

中国(北京)国际工业智能 及动力传动与自动化 展览会 IAMD BEIJING

2019年5月8-10日
8-10 May 2019
北京展览馆
Beijing Exhibition Center
www.iamdbeijing.com

2019



中国机械工程学会



Deutsche Messe



FIERA MILANO

集成自动化、工业信息技术、动力传动与控制技术的国际盛会
Leading Trade Fair for Integrated Automation, Industrial IT,
Power Transmission and Control

IAMD
BEIJING



演绎“新动能、新制造” A new driver to new manufacturing

作为汉诺威工博会IAMD旗下的全球子展之一，中国（北京）国际工业智能及动力传动与自动化展览会（以下简称：IAMD BEIJING），遵循德国工业4.0 发展趋势，展示工业自动化、传动和流体动力技术的全套解决方案，实力打造自动化与传动板块的互补融合，为新兴产业集群加快做大做强提供展示平台。

Under the global brand umbrella of IAMD, IAMD BEIJING also updated the show name and show logo this year. Following the trends of Industry 4.0 to integrate power transmission exhibits to automation trade fair, IAMD BEIJING will showcase the overall solutions of automation, power transmission and fluid power transmission sectors.

IAMD BEIJING 2018 三大亮点值得关注：

- 1、作为IAMD BEIJING 最重磅的同期活动，2018 智能制造国际会议于展会首日召开，以“ 新一代智能制造” 为主题，并举行了国际智能制造联盟筹备委员会的成立发布仪式。全国人大常委会原副委员长路甬祥、工业和信息化部部长苗圩等出席会议并参观了IAMD BEIJING。
- 2、较往年相比，本届参展品质得到大幅提升，国际化程度超过60%，吸引菲尼克斯、德国倍福、康耐视、魏德米勒、皮尔磁、美国邦纳、易福门、施迈茨、诺德、富士电机、罗勒、威图、金器工业、气立可等近200 家海内外知名企业。
- 3、展会专题版块之一的“应用公园（ApplicationPark）” 呈现火爆态势，聚焦智能制造、汽车智造、农机智造、智能包装四大焦点话题，邀请易盼、艾讯宏达、施迈茨、康耐视、德国倍福、皮尔磁、南大傲拓、美国邦纳、泓格科技和康耐视纷纷带来各自产品在工业应用领域的全新智能解决方案，分享面对工业4.0 和中国智造的创新技术和理念。

Show Highlights:

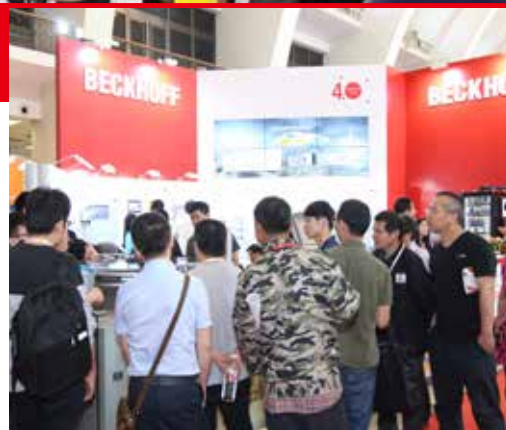
1. As the most important activity concurrently held with IAMD BEIJING, the 2018 International Intelligent Manufacturing Conference was held on the first exhibition day, with the theme of “New-Generation Intelligent Manufacturing”. Besides, the inauguration ceremony of the International Intelligent Manufacturing Alliance Preparatory Committee was held as well.
2. IAMD BEIJING 2018 accommodated more than 200 wellknown overseas and domestic exhibitors, including Phoenix, Beckhoff, Cognex, Weidmueller, Pilz, Banner, IFM, Schmalz, Nord, Fuji, Rollon, Rittal, MINDMAN, CHELIC etc.
3. Application Park covered four hot topics including intelligent manufacturing, intelligent automobile manufacturing, intelligent packaging and intelligent agriculture equipment manufacturing, invited exhibitors to deliver presentations about their real world solutions in related industries, discussed intelligent production solutions and helped manufacturers to find ways to upgrade from equipment suppliers to total intelligent solution providers.



