fair



WCISF

Chengdu · Sichuan · China

Highlights of Previous WCISF

Matchmaking Meeting

Currently, apart from special matchmaking meetings of the fields such as electronic information, equipment manufacturing, agricultural industry and general field, regional special matchmaking meetings such as Alibaba, HC Network, Trade2CN.com, Intel, Europe, Japan, Macau, Hong Kong are also held successively. Such fruitful events gained sound praise from participating merchants.



UN Sourcing Orientations cum UN Procurement Face-to-face Talks



Address by Jan Mattsson, UN Assistant Secretary General/UNOPS Executive Director, at UN Sourcing Orientations cum UN Procurement Face-to-face Talks



The UN procurement officer talked with the supplier.



Alibaba Special Matchmaking Meeting



Trade2CN.com Special Matchmaking Meeting



European Investment Fund participated in the special matchmaking of the WCISF 2012.



Special matchmaking meetings for various industries

Supporting Events

Summit Forum

Summit Forum is the main forum of WCISF. It adheres to focusing the latest trends of purchasing and supplying management. Currently, Summit Forum has become the most directly efficient platform for participating merchants' exchange.

Experts and scholars of the field and purchasing principals of Fortune 500 participated in the event successively, such as Cai Jin, Vice President of China Federation of Logistics Purchasing (CFLP); Dai Dingyi, Vice President of China Federation of Logistics Purchasing (CFLP); Song Ze, Director of Finance and Trade Economy Research Institution of China Academy of Social Science (CASS); Yang Zaiping, Sole Duty Vice President of China Banking Association; Zhou Ziming, General Manager of IBM Global Procurement Service Center; Lu Zhengwei, Chief Economist of Industrial Bank; Anton Pietsch, General Manager of BME Shanghai Co. Ltd. (BME China); Wang Xunan, Procurement Project Manager of Future Lighting Solutions and Wang Weipeng, Procurement Senior Executive of Sony Ericsson. They spread the latest information in the field, shared experience and feelings, and were deeply welcomed and highly appraised by the participating merchants.



2012 Western China International Sourcing Fair Summit Forum



Address by Anton Pietsch, General Manager of BME Shanghai Co. Ltd. (BME China) at Summit Forum



Address by Yu Jianhua, Assistant Minister of Commerce of PRC



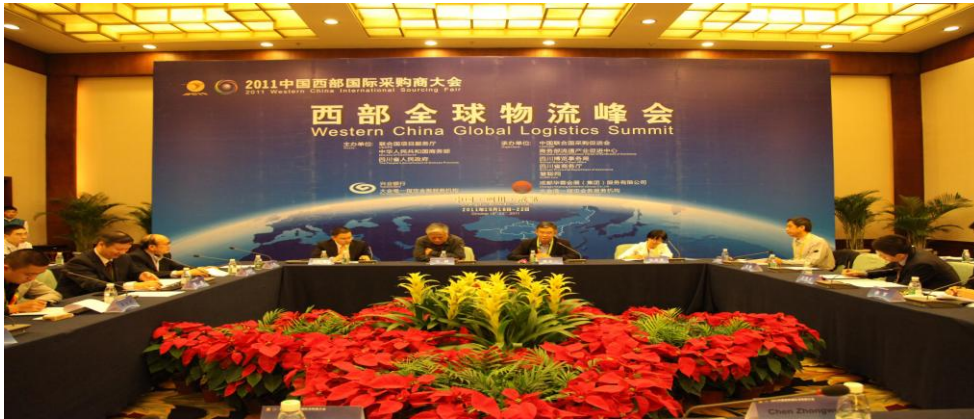
Address by Lu Zhengwei, Chief Economist of Industrial Bank at Summit Forum



Address by Wang Xunan, Procurement Project Manager of Future Lighting Solutions at Summit Forum



Summit Forum - Procurement & Supply Chain Management



Western China Global Logistics Summit

VIP Meeting

VIP meeting is the most important courtesy event of WCISF. Wei Hong, incumbent Governor of Sichuan Provincial People's Government, then Vice Governor of Sichuan Provincial People's Government, and Yu Jianhua, Assistant Minister of Commerce of PRC, met with UN procurement delegation headed by Jan Mattsson, UN Assistant Secretary General/UNOPS Executive Director, and other key guests who participated in WCISF such as Zhou Ziming, General Manager of IBM Global Procurement Service Center.



Welcome Banquet

It is the major social event of WCISF. Domestic and overseas guests gather here, enjoy themselves in the cocktail party with host's extraordinary arrangement, get to know new faces and old friends.

