

**INDONESIA'S NO.1
WATER, WASTEWATER
AND RECYCLING
TECHNOLOGY
EVENT**

20 - 22 JUNE 2007
Jakarta Convention Centre
Indonesia

IN CORPORATING WITH

 **IVAC**
2007 EXPO & FORUM
INTERNATIONAL VENTILATION AND
AIR-CONDITIONING INDUSTRY SHOW

SHOW REPORT

INDO WATER 2007 EXPO & FORUM
In Corporating With:
IVAC 2007 EXPO & FORUM
JUNE 20TH – 22ND, 2007

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INDOWATER 2007 EXPO & FORUM

International Water, Wastewater & Recycling Technology Expo & Forum

IN CORPORATING WITH



SHOW FACTS

INDO WATER 2007 EXPO & FORUM
INDONESIA'S NO.1 WATER, WASTEWATER & RECYCLING
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INDONESIA'S INTERNATIONAL VENTILATION AND AIR-
CONDITIONING INDUSTRY SHOW
June 20th – 22nd, 2007

This is what the show is all about:

1. INDO WATER 2007 & IVAC 2007 EXHIBITION WAS HELD CONCURRENTLY WITH:

- Dialog Interaktif – Kemana Air Bersihku
By Napindo Media Ashatama, PT
June 20, 2007, Summit Room, Jakarta Convention Center
- RIET Forum
“Indonesian EHS Legislation”
June 21, 2007, Murai Room, Jakarta Convention Center
- Ferro Hijau Forum
Liquid Hazardous Waste Seminar “Policy and Regulating”
June 21, 2007, Merak Room 2, Jakarta Convention Center
- USAID Seminar
“Solution Alternatif untuk Tantangan Air dan Sanitasi Indonesia”
June 21, 2007, Nuri 1 & Nuri 2 Room, Jakarta Convention Center
- Technical Meeting GTZ – Indo Water 2007
June 21, 2007, Kenari Room, Jakarta Convention Center
- Perpamsi Forum
Water Forum Indowater 2007
June 22, 2007, Cendrawasih 3, Jakarta Convention Center
- Technical Product Presentation

2. IT WAS ENDORSED BY:

- Indonesian Water Supply Association (PERPAMSI)
- Indonesian Society of Sanitary and Environmental Engineers (IATPI)

3. IT WAS SUPPORTED BY:

- State Minister for Environment
- Department of Public Works
- Department of Industry
- Department of Trade
- The Association of Indonesian Water Works Contractors (AKAINDO)
- Regional Institute of Environmental Technology (RIET)
- Indonesian Contractor Association (AKI)
- Indonesian Exhibition Companies Association (IECA/ASPERAPI)

4. OFFICIAL PUBLICATION

Asian Water Magazine

5. OFFICIAL INTERNATIONAL MAGAZINE

Water & Wastewater Asia

6. SUPPORTING PUBLICATIONS

- Sorotan
- Proyeksi
- Everything About Water
- DET Media
- BCI Asia
- Industri
- Jurnal Nasional

7. REGISTRATION SYSTEM PROVIDER

Asiawaterbusiness.com

8. IN CO-OPERATION WITH

- EKONID
- Allied Media Worldwide

9. OPENING CEREMONY – GUEST OF HONOUR

Mr. Djoko Kirmanto, Ir.

Minister of Department of Public Works

Represented by:

Ir. Agoes Wijanarko

Director General "Cipta Karya", Department of Public Works

7. NUMBER OF EXHIBITING COMPANIES:

305 Companies (including principals/agents from 31 countries)

8. NUMBER OF COUNTRIES/REGIONS

Total Countries: 31 Countries:

1. Australia
2. Austria
3. Canada
4. Czech Republic
5. China
6. Denmark
7. England
8. Finland
9. France
10. Germany
11. Hongkong

12. India
13. Indonesia
14. Italy
15. Japan
16. Kingdom of Saudi Arabia
17. Korea
18. Malaysia
19. Singapore
20. South Africa
21. Spain
22. Sweden
23. Switzerland
24. Taiwan
25. Thailand
26. The Netherlands
27. The United Kingdom
28. The United States of America
29. Turkey
30. United Arab Emirates
31. Vietnam