德国倍福自动化有限公司 Beckhoff Automation (Shanghai) Co., Ltd.

IAMD BEIJING 是华北地区办得最好的自动化展会。主办方服务到位、响应迅速，现场观众如潮、专业化程度也很高，展馆门口停放的数十辆大巴就可见一斑，说明主办方真的很用心。通过参展，我们进一步强化了倍福在市场上的形象和地位，展后从我们自己统计的数据来看，完全达到了参展目的，非常满意，明年会继续参展。

IAMD BEIJING is the best organized automation show in north China. The organizer provided proper services with fast responses, we were very satisfied with visitor quality and quantity, dozens of delegation buses at onsite, showed the organizer's ability and sincerity of organizing visitors. Through participating the show, Beckhoff enhanced our company image and market share, according to the statistics we analyzed after the show, we achieved our target of participating, next year we will participate the show again.



皮尔磁工业自动化（上海）有限公司 Pilz Industrial Automation (Shanghai) Co., Ltd.

IAMD 作为华北地区专业性和知名度都颇高的自动化展会，在观众的邀请方面也很花心思，从 VIP 客户到行业展团，都体现出主办方展会在细节上的用心，应用公园也是展会的亮点。

As a professional and well known automation show in north China, the organizer of IAMD BEIJING put great deal of time on visitor invitation, from VIP buyers to industrial delegations all showed the organizer's great efforts, "Application Park" was also a highlight of the show.



历届展会知名展商(部分) / Major Exhibitors in past events



*以上排名不分先后

高峰论坛，推进“新一代智能制造” Continuously Promotes “New- Generation Intelligent Manufacturing” with Summit Forum

以“新一代智能制造”为主题的2018 智能制造国际会议于展会首日召开。会上，工业和信息化部部长苗圩强调，制造业智能转型是大势所趋，坚定不移加快发展智能制造，推进信息化和工业化深度融合，实现制造业质量变革、效率变革和动力变革，是推动中国制造迈向高质量发展的必然要求。会后，苗圩部长参观了IAMD BEIJING 并对展会给予深切期望。

At the Conference, Mr. Miao Wei, minister of MIIT emphasized that intelligent transformation of the manufacturing industry is a general trend. It is imperative to realizing the high-quality development of Chinese manufacturing industry through unwaveringly speeding up the development of intelligent manufacturing, promoting deep integration of informatization and industrialization and facilitating better quality, higher efficiency, and more robust drivers of the manufacturing industry. After the Conference, Minister Miao Wei visited the IAMD BEIJING and expressed his high expectation for the exhibition.



- 2018 智能制造国际会议
2018 International Intelligent Manufacturing Conference
- 智能制造科技进展“双十”论坛
Science & Technology Advancements Forum
- 2018 制造业知识服务高峰论坛
2018 Manufacturing Knowledge Service Summit
- 2018 先进智能制造技术发展研讨会
2018 International Symposium on Advanced Intelligent Manufacturing Technology
- 2018 智能传感与连接技术应用论坛
2018 Smart Sensor and Connect Technology Application Forum
- 中国智能制造及工业自动化趋势研讨沙龙
A Salon of Study on the Trend of Intelligent Manufacturing and Industrial Automation in China
- 视觉系统设计技术会议
Vision Con
- 应用公园
Application Park
- 第七届物流装备绿色与智能技术发展研讨会
The 7th Conference of Green and Intelligent Technology Development of Logistics Equipment
- 2018 智能工厂核心技术与标准研讨会
2018 Forum on Core Standards and Key Technologies for Smart Factories
- OPC 基金会中国巡回研讨会[北京站]
OPC Seminar Tour 2018[beijing]
- 工业互联网新技术发展论坛
New Technology of Digital Transformation
- “数字先行，智汇引领”2018 智能制造创新大赛
2018 Intelligent manufacturing innovation competition