Facts and Figures of WCISF

Started in 2008, co-hosted by Ministry of Commerce of China and Sichuan Provincial People's Government, within a five-year development, WCISF is now one of the most important purchasing events in China.

In 2008 WCISF, 207 purchasing companies from 21 countries and regions, 260 domestic purchasing companies from 26 provinces, municipalities and autonomous regions, 349 purchasing companies of Sichuan Province's 21 cities, registered for the event. Overseas institution delegations such as UN Procurement Division, Iraqi Reconstruction Purchaser Center, EU Chamber of Commerce joined the event. Domestic and overseas well-known retail enterprises such as Wal-Mart, Carrefour, Ito Yokado, YUM, B&Q, Beijing Wangfujing Department Store, Dashang Group, Suguo Supermarket, Gome and Chongkelong Supermarket also participated in the event.

Through the early stage talks and the on-site trade matching on October 27-28, the total contract volume of the event amounted to RMB 48.3 billion. Amid this, overseas contract volume amounted USD 0.88 billion, domestic purchasing contract volume amounted RMB 30.6 billion, purchasing contract volume in Sichuan amounted RMB 11.5 billion.

On the basis of 2009 WCISF main venue, 6 sub venues of subsidiary agricultural products, furniture, footwear, traditional Chinese medicine, household furnishing and construction material, which attracted a great more participating merchants compared to the previous sessions. According to the statistics, 1,317 buyers and 6,206 suppliers participated in the event among 7 venues, with a total visitor amount of more than 60,000. The total contract trade volume of 2009 WCISF reached RMB 122.7 billion, nearly twice of the previous sessions's volume. Trade dealing items involved more than 200 kinds of products of 13 categories. Based on the turnover, the top three were food and drinks - RMB 28.85 billion, consumer products - RMB 20.65 billion, equipment manufacturing and accessories - RMB 17.56 billion.

18,200 buyers of 43 countries and regions, 31 provinces, autonomous regions and municipalities in China participated in 2010 WCISF. 13,600 of which were in the main venue (overseas buyers accounted for 41% of the total), 4,600 were in the sub venues, which substantially exceeded the previous session.

A great many of Fortune 500 and well-known transnational companies such as Wal-Mart, Carrefour, Intel, Sears, Jjoyo Amazon, EL CORTE INGLES, Haier, E.B.Barton & Company, Grainger, Redcats, Delphi, Staples and Want Want China participated in the event.

More than 70,000 trade matching were organized and more than 100,000 face-to-face talks were launched in the event. 3,593 contracts were signed, with a trade volume of RMB 224.18 billion. Amid this, on-site trade volume reached RMB 30.63 billion, contract trade volume reached RMB 193.55 billion, online trade volume reached RMB 37 billion.

20,668 buyers (overseas buyers accounted 4,455) of 47 countries and regions, 29 provinces, autonomous regions and municipalities in China participated in 2011 WCISF. Six international and regional organizations such as UNOPS, WFP, UNDP, WHO, UNPD and EFIC, more than 110 Fortune 500 and well-known transnational companies such as Wal-Mart, Carrefour, Samsung (China) Procurement Center, IBM Global Procurement Service Center, Future Lighting Solution, TCL, China Railway Group, PetroChina, Finnair, BTC, Vidal and Mecox Lane participated in the event.

The total realized trade volume reached RMB 252.759 billion, RMB 231.805 for the main venue and RMB 20.954 for sub venues. Trade volume of Sichuan reached RMB 50.129 billion. Domestic trade volume reached RMB 202.63 billion. Amid which, trade volume of Central and Eastern China reached RMB 76.752 billion. Overseas trade volume reached USD 11.84 billion (RMB 74.71 billion), accounted for 29.6% of the total, with a 3.5% growth rate on year-on-year basis.

23,311 trade visitors participated in 2012 WCISF. Amid them, 5,742 were overseas trade visitors. They came from 47 countries and regions, 35 province, autonomous regions, municipalities and municipalities with independent planning status. Five international organizations such as UNOPS, WFP, UNDP, WHO and UNPD, 150 Fortune 500 and well-known transnational companies such as Bosch, Lenovo, Dell, Asus, Sany Heavy Industry and Amazon, well-known domestic distribution enterprises such as Beijing Wangfujing Department Store, Zhongbai and Huishang Group participated in the event, involving 16 industries of mechanical equipment, biological technology, energy conservation and environmental protection, electric product, communication equipment, computer and information technology, architectural material, automobile and accessories, household textile, illumination products, hardware products, food and beverage, health care products, jewelry and horologe, agricultural products and tourism.