9. NUMBER OF PAVILION COUNTRIES

Total Pavilion : 6 Pavilions

- Indonesia
- Germany
- Korea
- Singapore
- Taiwan
- The United States of America

10. TOTAL SQUARE METRES:

- 5,000 sqm GROSS
- 2,500 sqm NETT

LIST OF PARTICIPANTS

INDO WATER		
Adolf Thies GmbH & Co. Kg	Trisari Tigaputra Utama, PT	Germany
Aeration Industries International, Inc.		USA
Aeromix Systems, Inc.	Bioclear Sdn Bhd	USA
AGRU Kunststofftechnik GmbH		Austria
Air Power Master International Corp.		Taiwan
Akarui Indonesia, PT	Rothenberger Asia Pte Ltd	Indonesia
Akatherm	Glynwed Pipe Systems (Asia) Pte Ltd	Holland
Akim Hydrometry Ltd.		Turkey
Altona (S) Pte Ltd		Singapore
Alva Diwipa Anugerah		Indonesia
Al-Wassel Agricultural Co.		Kingdom of Saudi Arabia
Aman Tirta / Save Water System		Indonesia
Amiad Singapore	Filtration & Control Systems (S) Pte Ltd	Singapore
AMPL – Waspola		Indonesia
Analytical Technology Inc.	Indomitra Aneka Abadi, PT	USA
Anggun Permai Sempurna, PT		Indonesia
Anugerah Tirta Sukses, PT		Indonesia
Apec	Kurnia Mulia Citra Lestari, PT	Taiwan
Arkal Filtration Systems A.C.S. Ltd	Guna Era Distribusi, PT	Singapore
Artha Envirotama, PT		Indonesia
Ashland Asia		Indonesia
Asia Environment Holdings Ltd.		Singapore
Asian Water Magazine		Malaysia
Asiana Technologies Lestary, PT		Indonesia
Asiawaterbusiness		Singapore
Astore (AVF)	Glynwed Pipe Systems (Asia) Pte Ltd	Italy
AVK Valves	Mitra Wira Pratama, PT	Denmark
Bali Fokus	BORDA - Bremen Overseas Research & Development Association	Indonesia
Bayer AG	Kimia Sakti Kalista, PT	Germany
Becton Dickinson	Sumber Aneka Karya Abadi, PT	USA
BEST (Bina Ekonomi Sosial Terpadu)	BORDA - Bremen Overseas Research & Development Association	Indonesia
Bestindo Putra Mandiri, PT		Indonesia
Beta Pramesti, PT		Indonesia
Bioclear Sdn Bhd		Malaysia
Biosystems Indonesia, PT		Indonesia
Bojong Westplas, PT		Indonesia
BORDA - Bremen Overseas Research & Development Association		Indonesia
Budenberg	Flotech Controls Indonesia, PT	United Kingdom
Buteline Marketing Sdn Bhd		Malaysia
Calpeda	Kurnia Mulia Citra Lestari, PT	Singapore
Carlo Erba Reagents	Sumber Aneka Karya Abadi, PT	Italy
Cat Pump	Multan Kusuma Sakti, PT	USA
CCM Chemicals Sdn Bhd	CCM Indonesia, PT	Malaysia
CCM Indonesia, PT		Indonesia
CCM Singapore	CCM Indonesia, PT	Singapore
CCM Thailand	CCM Indonesia, PT	Thailand
CCM Vietnam	CCM Indonesia, PT	Vietnam
CCS	Flotech Controls Indonesia, PT	USA
Cosme Srl	Bioclear Sdn Bhd	Italy
Dallai Ernesto Srl		Italy
Danfoss Industries Pte Ltd		Indonesia
Dapenma Pamsi		Indonesia
Da-Rong Electric Co., Ltd.		Taiwan
Dayen Environmental Limited		Singapore
Delcol Engineering (M) Sdn Bhd		Malaysia
Delcol Indonesia, PT	Delcol Engineering (M) Sdn Bhd	Indonesia
Delmon Co., Ltd.		Kingdom of Saudi Arabia
Det Media (M) Sdn Bhd		Malaysia
Deutscher Industrie- und Handelskammertag	Ekonid	Germany
Dipa Puspa Labsains, PT		Indonesia
Dresser Roots	Multan Kusuma Sakti, PT	UK/USA
Dura Flow Pipe Industrial (SH Valves)	Mitra Wira Pratama, PT	Taiwan