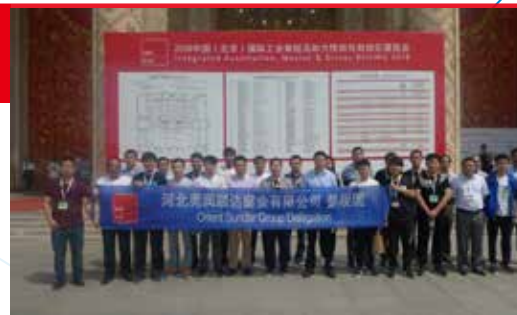
观众买家团 Visitor Delegations



*以上排名不分先后

河北奥润顺达窗业有限公司
Orient Sundar Group

十分荣幸收到主办方汉诺威展览的邀请，组织并参加本次北京工业自动化展会！在本次展会中，我们生产与技术中心工程师充分与所关注的厂家进行交流并互留联系信息，高层领导听取了关于工业 4.0 智能制造的会议，对“中国制造”转变为“中国智造”充满信心。本次参观对我公司在自动化智能化发展方面多元化的思路上提供了方向，为建设自动化生产线奠定了基础。总之我们这次收获颇丰，希望工业自动化展能越办越好，规模越来越大！最后十分感谢主办方提供的周到服务！



We were happy to receive the invitation from Hannover Milano Fairs Shanghai Ltd. and paid a visit to IAMD BEIJING 2018. During the show, our engineers from production and technology center had comprehensive communications with interested suppliers. Top management staff participated "industry 4.0" conference, gained more confidence on up-grading "Made in China" to "Intelligent Made in China". This visit provided us inspirations of planning and developing our automated intelligent manufacturing production lines. In general we obtained useful information, wish the show have a brighter future and bigger scale. At last but not least, we would like to thank the organiser for the thoughtful services.



北京精雕科技集团
Beijing Jingdiao Technology Co., Ltd.

此次是我司连续 4 年参加工业自动化展，首先非常感谢主办方周到细致的安排。从参展现场来看，展会规模越来越大，参展商越来越多，从参展商的素质，展出的产品到观众的质量都有非常明显的提升。展出的产品越来越高端，越来越全面，从局部的设备到整个的解决方案。因此，北京精雕也希望借助自动化展会的平台，能够接触到更多供应商，有更多的选择，已达成合作共赢。

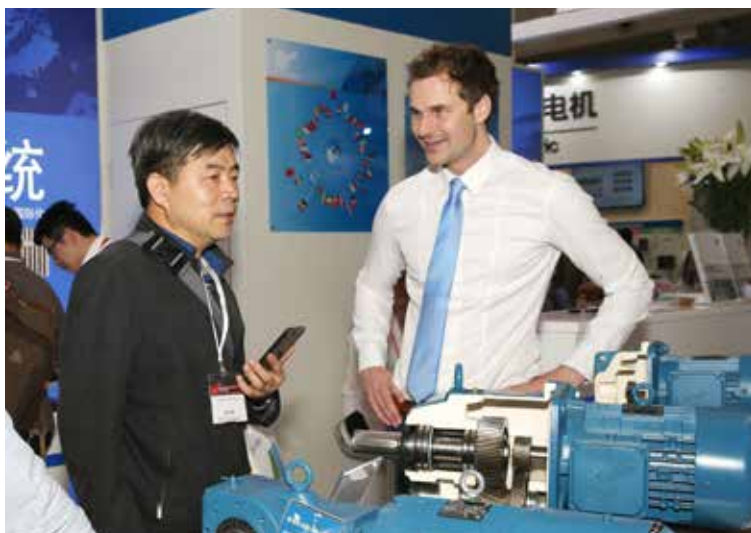
This was the fourth time we participated IAMD BEIJING, firstly, we would like to thank you for the thoughtful arrangement from the organizer. As the show itself, the development was great, bigger scale with more exhibitors. More importantly,

higher quality products, exhibitors and more professional visitors. The products at onsite were more complete and comprehensive, from single product to total solutions. Beijing JingDiao Technology also wanted to get in contact with more suppliers; to have more choices through the show in order to reach win-win with our suppliers.