Implemented trade volume reached RMB 253.18 billion. Amid this, RMB 238.18 billion for main venue, RMB 15 billion for sub venues. Implemented trade volume of Sichuan reached RMB 37.98 billion. Domestic implemented trade volume reached RMB 215.981 billion. Overseas trade volume reached USD 11.86 billion (RMB 74.789 billion), accounted for 29.5% of the total, with a 0.2% growth rate on year-on-year basis.

Traders Feedback

Analysis of the Traders' Overall Approval Rating

Affect Satisfaction

Evaluation mean value in on-site service, procedure and rating.

Behavior Satisfaction

Evaluation mean value in waiting and negotiation time, and the amount of buyers.

Effectiveness Satisfaction

The amount of buyers with intention cooperation and the feedback of contract amount.

The traders' affect satisfaction is 81%. (92% and 77% of the traders are satisfied with the service and the procedure respectively. 75% are willing to attend this kind of activities again)

The behavior satisfaction is 72%. (68% for the waiting time less than 60 minutes. 71% for the

face to face talks more than 5 minutes. 75% of the traders have talked with three suppliers.)
The effectiveness satisfaction is 70%. (70% of the traders seek business opportunity on-site.)

Buyer Comment



Zhang Xiaohua, ADEO

“I’m delighted to attend the fair. The qualities of the suppliers we just met with are very good in general. I’ll visit the venue later. I’m satisfied with the meeting today.”



Liu Dongyan, Lotte from Korea

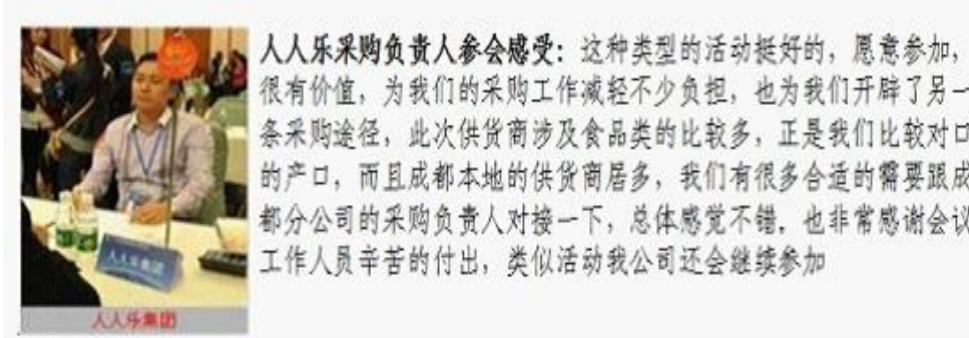
“One purpose for attending this fair is to develop the supplier chain in western region. We are planning to look for a group of OEM suppliers in this area. Second purpose is to experience the service for buyers. Since the meeting is targeted, we will consider to establish long term partnership.”



Lin Huazhu, Annior Pastin Group

“The suppliers met today is much better than i expected. I’m quite satisfied with the fair. Our targeted suppliers must be innovative, have high-end products, and independent research and production capacity.”

Chief of Procurement, Ren Ren Le



“I’m willing to participate this kind of activities, very helpful. It relieves much of our purchasing work and opens one new purchasing channel. There are many suppliers involved with food, which meet our needs. These suppliers are mainly from Chengdu. We will discuss with our chief of procurement in Chengdu branch about our demands. Thanks for the staff preparing this matchmaking for us, I feel good in general. We will continue to attend this kind of activities.”

Supplier Comment

Ms. Zhu, Guangdong Wireking Houseware & Hardware Co. Ltd.

“The buyers are so experienced and good at bargaining. We discussed with our boss over the phone for several times on site, but finally we made the deal at the price they expect. We participate in the WCIF every year. It would be great if every session holds this matchmaking.”

Zheng, Manager from Haiyan Gold Idea Garments Co. Ltd.

“We used to participate the activities organized by Alibaba, but never join this kind of matchmakings. The organizing committee briefed us on this and we are quite interested, so we come to Chengdu from Haiyan early. It brings us so much profits out of our expectation.”

Mr. Situ, Shenzhen Qianli Industry Co. Ltd.

“We were quite interested to participate the WCISF last October, but we’d paid for an Germany exhibition. So we missed the WCISF last year. We arrange our time for this year’s event and it does work. We have received orders nearly million yuan, much more direct than participating in the exhibition.”