Durabla Canada Ltd.	Indo Multi Sejahtera, PT	Canada
Durapipe	Glynwed Pipe Systems (Asia) Pte Ltd	United Kingdom
Dwi Prima Engineering, PT		Indonesia
Dwi Surya Abadi Kharisma, PT		Indonesia
Dwirajaya Satya, PT	Kirloskar Brothers Limited	Indonesia
EA Water Pvt Ltd		India
Eaton Filtration	Narda Tita, PT	USA
Eaton Filtration Pte Ltd		Singapore
Ebara Corporation	Ebara Indonesia, PT	Japan
Ebara Indonesia, PT		Indonesia
Eco – Asia	Aman Tirta / Save Water System	Indonesia
Ecosystems International, PT		Indonesia
Ekamitra Engineering, PT		Indonesia
Eko Global Wastewater Technologies Pte Ltd	Altona (S) Pte Ltd	Singapore
Ekochem Chemical	Altona (S) Pte Ltd	Singapore
Ekonid		Indonesia
Electroplast BV	Indopipe Polyplast, PT	The Netherlands
Enogen (Youone Polymer Co., Ltd)		Korea
eOx (Thailand) Co. Ltd.	Gemilang Citra Indo, PT	Thailand
ESP – USAID		Indonesia
Exa Pumps Srl		Italy
FAF Valve Company		Turkey
Felsom Middle East	Exa Pumps Srl	United Arab Emirates
Festo AG. & CO. KG	Festo, PT	Germany
Festo, PT		Indonesia
Filtration & Control Systems (S) Pte Ltd		Singapore
FIP	Glynwed Pipe Systems (Asia) Pte Ltd	Italy
Flotech Controls Indonesia, PT		Indonesia
Flow Control Indonesia, PT		Indonesia
Flowcon Valves	Mitra Wira Pratama, PT	Germany
Friatec Aktiengesellschaft	Indo Multi Sejahtera, PT	Germany
Gemilang Citra Indo, PT		Indonesia
Gemu Gebr. Muller Apparatebau GmbH & Co.Kg		Germany
Gemu Indonesia, PT	Gemu Gebr. Muller Apparatebau GmbH & Co.Kg	Germany
George Fischer Pte Ltd		Singapore
Geotest Brno	Iwet Indonesia, PT	The Czech Republic
Girpi	Glynwed Pipe Systems (Asia) Pte Ltd	France
Glen Nevis Products Ltd.		Taiwan
Globe Fire Sprinkler	Pancatama Abadi Sakti, PT	USA
Glynwed Pipe Systems (Asia) Pte Ltd		Singapore
Gorman Rupp (T Series & U Series)	Jebsen & Jessen Technology Indonesia, PT	USA
GPS	Glynwed Pipe Systems (Asia) Pte Ltd	United Kingdom
Grahadika Adipurnajasa, PT	Huber Technology Asia Pacific Pte Ltd	Indonesia
Greenwood	Glynwed Pipe Systems (Asia) Pte Ltd	United Kingdom
Grundfos Pompa, PT		Indonesia
GTZ		Indonesia
Guna Era Distribusi, PT		Indonesia
Gustaf Dong II	Multan Kusuma Sakti, PT	Korea
Hach	Sumber Aneka Karya Abadi, PT	USA
Hanovia Ltd	Kimia Sakti Kalista, PT	England
HCP Pump		Indonesia
Hershey Value Co., LTD	SahabatAgung Citra, PT	Taiwan
Highline	Primakarya Majugemilang, PT	Australia
Huber Technology Asia Pacific Pte Ltd		Singapore
Hunter Industries, Inc	Moncol Pool & Spa - Moncol Golfusa, PT	USA
Hurlcon Manufacturing & Sales Pty. Ltd	Moncol Pool & Spa - Moncol Golfusa, PT	Australia
Hwarangsystem Co., Ltd.		Korea
HWM (Halma Water Management)	Pancatama Abadi Sakti, PT	UK
Ilwoo Ind. Co., Ltd.		Korea
Incheon Metropolitan City		Korea
Indo Multi Sejahtera, PT		Indonesia
Indomitra Aneka Abadi, PT		Indonesia
Indonesian – Netherlands Association		Indonesia
Indopipe Polyplast, PT		Indonesia
Industri Magazine		Indonesia
Inor	Flotech Controls Indonesia, PT	Sweden
Inoxpa	Proline Pte Ltd	Spain
I-Pass Corporation		Korea
Ipex	Glynwed Pipe Systems (Asia) Pte Ltd	Canada/USA
IPS Weld-On	Glynwed Pipe Systems (Asia) Pte Ltd	USA
Ircon - USA	Flotech Controls Indonesia, PT	USA

