

## What visitors and exhibitors said about the market and 2014 fair...



### Visitors

- ❖ The show offers a great variety of lighting products for me to source. I always find a number of new products to import to the American market.  
*Mr Steven Nia, Chairman / CEO, NIA Energy LLC, US*
- ❖ The show is a good platform where industry players discussed our ideas and explored the suitable path that leads China to a greener future.  
*Mr King Wang, Lighting Designer, Nanjiang Ludeng City Lighting Planning & Design*
- ❖ There is a comprehensive range of products showcased at the 2014 show. I could better understand industry trends and explore the direction of development.  
*Mr Zheng Wei, General Manager, Bao Ji North Lighting Technology. Co Ltd*



## Exhibitors

- ❖ This is our first time exhibiting at the Guangzhou show. We have had a number of buyers coming to our booth during the show period. They have definitely been knowledgeable about our product. It was a great decision for us to be a part of the 2014 show and we will be back next year.

*Mr Tom Jory, Senior Director, Illumination Marketing, Luminus*

- ❖ Regarding the Guangzhou fair, it is the biggest lighting show in the region. It's very important for us to leverage this platform to deliver our message as a brand to both local as well as overseas manufacturing firms. There were a lot of customers visiting our booth, and we had a lot of meetings and dialogues with them about emerging trends in the industry.

*Mr Sean Zhou, Asia Marketing Director, Philips Lumileds*

- ❖ It is our first time exhibiting at the Guangzhou lighting show. We came to the fair to mainly find manufacturers of LED components, lighting fixtures as well as lamps. The 2014 show has been very successful for us. In the first two days, we met over 50 customers with strong interest in our solutions. The show also catered visitors across the entire lighting spectrum.

*Mr Yousuke Tankka, Solutions Group Expert, Topcon Technohouse Corp*

- ❖ We generated leads from Australia, India, Malaysia, the Middle East, Russia, Singapore and Thailand, They have shown great interest in our systems and will potentially grow into partnerships and distributorships. This is surely beneficial to us when we can get in touch with target visitors from all around the world in one spot.

*PhD Michael Hong, Far East Regional Director, Helvar Lighting (Suzhou) Co Ltd*

