

FOREIGN EXHIBITORS' COMMENT ON THE EXHIBITION

Manager Ji Cheng (American Northwest Hardwoods)

" Our Northwest Hardwoods is an old friend of the exhibition. Every year we reserved the next year's booth almost as soon as the exhibition was over, and every year we booked the same booths. Our American boss got to know many friends of Northeastern China through the exhibition, and our agent in Dalian has been doing successfully in business."

Mr. Bob Thompson (President of Thompson Sales Company)

" This is the first time that we came to promote our wood in China. At first we worried that the effect of the exhibition would not be good, but the result was against our expectation. We not only understood the Chinese market through it, but also entered business cooperation with many furniture manufacturers. We didn't bring many documents, and had to print again and again. We are confident for the Chinese market now. Dalian Exhibition is the first step that we approach into Chinese market."

Helmut Wentel (General Director of Altendorf Machinery Manufacturing Co., Ltd.)

" This is the first international woodworking machinery exhibition I have attended since I came into office in China. On the conference, I met many people of the trade and made perfect communication with them. Our machines also attracted many visitors, and all the machines that we brought were sold out. Later we will bring more advanced new products from Germany to Dalian."

Jonny Chang L.W (Vice-president Executive. China ***Giolong International Inc.***)

" This is the first time that our company organized purchasers of Canada to attend Dalian furniture exhibition. We wanted pine doors and pine furniture. We are glad that we established business contact with perfect pine furniture manufacturers and appreciate that the organizing committee arranged us to visit the factories. Next year we will organize more purchasers of North America to come to Dalian exhibition."



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