Isolv	Flotech Controls Indonesia, PT	Singapore
ITRI (Industrial Technology Research Institute)		Taiwan
ITT Industries	Jebsen & Jessen Technology Indonesia, PT	USA
Iwet A.S.	Iwet Indonesia, PT	The Czech Republic
Iwet Indonesia, PT		Indonesia
JAS (Jaringan Air & Sanitasi)	GTZ	Indonesia
Jebsen & Jessen Technology Indonesia, PT		Indonesia
JM Canty	Flotech Controls Indonesia, PT	USA
Johnson Screen (S) Pte Ltd	Multi Screen Indonesia, PT	Singapore
Johnson Screen Pty Ltd	Multi Screen Indonesia, PT	Australia
K – Patents	Flotech Controls Indonesia, PT	Finland
Karsamudika Andalan Utama, PT		Indonesia
Kimia Sakti Kalista, PT		Indonesia
Kirloskar Brothers Limited		India
Kobold Messring GmbH		Germany
Koch Membrane Systems	Primakarya Majugemilang, PT	USA
Koreko-KWI Ges.m.b.H		Austria
KSB Aktiengesellschaft	KSB Indonesia, PT	Germany
KSB Indonesia, PT		Indonesia
Kurnia Mulia Citra Lestari, PT		Indonesia
Lan Shan Enterprise Co., Ltd.		Taiwan
Lestario, PT	Proline Pte Ltd	Indonesia
Ley Choon Constructions & Engineering Pte Ltd	Pan Asian Water Solutions Limited	Singapore
Liansu	Indopipe Polyplast, PT	China
Look Media Pte Ltd		Singapore
LPTP (Lembaga Pengembangan Teknologi Perdesaan)	BORDA - Bremen Overseas Research & Development Association	Indonesia
Lufapak	Iwet Indonesia, PT	Germany
Mecoindo – Actaris, PT		Indonesia
Megapadu Sdn Bhd		Malaysia
Memmert	Sumber Aneka Karya Abadi, PT	Germany
Michell Instrument	Flotech Controls Indonesia, PT	United Kingdom
Midwest	Flotech Controls Indonesia, PT	USA
Ministry Of Public Works, Republic Of Indonesia		Indonesia
Minol Messtechnik	Karsamudika Andalan Utama, PT	Germany
Mitra Wira Pratama, PT		Indonesia
Moncol Pool & Spa - Moncol Golfusa, PT		Indonesia
Multan Kusuma Sakti, PT		Indonesia
Multi Screen Indonesia, PT		Indonesia
Narda Tita, PT		Indonesia
Newport	Flotech Controls Indonesia, PT	USA
Nicoll	Glynwed Pipe Systems (Asia) Pte Ltd	France
Nishihara Environment Technology, Inc.	Huber Technology Asia Pacific Pte Ltd	Japan
Norit Carbon	Norit Singapore Pte Ltd	The Netherlands
Norit Singapore Pte Ltd		Singapore
Norit X-Flow	Norit Singapore Pte Ltd	The Netherlands
Noveon Asia Pacific Limited	SahabatAgung Citra, PT	Hong Kong
OCV	Flotech Controls Indonesia, PT	United Kingdom
Optika Microscopes	Sumber Aneka Karya Abadi, PT	Italy
Orbinox S.A.	Mitra Wira Pratama, PT	Spain
OTT Messtechnik GmbH & Co. Kg	Trisari Tigaputra Utama, PT	Germany
Oxen		Korea
Oxen Indonesia, PT	Oxen	Indonesia
Ozonics Co., Ltd.	Indomitra Aneka Abadi, PT	Taiwan
PA Watertech Pte Ltd	Pan Asian Water Solutions Limited	Singapore
Pablo Publishing Pte Ltd		Singapore
Pacific Environmental Consultants	ITRI (Industrial Technology Research Institute)	Singapore
Pacific Mega Prima, PT		Indonesia
Pacific Ozone Technology	Indomitra Aneka Abadi, PT	USA
Pan Asian Water Solutions Limited		Singapore
Pancatama Abadi Sakti, PT		Indonesia
Parker Hannifin	Narda Tita, PT	USA
Pasadena Metric Indonesia, PT		Indonesia
PD. Pal Jaya		Indonesia
Pedrollo Pump		Indonesia
Pentair Asia Pte Ltd		Singapore
Pentair Pumps (Nocchi)	Proline Pte Ltd	Italy
Pentair Water (Onga)	Proline Pte Ltd	Australia
Permastore Limited	RWT Tanks Sdn Bhd	United Kingdom
Persatuan Perusahaan Air Minum (Perpamsi)		Indonesia
Persta	Flotech Controls Indonesia, PT	Germany