展品范围/ Product Categories

- 驱动系统及零部件
Drive Systems and Components
- 机械基础设施
Machinery Infrastructure
- 感应技术
Sensor Technology
- 控制系统
Control Technology
- 工业用计算机设备
IPCs
- 工业自动化软件
Industrial Automation Software
- 接口技术与能源供应
Interface Technology and Energy Supply
- 低电压开关装置
Low Voltage-switching Devices
- 人机界面装置
Human-machine-interface Devices
- 工业通讯
Industrial Communication
- 培训及咨询服务
Training and Consulting
- 流体动力
Fluid Power
- 机械传动、零部件及制造设备
Mechanical Transmission, Parts and Equipment
- 轴承、弹簧与紧固件
Bearing, Spring and Fastener



报名流程及付款方式/ Application and payment

- ① 参展企业详细、真实的填写展位申请表
Exhibitors fill in the application form.
- ② 主办单位对报名企业资料进行资质审核
Qualification inspecting by the organizer.
- ③ 参展企业支付50%展位预付款，确认展位报名
50% of booth fee needs to be paid as advance payment to confirm the application.
- ④ 主办单位根据企业报名情况，根据展位“从大到小”“分批”安排的原则安排展位
All the booths would be arranged properly by the organizer, according to their size, how many times they have participated the show, and of course, “First come, first served”.
- ⑤ 参展企业确认展位，支付50%尾款
Exhibitors confirm their booth and make the rest 50% payment.



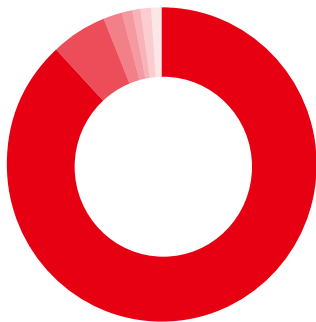
为期3天的展会共吸引了**18,238**名专业买家，较上届展会增长**0.5%**，其中国内观众来自**28**个省、直辖市的专业买家，其中华北地区的观众占了相对比例**69.42%**。
The three-day show has attracted **18,238** professional buyers, which is **0.5%** greater than last show. Domestic visitors are from **28** provinces/directly-controlled municipalities, with those from Northern China accounting for **69.42%**.



国内观众/ Domestic Visitors

本届展会观众人数来源最多的10个城市：北京、河北、天津、山东、上海、江苏、辽宁、山西、广东、河南

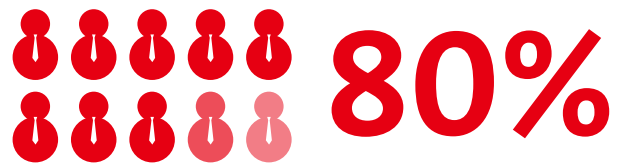
The following are 10 cities in China that our visitors mainly come from this year: Beijing, Hebei, Tianjin, Shandong, Shanghai, Jiangsu, Liaoning, Shanxi, Guangdong and Henan.



- 华北 Northern China 89.59%
- 华东 Eastern China 5.84%
- 东北 Northeast China 1.84%
- 华南 South China 0.97%
- 华中 Central China 1.17%
- 西北 Northwest China 0.42%
- 西南 Southwest China 0.38%



