

Water & Membrane China 2004



China World Trade Center, Beijing, September 27-29, 2004

2004 中国国际膜与水技术暨装备展览会

中国国际贸易中心(北京) • 2004年9月27~29日

SPONSOR

- ◇ Ministry of Science and Technology (MOST), China

ORGANIZERS

- ◇ China Petroleum and Chemical Industry Association
- ◇ China Technology Market Management & Promotion Center, MOST
- ◇ Membrane Industry Association of China
- ◇ SinoTech Expo Co., Ltd.

CO-ORGANIZERS

- ◇ Grand Exhibition Services Co., Ltd.
- ◇ Bridge Conference & Exhibition Services Co., Ltd.

SUPPORTERS

- ◇ Society of Seawater Desalination and Water Re-Use, China
- ◇ China Water Supply Association
- ◇ Plumbing Facilities Branch Committee, China Construction Metal Structure Association
- ◇ European Membrane Society
- ◇ North American Membrane Society
- ◇ DECHEMA-Society for Chemical Engineering and Biotechnology
- ◇ The Institute of Plumbing, Hong Kong Council
- ◇ The 21st Century Environment, U.S.A.

First-time merge of Water China, Membrane China and other two established exhibitions on water and wastewater

Why Water & Membrane China 2004?

Extensive support from the powerful Chinese ministries: Ministry of Science and Technology, Ministry of Construction and State Environment Protection Administration.

China's largest trade show on water and membrane: 2004 will see the merge of Water China, Membrane China and other two established exhibitions on water and wastewater. With such merge, Water & Membrane China 2004 will certainly become the largest trade show on water and membrane technology and equipment in China. Therefore that is where you will locate the right clients and partners and compete with your very competitors.

Truly international: Water & Membrane China 2004 is proudly having support from several international organizations. Previous exhibitors and visitors came from over 10 countries.

China's huge market potentials: The world's biggest developing country is eagerly looking for new products, technology and solutions from other parts of the world to ease its water shortage, solve water pollution problem and upgrade its wastewater treatment systems.

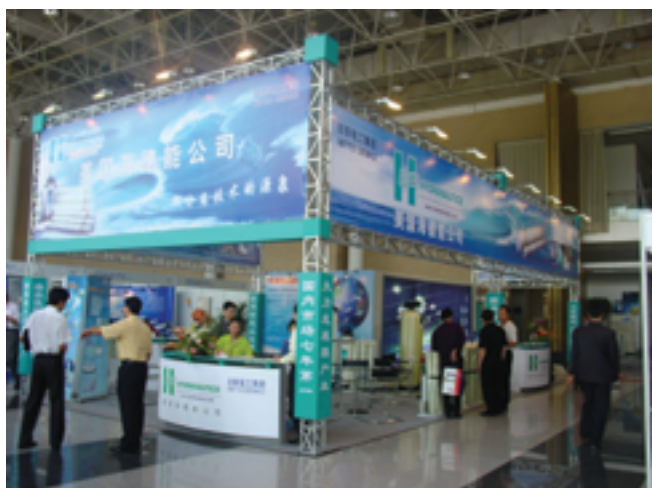
Beijing-the gateway to doing business in China: The capital city of Beijing has always served as the gateway for international companies to start up its business in China. In addition, as the host city of Olympics 2008, Beijing is offering increasing business opportunities.



WHO exhibited at previous Water China and Membrane China events?

Partial list of manufacturers, suppliers and service providers

ABB China Ltd.
ASV Stubbe GmbH & Co. KG
Andritz Group
Arkal Filtration System C.S. Ltd.
Asahi Kasei Corporatin
Bossart Llc
Calgon Carbon (Tianjin) Co., Ltd.
Danfoss
Dow Chemical
DWT-Engineering Oy
Environmental Dynamics Inc.
F. B. Leopold Company, Inc
FPZ Effepizeta Srl
Fujitech Instrument & Equipment Co., Ltd., Beijing
GE Industrial Systems
GE Water Technology
Gemu
George Fischer Piping Systems Ltd.
Grundfos Pumps (Shanghai) Co., Ltd.
Hach Company
Hamilton Sundstrand Industry (Shanghai) Co., Ltd.
Hitachi Control Systems Co., Ltd., Beijing
Honeywell
Hydranautics
Inge AG
ITT Flygt
Kane Kogyo Co., Ltd.
Kawamoto-Shanghai Chuanben Automatic Control Valves Co., Ltd.
Koch Membrane Systems. Inc.
Lightstream Technologies, Inc.
Milton Roy
Mitsubishi Rayon Engineering Co, Ltd
Mono Pumps Ltd.
Morimatsu Industry Co., Ltd.
Nalco Chemical (Suzhou) Co., Ltd.
Norit
Pall Filter
Pulsafeeder
Pump Engineering Inc.
Rohm & Haas
Saehan Industries Inc.
Seepex Seeberger Gmbh + Co
Selecto Scientific, Inc.
Shanghai Nakata Water-Supply Equipment Co., Ltd.
Siemens AG
Sino-French Water Development Co., Ltd.
Toray Industries Inc.
Veolia Water
Waterco
Xinxing Ductile Iron Pipes Co., Ltd.
YSI Incorporated
Zenon Environmental (Asia) Pte. Ltd.