Philmac	Glynwed Pipe Systems (Asia) Pte Ltd	Australia
Philmac	Pan Asian Water Solutions Limited	Australia
Polyware Sdn Bhd		Malaysia
PPD Engineering	Pan Asian Water Solutions Limited	South Africa
Primakarya Majugemilang, PT		Indonesia
ProAir	GTZ	Indonesia
ProLH	GTZ	Indonesia
Proline Pte Ltd		Singapore
Promedia Directories Pte Ltd (The Green Book)		Singapore
ProMinent Fluid Controls Pte Ltd	Dwi Surya Abadi Kharisma, PT	Singapore
Protech Automation Solution	Technolog Ltd	Indonesia
Prozone International	Moncol Pool & Spa - Moncol Golfusa, PT	USA
Pump & Valve India		India
Ranhill Utilities Berhad		Malaysia
Recalyx Industries (M) Sdn Bhd	Tremendous Industries Sdn Bhd	Malaysia
Redi	Glynwed Pipe Systems (Asia) Pte Ltd	Italy
Rheonik	Flotech Controls Indonesia, PT	Germany
Richards Valve (Qingdao) Co. Ltd	Pan Asian Water Solutions Limited	China
RIET		Singapore
Roda Nurmala, PT	Kirloskar Brothers Limited	Indonesia
Rothenberger Asia Pte Ltd		Singapore
Rowat Asia Sdn Bhd	Bioclear Sdn Bhd	Malaysia
Rusli Vinilon Sakti, PT		Indonesia
RWT Tanks Sdn Bhd		Malaysia
SahabatAgung Citra, PT		Indonesia
Sahabat Indonesia I.M., PT		Indonesia
Saint Dizier Environment	Bioclear Sdn Bhd	France
Sam yong Metal Co., Ltd.		Korea
Sanit	Glynwed Pipe Systems (Asia) Pte Ltd	Germany
Sanosil Ltd	Altona (S) Pte Ltd	Switzerland
Sanyo Indonesia, PT		Indonesia
Seepex	Multan Kusuma Sakti, PT	Germany
Setra	Flotech Controls Indonesia, PT	USA
Shelco Filters	Indomitra Aneka Abadi, PT	USA
Shiddiq Sarana Mulya, PT	Ekamitra Engineering, PT	Indonesia
Shinjin Precision Industrial Co., Ltd.		Korea
Shinwoo Ind. Co., Ltd.		Korea
Shi-Sin Pump Co., Ltd		Taiwan
Showa	Pancatama Abadi Sakti, PT	Japan
Shurjoint	Pancatama Abadi Sakti, PT	USA
Siemens Water Technology	Tricemerlang Sejahtera, PT	Singapore
Sinar Jaya Teknik Mandiri, PT		Indonesia
Singer	Pancatama Abadi Sakti, PT	Canada
Slade Inc.	Indo Multi Sejahtera, PT	USA
SLGSR	GTZ	Indonesia
SMC	Flotech Controls Indonesia, PT	USA
So-Safe Products Llc		United Arab Emirates
Songco Tirtajaya Lestari		Indonesia
Southern Indonesia, PT		Indonesia
Sta-Rite	Proline Pte Ltd	USA
Sumber Aneka Karya Abadi, PT		Indonesia
Sumbermetal Internasional, PT		Indonesia
Sumoto	Proline Pte Ltd	Italy
Sun Rise E & T Corporation		Taiwan
Sunlikly Industry Ltd	Wenzhou Import & Export United Co., Ltd.	China
Supra Coat	Kimia Sakti Kalista, PT	Malaysia
Taiwan Environmental Manufactures Association		Taiwan
Tandex Pty. Ltd	Kimia Sakti Kalista, PT	Australia
Tatonas, CV	Akim Hydrometry Ltd.	Indonesia
Technolog Ltd		United Kingdom
Tekleen Automatic Filter	Narda Tita, PT	USA
Teknik Hebat Company	FAF Valve Company	Malaysia
Thermo Orion	Sumber Aneka Karya Abadi, PT	USA
Tintometer GmbH	Dipa Puspa Labsains, PT	Germany
Tomoe Valve Asia Pacific Pte Ltd		Singapore
Torishima Guna Indonesia, PT		Indonesia
Torishima Pump Co., Ltd.	Torishima Guna Indonesia, PT	Japan
Tremendous Industries Sdn Bhd		Malaysia
Tricemerlang Sejahtera, PT		Indonesia
Trijaya Satya, PT		Indonesia
Trisari Tigaputra Utama, PT	Kirloskar Brothers Limited	Indonesia