Xiang Jian, Director of Cangxi County Agriculture Department

“The sale of kiwi and pear grown in Cangyi continues to keep hot. The special kiwi each can be sold at 20 yuan, and 0.5 kilo of pear can be sold at 10 yuan. The number of buyers from domestic and abroad is 5 for the kiwi and 3 for the pear. It’s the first day of the fair and we have received an order of 2000 pieces of pear. The estimated order sale is expected to reach 120 million yuan during this sourcing fair, including 5000 tons of kiwi for a sale of 100 million yuan, and 5000 tons of pear for a sale of 20 million yuan. We estimate the on site sale will be up to 5 million yuan. “

Profile of the 6th WCISF

Western China International Sourcing Fair (hereinafter referred to as WCISF) is the largest platform on showcasing the advanced industrial development of Western China. Since its launch in 2008, WCISF has built up close relationship with many professional industrial organizations such as CIPS, BME, DIHK, CFLP (China Federation of Logistics Purchasing) and HKTDC (Hong Kong Trade Development Council) etc. After five-year development, WCISF has become one of the most important events for buyers.

The 6th WCISF is co-hosted by Ministry of Commerce of China, UNOPS, UNPD and Sichuan Provincial People's Government. Relevant events such as the 14th Western China International Fair Session (October 23-27, 2013, Chengdu, Sichuan), the 9th China Food Expo Session (September 15-18, 2013, Chengdu, Sichuan) will be held. It is estimated that more than tens of thousands of suppliers will participate in the events. Themed on "Forging Trade Cooperation Platform, Promoting Practical Trade Cooperation", effectiveness enhancing can be realized and practical cooperation can be promoted.

Our Service

Member Service	Once registering as a WCISF member, a buyer can participate in WCISF free of charge annually.	
	Publishing company introductions and procurement information on WCISF official website in the long run.	
	Product release and picture display on WCISF official website.	
Participation Service	Entering WCIF venues for visiting and meeting free of charge.	
	Matchmaking Service	Pre-event purchasing & supplying e-matchmaking.
		Complimentary on-site matchmaking instruction.
	Service for Key Purchasers	Recommended service on WCISF official website homepage.
		Assistance on organizing purchasing presentations.
		Arrangement of special matchmaking meetings.
Plant visiting, inspection accompanying service.		

		One on one tracking service.
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Media Sight

■ Partner Media Overview

Newspaper and Magazines: People’s Daily, China Daily, Macao Commercial Post, Hongkong Takungpao, Hongkong Commercial Daily, Hongkong Wenweipo, Taiwan United Daily News, China Industrial Economy News, China Reform Daily, China Trade News, China Youth Daily, Economic Daily, International Business Daily, Finance and Investment, Securities Times, China Securities Journal, China Quality Daily, Guangxi Daily, Guizhou Daily, Bingtuan Daily, Hainan Daily, Inner Mongolia Daily, Ningxia Daily, Xinjiang Metropolis Consumer Morning Post, Tibet Daily, Yunnan Daily, Chongqing Daily, China Business News, Huaxi Metropolis Daily, Sichuan Economics Daily, Sichuan Daily, Sichuan Morning News, Consumer Quality News, Chengdu Daily, Chengdu Business Daily, Chengdu Evening News, *Phoenix weekly ·Lifestyle*, *MICE Business Tourism*, *West China Finance & Fortune*, *Sichuan Merchants*, *Pujiang Today*, etc.

TV Media and Radio Stations: CCTV, China National Radio, HKSTV, TVBS Taiwan, GXTV, Guangxi Broadcasting Station, Guizhou Broadcasting Station, Bingtuan TV, Voice of Strait Broadcasting Station, NMTV, Neimeng Broadcasting Station, XZTV, YNTV, Shanghai Media Group, SCTV, CDTV, Chengdu Broadcasting Station, etc.

Online Media: Xinhua News Agency, zaobao.com, ifeng.com, chinataiwan.org, people.com.cn, china.com, chinanews.com, gog.com.cn, huyangnet.cn, nxnews.net, ts.cn, Yunnan.cn, jschina.com.cn, zjol.com.cn, newssc.org, scol.com.cn, Chengdu.cn, etc.

■ News Report of WCISF

Xinhuanet.com/fortune/: International buyers are increasingly searching for business opportunities in Western China

Hongkong Wenweipao: First time for the UNPD participated in organizing Western China International Sourcing Fair 2012

ifeng.com: Western China International Sourcing Fair kick-starts in Chengdu attracting ten-thousands suppliers on-site

Sichuan Daily: the special procurement matchmaking meeting for agriculture on 19th was defined as “a treasure hunt”- we are here for the unique features

A strong trend for Electronic Information Industry moves to Western China—how do Sichuan companies react to international orders?