Media

Membrane Industry Association of China Net
(<http://www.membranes.com.cn>)
China Environmental Protection Industry Net (<http://www.cepi.com.cn>)
China Water Industry Net (<http://www.c-water.com.cn/>)
China Water Web (<http://www.h2o-china.com>)
China Water Treatment Net (<http://www.51kkwater.com>)
Huicong Water Industry Business Net (<http://www.water.sinobnet.com>)

Water & Wastewater Asia
Membrane Science & Technology
China Water & Wastewater
Industrial Water Treatment
Pipes, Pumps and Valves Monthly
Pumps and Valve Information
Water & Wastewater Engineering magazine
Water World China



China's water and membrane: problems, efforts and opportunities

Water shortage and **water pollution** are the two major problems in China's urban water supply.

Water shortage

More than 400 of China's 672 cities are short of water and 160 cities are forced to impose water restrictions. The water shortages cost US \$24.2 billion in industrial output a year. Fresh water scarcity aside, water utilization remains frustrating, which is as low as 40% in farm irrigation and 55% in industry at average. Meanwhile, water leakage in urban supplying channels is shocking, exceeding 15%. About 21.5% of urban supply networks leak water, wasting 10 billion cubic meters a year.

A multi-billion-dollar project is under way to divert southern water to arid northern cities. Involving an investment of US \$59 billion, the project will deliver 44.8 billion cubic meters of water to the north each year, upon completion in the middle of this century.

Water pollution

Monitoring water quality at 741 checkpoints on China's top 7 rivers showed that less than 30% reached level 3, or the medium level in the nation's 5-grade index for water quality monitoring, while 41% were below the worst level of 5.

For budget restraint, over 60% of the 2,418 projects planned for water pollution treatment between 2001 and 2005, involving a total investment of about US \$23.2 billion, are still plans on paper. But the Central Government has urged that all projects that have not been started in line with the Five-Year Plan (2001-2005) must be launched in 2004.

Efforts: breaking up the monopoly

China has recently broken up the monopoly on the municipal service sectors to both domestic and overseas investors in an effort to attract more investment. Such sectors of water supply, gas supply, heating, sewage treatment, waste treatment, public transit, environmental protection and environmental sanitation were formerly monopolized by State-owned enterprises. Nearly US \$12 billion will be needed for the already registered infrastructure projects in China.

Water fever

A water fever has developed among domestic listed companies as it promises good development prospects, and stable and high returns. Reports say listed domestic water companies post one of the highest rates of return while water plants run by foreign investors can rake in returns of over 20%. Many international companies, such as Berlinwasser, ITT and Veolia Water, are increasing their investment in China.

According to China's Tenth-Five-Year (2001-2005) Plan, the annual output of the water-supply industry will soar from the current US \$7.2 billion to US \$24 billion by 2005. Research shows that China's water business will maintain an annual 15% growth for a considerably long period. By 2005 China will increase its water supply capacity by 40 million cubic meters a day and need up to US \$120 billion of investment, but the governments can allocate only US \$24-36 billion. The remaining money must be raised from foreign investment, bank loans and other places such as the capital market.

Every year, 20 billion square meters of living quarters are completed in China, bringing exciting business to water supply and wastewater treatment investors.

China's sewage water treatment industry has also entered a new stage of fast expansion. Statistics indicates that 3.7 billion tons of sewage is discharged daily in China. By 2005, about 45% of China's urban wastewater should be treated, up from the current 29%. By 2010, some 10,000 sewage treatment plants will have been completed to increase the treatment ratio to the required 50%.

Membrane: promising market

With the worsening of water shortage, China is attaching greater importance to membrane technology for sustainable development, striving to develop new water treatment technology and improve water environment. Membrane technology is on the list of programs of the 10th Five-Year Plan (2001-2005) for the Development of Science and Technology formulated by the Ministry of Science and Technology. It is also receiving special funds from the National Development and Reform Commission for further development and applications. The market for the membrane technology becomes more promising following the extensive applications in the petrochemical, medical, pharmaceutical, electrical and food industries. China's membrane market foresees a demand of 20 billion RMB (US \$2.4 billion) in 2015 along with the current annual growth of 15% in the output value.