Tyco Eurapipe	Flow Control Indonesia, PT	Indonesia
Tyco Water	Flow Control Indonesia, PT	Singapore
Universal Sinergi Dinamika, PT (PT USD)	Aeration Industries International, Inc.	Indonesia
USAID – ESP		USA
VAG Armaturen GmbH	Bestindo Putra Mandiri, PT	Germany
Valmatic	Pancatama Abadi Sakti, PT	USA
Valvosanitaria Bugatti S.p.A	Pan Asian Water Solutions Limited	Italy
Viking Johnson	Pan Asian Water Solutions Limited	United Kingdom
Vitec Corporation	Indomitra Aneka Abadi, PT	Taiwan
Vontron Membranes Technology	Indomitra Aneka Abadi, PT	China
Warren Rupp Sandpiper	Multan Kusuma Sakti, PT	USA
Waterco Indonesia, PT		Indonesia
Waterco Ltd	Waterco Indonesia, PT	Australia
Wave Cyber Co., Ltd.	Indomitra Aneka Abadi, PT	China
Wavin Duta Jaya, PT		Indonesia
Wefa	Glynwed Pipe Systems (Asia) Pte Ltd	Germany
Wenzhou Import & Export United Co., Ltd.		China
Westfalia Indonesia, PT	Westfalia Separator (S.E.A.) Pte Ltd	Indonesia
Westfalia Separator (S.E.A.) Pte Ltd		Singapore
Zenner – Bulk Water Meter	Karsamudika Andalan Utama, PT	Germany
Z-Tide	Pancatama Abadi Sakti, PT	Taiwan
IVAC		
Apparatebau GmbH	Fulgorindo Teknik Utama, PT	Germany
BCI Asia, PT		Indonesia
BIT, PT		Indonesia
Emerson Climate Technologies	Herry Jaya Sentosa, PT	USA
Fulgorindo Teknik Utama, PT		Indonesia
Funke Warmaustauscher	Fulgorindo Teknik Utama, PT	Germany
Greenland Technology Pte Ltd		Singapore
Herry Jaya Sentosa, PT		Indonesia
Indo Ducting Primatama, PT		Indonesia
Insafoam Insulation (M) Sdn Bhd		Malaysia
Proyeksi Magazine		Indonesia
Technical Sales International		Australia