观众采购决策权/ Visitor Purchasing Authority



超过80%的观众涉及采购或相关。

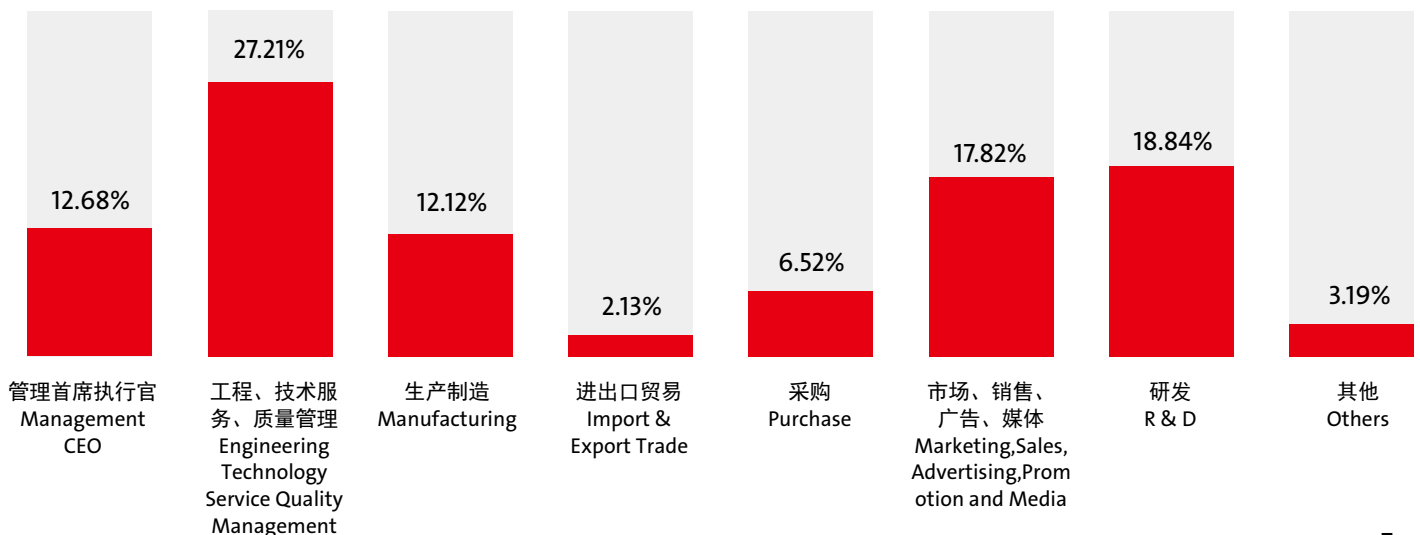
Professional buyers with purchase recommendation rights and final decision-making rights make up 80%.

有采购决定权 DECISION-MAKER	31.76%
评估/执行采购任务 RECOMMENDER	16.80%
建议/收集采购信息 CONSULTANT	32.40%
不涉及采购决策 NOT INVOLVED	19.38%

*百分比以回答此题的人数为基数分析，由于部分观众的多项选择，所以总百分比大于100%。
* The percentage is analyzed on the basis of the number of people who answered this question. Part of the visitors made multiple choices, and thus the total percentage exceeds 100%.



观众的主要职责/ Visitor Main Job Functions





Deutsche Messe



汉诺威米兰展览(上海)有限公司

Hannover Milano Fairs Shanghai Ltd.

联系人: 张曦 先生/谢仲佑 先生/钱凯 先生/安泽鑫 女士

Contact: Mr. David Zhang/Mr. Steven Xie/Mr. Klaus Qian/Ms. Abby An

电话/Tel: +86-21-50456700 *259/280/282/556

传真/Fax: +86-21-50459355/68862355

邮箱/E-mail: ia-beijing@hmf-china.com

网址/Website: www.iamdbeijing.com

DEUTSCHE MESSE AG

Contact: Mr. Andreas Wolf

Tel: +49-511-89 31193

Fax: +49-511-89 39681

E-mail: andreas.wolf@messe.de

*On behalf of Hannover Milano Fairs Shanghai Ltd

汉诺威米兰展览会(中国)有限公司北京分公司

Hannover Milano Fairs China Ltd. Beijing Branch

联系人: 冯晶 女士

Contact: Ms. Amma Feng

电话/Tel: +86-10-83065400

传真/Fax: +86-10-83065345

邮箱/Email: ia-beijing@hmf-china.com

汉诺威米兰展览(上海)有限公司广州分公司

Hannover Milano Fairs China Ltd. Guangzhou Branch

联系人: 黄巧英 女士

Contact: Ms. Cindy Huang

电话/Tel: +86-20-86266696-8015

传真/Fax: +86-20-38795750

邮箱/Email: ia-beijing@hmf-china.com

Hannover Milano Fairs Shanghai Ltd. is a joint venture of Deutsche Mess and fieram Milano Group.

展会报名截止日期: 2019年3月15日

Deadline for application is 15 March 2019



IAMD
BEIJING