Foreign buyers value high of Western China, what should companies do? Speed up the transformation of being a “Green supplier”

Chengdu Business Daily: Not too difficult to sell things to UN — UN officers teach you how to become a supplier of them

Great attention drew by various fields on UN buyer groups - Sichuan companies about to share the ten billion dollar cake

Previous Suppliers

Foxcoon, Seagate, LG, Diageo, Hennessy, Hertz Car Rental, Thailand Tai Xi, China South Locomotive, Pangang Group, Chengdu Aircraft Industry, South Chun Auto Group, Huiyuan Group, Changhong Electric, Wuliangye Liquor, Sichuan Swellfun, Luzhou Laojiao and etc.

Activities

October 23-25	Matchmaking Meetings for various industries Summit Forum UN Sourcing Orientations cum UN Procurement
October 24	Face-to-Face Talks Special Matchmaking Meetings for VIP Buyers and Particular Regions Welcome Banquet

Hosts:

Ministry of Commerce of the People’s Republic of China
United Nations Office for Project Services
United Nations Procurement Division
Sichuan Provincial People’s Government

Organizers:

Circulation Industry Promotion Centre of Ministry of Commerce
China Association for Promoting UN Procurement
Sichuan Bureau of Expo Affairs
Sichuan Provincial Department of Commerce

Supporters:

China Federation of Logistics and Purchasing
Sichuan Electronic Commerce Association

Contact Info

Address: No.13-19, 25/F, Hongda International Plaza, No. 2 Xianan Street, Chengdu

Contact persons: Liu Yi, Yang Yunfan

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Mobile : +86-18981798837, +86-18908080311

Email : liuyi@wcif.cn; yangyunfan@wcif.cn

For more information, please log on: www.sourcingfair.org

Buyer Application Form

Company Information

Company: _____
Address: _____ Zip Code: _____
Country/Province: _____ City: _____
Tel.: _____ Fax: _____
E-mail: _____ Website: _____

Information of Buyers

Number of Buyers: _____
Buyer Details: Name: _____ Title: _____ Mobile Phone: _____
Name: _____ Title: _____ Mobile Phone: _____

Categories of products to be purchased

- Large-sized manufacturing equipment Intelligent machines Advanced manufacturing equipment General aviation Automobiles
 Energy-conservation and environmental protection New materials
 New energy Bio-technologies and pharmaceuticals
 Electronics and information Metal hardware and machines Home furnishings
 Others _____ (Please specify)

Main products to be purchased**Requirements on product certification****Participate in the Session for (multiple)**

- China Food Expo (Sept. 15-18) Western China International Fair (Oct. 23-27)

Signature/ Seal :

Date :

- The valid application period shall be from May 1 to August 15, 2013.
- Please send the completed form to the organizing committee within the valid application period, and log on www.sourcingfair.org with the designated user name and password to complete the purchase information.

Contact person of the company : _____ Telephone : _____

Contact information

Address: No.13-19, 25/F, Hongda International Plaza, No. 2 Xianan Street, Chengdu

Sichuan International Exhibition Co., Ltd

Contact persons: Liu Yi, Yang Yunfan

Tel. : +86-028-8621 0214/0858 Fax : +86-28-8621 0024

Mobile : +86-18981798837, +86-18908080311

Email : sourcingfair@wcif.cn

Website : www.sourcingfair.org

Supplier Application Form

Company Information

Company: _____
Address: _____ Zip Code: _____
Country/Province: _____ City: _____
Tel.: _____ Fax: _____
E-mail: _____ Website: _____

Information of Suppliers

Number of Suppliers: _____
Supplier Details: Name: _____ Title: _____ Mobile Phone: _____
Name: _____ Title: _____ Mobile Phone: _____

Categories of products to be supplied

- Large-sized manufacturing equipment Intelligent machines Advanced manufacturing equipment General aviation Automobiles
 Energy-conservation and environmental protection New materials
 New energy Bio-technologies and pharmaceuticals
 Electronics and information Metal hardware and machines Home furnishings
 Others _____ (Please specify)

Main products to be purchased

Requirements on product certification

Participate in the Session for (multiple)

- China Food Expo (Sept. 15-18) Western China International Fair (Oct. 23-27)

Signature/ Seal :

Date :

- The valid application period shall be from May 1 to August 15, 2013.
- Please send the completed form to the organizing committee within the valid application period.
- The suppliers (non-exhibitors) who attend the on-site match makings will be charged for 2500 yuan/ company as match making service fee. Please remit the payment to the designated account within 7 days after confirming the pair up results.

Account Name: Sichuan International Exhibition Co., Ltd

Opening Bank: Bank of China, Sichuan Branch

RMB account No.: 130660499980

USD account No.: 126610618138

SWIFT : BKCHCNBJ570

Contact person of the company : _____ Telephone : _____

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