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EXHIBITORS' SURVEY ANALYSIS

RESULTS OF EXHIBITORS' SURVEY

EXHIBITORS' EXPECTATION

90% of exhibitors achieved or exceeded their expectation on participation

Exceeded	Achieved	Not Achieved	No Comments	Total
9%	81%	7%	3%	100%

EXHIBITORS RATING OF SHOW

96% rated the show as very successful or successful

Very Successful	Successful	Not Successful	No Comments	Total
11%	85%	4%	0%	100%

QUALITY OF VISITORS

90% rated the quality of visitors as satisfied or partially

Satisfied	Partially	Not Satisfied	No Comments	Total
39%	51%	6%	4%	100%

QUANTITY OF VISITORS

94% rated the quantity of visitors as satisfied or partially

Satisfied	Partially	Not Satisfied	No Comments	Total
52%	42%	3%	3%	100%

OVERALL SERVICE OF NAPINDO

87% rated the overall service of organizer as very good or good

Very Good	Good	Poor	No Comments	Total
21%	66%	7%	6%	100%

OVERALL SERVICE OF CONTRACTOR

63% rated the overall service of contractor as very good or good

Very Good	Good	Poor	No Comments	Total
14%	49%	13%	24%	100%

OVERALL SERVICE OF FREIGHT FORWARDERS

73% rated the overall service of freight forwarders as very good or good

Very Good	Good	Poor	No Comments	Total
20%	53%	8%	19%	100%

OVERALL SERVICE OF CLEANING SERVICE

74% rated the overall service of cleaning service as very good or good

Very Good	Good	Poor	No Comments	Total
13%	61%	16%	10%	100%

OVERALL SERVICE OF SECURITY

86% rated the overall service of security as very good or good

Very Good	Good	Poor	No Comments	Total
21%	65%	6%	8%	100%

EXHIBITORS PARTICIPATED IN INDO WATER 2009

93.46% of exhibitors interested to participate in INDO WATER 2009

Interest	Contact	No	No Comments	Total
42.06%	51.40%	2%	5%	100%

GENERAL

Objectives	Yes	Partially	No	No Comments	TOTAL
Generates sales enquiries	47.66%	28.97%	10.28%	13.08%	100%
Meet existing business contacts	52.34%	22.43%	0.00%	25.23%	100%
Make new business contacts	53.27%	25.23%	4.67%	16.82%	100%
Launch new products/services	36.45%	24.30%	20.56%	18.69%	100%
Gather general market information	35.51%	28.97%	14.02%	21.50%	100%
Secure at-show orders	24.30%	5.61%	3.74%	66.36%	100%
Promote corporate image	41.12%	13.08%	14.02%	31.78%	100%
Recruit agents/distributors	34.58%	24.30%	14.02%	27.10%	100%
Test market/do market presence	28.04%	20.56%	25.23%	26.17%	100%
Maintain market presence	31.78%	21.50%	9.35%	37.38%	100%
Others, please specify	25.23%	16.82%	14.95%	42.99%	100%

BUSINESS ACTIVITIES

Objectives	Good	Average	Poor	No Comments	TOTAL
Enquiries	40.19%	42.06%	4.67%	13.08%	100%
Order Taken	16.82%	46.73%	16.82%	19.63%	100%
Values of Order Taken	17.76%	49.53%	16.82%	15.89%	100%
Orders anticipated	20.56%	48.60%	9.35%	21.50%	100%
Values of Future Orders	33.64%	46.73%	3.74%	15.89%	100%

THE GROUP OF VISITORS

Objectives	Important Visitors	Very Satisfied	Satisfied	Not Satisfied	No Comments	TOTAL
Government/Department	11%	16.82%	41.12%	13.08%	28.97%	100%
Agriculture	5%	15.89%	36.45%	14.95%	32.71%	100%
Water Supplies	14%	18.69%	61.68%	8.41%	11.21%	100%
Building Maintenance	8%	17.76%	35.51%	10.28%	36.45%	100%
Cleaning Service	2%	14.95%	25.23%	5.61%	54.21%	100%
Chemical / Pharmaceutical	11%	13.08%	36.45%	14.95%	35.51%	100%
Contractor / Consultant	9%	14.95%	45.79%	10.28%	28.97%	100%
Drilling / Mining	6%	8.41%	29.91%	11.21%	50.47%	100%
Sewerage / Operators	7%	15.89%	39.25%	13.08%	31.78%	100%
Environmental/Civil Engineering	7%	14.95%	44.86%	9.35%	30.84%	100%
Foods & Beverages	3%	13.08%	27.10%	14.95%	44.86%	100%
Hospital / Health	2%	14.95%	24.30%	12.15%	48.60%	100%
Hotel / Restaurant	2%	19.63%	25.23%	11.21%	43.93%	100%
Industrial Estate	3%	14.95%	25.23%	18.69%	41.12%	100%
Manufacturer / Industry	5%	18.69%	25.23%	11.21%	44.86%	100%
Oil & Gas	4%	14.02%	21.50%	23.36%	41.12%	100%
Others	1%	3.74%	5.61%	1.87%	88.79%	100%
T O T A L	100%					