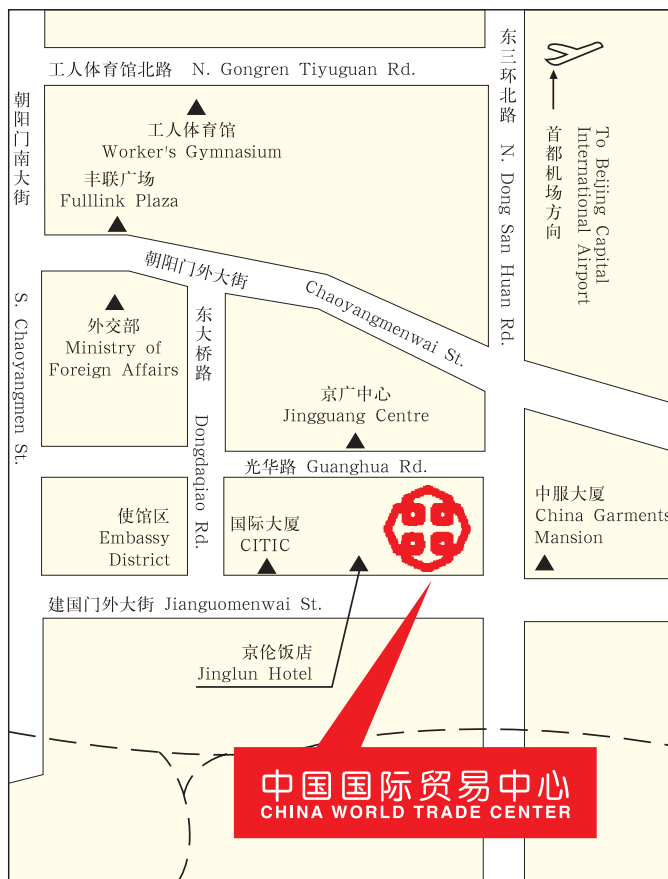
Beijing—golden investment era before Olympics 2008

Beijing discharges 1.2 billion tons of sewage, almost half of which are untreated, into its waterways annually. In recent years, the Beijing government has massively invested in wastewater treatment and improved water quality in its rivers and reservoirs. Under the city government's program for the 2008 Olympic Games, 9 more sewage plants will be built to achieve the goal of treating 90 percent of the wastewater, and the fund for these projects will mainly be raised by market means. The city government has kept investing US \$120 million in building sewage treatment facilities a year over the last few years. However, to meet the demand to create a good environment for a best ever Olympic Games, the annual investment must be doubled.



WHERE will it be held?

Water & Membrane China 2004 will be held at China World Trade Center (CWTC). Ideally located in the heart of Beijing's commercial and embassy districts and only 20-minute drive from the Beijing Capital International Airport, CWTC is a 12-acre compound of office towers, hotels, apartments, exhibition center, conference halls, shopping mall and recreational facilities. With 10,000 square meters of exhibition space, the international-standard exhibition center is made up of three halls. The column-free main hall, Hall I, measures 2,000 square meters and has a ceiling height of 14 to 19 meters.



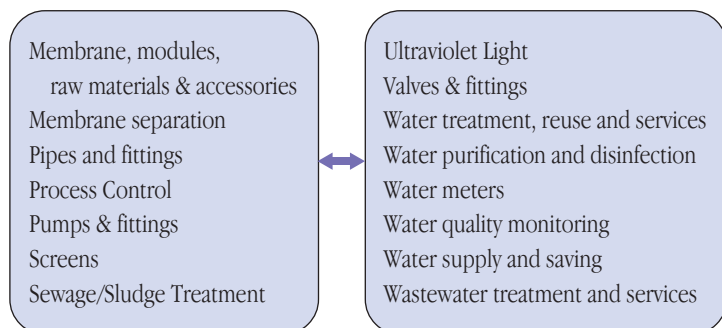
WHEN will it be held?

Dates	Hours	Activities
SAT-SUN, Sept. 25-26	08:30-17:30	Registration & move-in
MON-TUE, Sept. 27-28	09:00-16:30	Exhibition
WED, Sept. 29	09:00-15:00	Exhibition
WED, Sept. 29	15:00-	Dismantling

Note: The Itinerary is subject to change with prior notice.

WHAT should be displayed?

Following products, technology and services are welcome to be displayed.



WHO will visit?

Officials, executives, experts and professionals from the following organizations will visit Water & Membrane China 2004:

- MOST, MC & SEPA
- Water supply utilities
- Water treatment engineering companies
- Wastewater treatment plants
- Users with pharmaceutical, metallurgical, electrical and petrochemical industries
- Water resource departments
- Environmental protection agencies and companies
- Suppliers and distributors of water and wastewater technology and equipment
- Related research institutes, associations and societies



HOW MUCH do you need to pay?

Special offer on booth fee for early-bird applicants till March 31, 2004



Booth

Booth Type	Price
Standard Shell Scheme Booth (Min. 9 sqm)	US \$2,880 / 9 sqm or US \$320 / sqm A booth bigger than 9 sqm has to be in the multiples of 3 in size, such as 12 sqm, 15 sqm, etc.
Indoor Raw Space (Min. 36 sqm)	US \$280 / sqm

Advertising in the Show Directory

The Show Directory measures 285 mm in height and 210 mm in width.

Four Colors		Black & White	
Page	Price (US \$)	Page	Price (US \$)
Back Cover	1,800	Full Page	800
Inside Front Cover	1,500	1/2 Page	500
Page 1 (facing Inside Front)	1,500		
Inside Back Cover	1,200		
Full Page	1,000		
1/2 page	800		

Note: A 15% of surcharge will be levied on non-exhibitors.

Technical Seminar (for exhibitors only)

One of the highlights of the exhibition is the Seminar session. It is an effective marketing media for the exhibitors to present their exhibiting products and technology in greater details to the selective audience. Each session should last no more than 2 hours. Each seminar costs US \$800, inclusive of the room rental (a room for up to 100 audience), and invitations to the selected audience.

WHAT services shall we offer?

- Free Show Directory listing
- Free badges for exhibitors' representatives
- Free guest tickets
- Stand fitting
- Freight forwarding
- Hotel reservation
- Interpreters and booth helpers
- Literature translation and printing

Detailed information will be included in the Exhibitor Manual.

Inquiries

<p>Membrane Industry Association of China Rm. 603-604, No.17 East Road, Bei Sanhuan, Beijing 100029, China Tel: +86-10-64433466 / 64433465 Fax: +86-10-64433465 E-mail: 2000@membranes.com.cn Web: http://www.membranes.com.cn Contact: Ms. Yan YANG</p>	<p>SinoTech Expo Co., Ltd. P. O. Box 5143, No. 54 Sanlihe Road, Beijing 100045, China Tel: +86-10-6851-4062 Fax: +86-10-6851-4063 Email: hzexpo@vip.sina.com Web: http://www.waterchina.net Contact: Mr. Jinxuan HAN</p>	<p>Grand Exhibition Services Co., Ltd. Rm. 318, No. 21 Dongsi Shitiao, Beijing 100007, China Tel: +86-10-8401-8151 / 6405-9097 Fax: +86-10-8401-2838 Email: water@grandexh.com Web: http://www.grandexh.com/water2004/ Contact: Mr. Julius ZHU</p>
--	---	---



REGISTRATION FORM - Deadline: August 20, 2004

Please return the completed Registration Form by email or fax to:

Grand Exhibition Services Co., Ltd. - Attn.: Mr. Julius ZHU
Fax: +86-10-8401-2838 Email: water@grandexh.com/grandexh@vip.sina.com

Exhibitor information

Exhibitor Name (English)			
Exhibitor Name (Chinese)			
Address			
Mailing address (if different from above)			
Contact person		Title	
Tel		Fax	
Email		Web	
Exhibits			

◆ **We would like to participate in the exhibition and book**

- () One Standard Booth (9 sqm) at US \$2,880
 () A bigger Standard Booth of _____ sqm at US \$320/sqm = US \$ _____

Basic fittings for the ready-for-display Standard Booth include partition walls up to three sides, carpet, fascia name in English and Chinese, one counter, two chairs, two lights, one 220V power outlet and one rubbish can.

- () sqm of raw space at US \$280/sqm (min. 36 sqm)

Exhibitors booking raw space are required to build their own stands at their own costs and pay management fee.

**10% off on booth fee
till March 31, 2004!**

◆ **We would like to host () Technical Seminar at US \$600 each.**

The quotation covers the rental of a room for 100 seats, 2 mics and invitations to selected audience. One seminar should last no more than 2 hours.

◆ **We would like to advertise in the Show Directory.**

The Show Directory measures 285 mm in height and 210 mm in width.

Four Colors

- | | | |
|-------------------------------|--------------------------------|--------------------------|
| () Back Cover at US \$1,800 | () Inside Front at US \$1,500 | () Page 1 at US \$1,500 |
| () Inside Back at US \$1,200 | () Full page at US \$1,000 | () 1/2 page at US \$800 |

Black & White

- | | |
|---------------------------|--------------------------|
| () Full page at US \$800 | () 1/2 page at US \$500 |
|---------------------------|--------------------------|

Total costs: US \$ _____

Registered by: _____

Date: _____

Payment, Cancellation and Refund Policy
 Upon receipt of this completed Registration Form, down payment of 50% or payment in full of the applicable fee will be sought via a Debit Note. Acceptance of participation in this event will be contingent on payment of this fee prior to the start of the fair. Any cancellation must be sent to Grand Exhibition Services Co., Ltd. by email or fax. The fees are refundable (minus a US \$50 fee) until August 20, 2004. After this date, no refund will be made.