Note: The above results was based on valid questionnaires RETURNED



INDOWATER



2007 EXPO & FORUM

International Water, Wastewater & Recycling Technology Expo & Forum

IN CORPORATING WITH



IVAC

2007 EXPO & FORUM

INTERNATIONAL VENTILATION AND AIR-CONDITIONING INDUSTRY SHOW

TRADE VISITORS' ANALYSIS

Visitor's Card

PLEASE BRING ALONG THIS TICKET FOR ADMISSION

Name:
 Job Title:
 Company/Institution:
 Address:
 City/Zip: Country:
 Tel: Fax:
 E-mail:
 Line of Business:

*Attach your
Business Card Here*

Please complete all sections of the ticket and present it at the registration counter for your visitor pass. Please tick ✓ one

1. Please indicate your organisation's main activities.

- | | |
|---|---|
| <input type="radio"/> Agriculture | <input type="radio"/> Hotel / Restaurant |
| <input type="radio"/> Architect / Civil Engineering | <input type="radio"/> Industrial Estate |
| <input type="radio"/> Building Maintenance | <input type="radio"/> Manufacturer / Industry |
| <input type="radio"/> Cleaning Services | <input type="radio"/> Oil & Gas |
| <input type="radio"/> Chemical / Pharmaceutical | <input type="radio"/> Publisher / Advertising |
| <input type="radio"/> Contractor / Consultant | <input type="radio"/> Pulp & Paper |
| <input type="radio"/> Drilling / Mining | <input type="radio"/> Swimming Pool & SPA |
| <input type="radio"/> Export / Import | <input type="radio"/> Sewerage / Operators |
| <input type="radio"/> Environmental | <input type="radio"/> Textile / Garment |
| <input type="radio"/> Food & Beverages | <input type="radio"/> Trading / Retail |
| <input type="radio"/> Government/Military | <input type="radio"/> Water Supplies |
| <input type="radio"/> Hospital / Health | <input type="radio"/> Others |

2. Please indicate your job title.

- | | |
|---|--|
| <input type="radio"/> Owner / Chairman | <input type="radio"/> Consultant / Contractor |
| <input type="radio"/> Managing Director | <input type="radio"/> Purchasing / Procurement |
| <input type="radio"/> General Manager | <input type="radio"/> Scientist / R&D |
| <input type="radio"/> Financial Management | <input type="radio"/> Design / Development |
| <input type="radio"/> Marketing / Sales | <input type="radio"/> IT / Telecommunication |
| <input type="radio"/> Technical / Engineering | <input type="radio"/> Others |

3. Are you involved in purchasing or recommending of product to your company?

- Purchase Recommend Neither

4. How many employees are there in your company?

- 1 - 20 21 - 100 Over 100

5. How did you come to know INDO WATER 2007 / IVAC 2007?

- | | | |
|---------------------------------|------------------------------------|--|
| <input type="radio"/> Newspaper | <input type="radio"/> Invitation | <input type="radio"/> Internet / Email |
| <input type="radio"/> Magazine | <input type="radio"/> Others | |

Showing The Way!



PT. NAPINDO MEDIA ASHATAMA

Jl. Kelapa Sawit XIV Blok M1 No.10, Billy & Moon, Pondok Kelapa, Jakarta 13450, Indonesia
 Tel: 62-21 8644756/85, 8650962 Fax: 62-21 8650963 Email: info@napindo.com

TOTAL OVERALL VISITORS

On Site Registered Visitors

REGULAR VISITORS		8060
- Local	7823	
- Overseas	237	
VIP VISITORS		226
- Local	216	
- Overseas	10	
OPENING CEREMONY		266
OVERALL TOTAL		8552

Seminar/Forum's Participants :		507
- USAID Seminar	300	
- Perpamsi Forum	125	
- RIET Forum	12	
- Technical Meeting GTZ I Indo Water 2007	40	
- Ferro Hijau Forum	30	

ON-SITE VISITORS BY COUNTRY BREAKDOWN

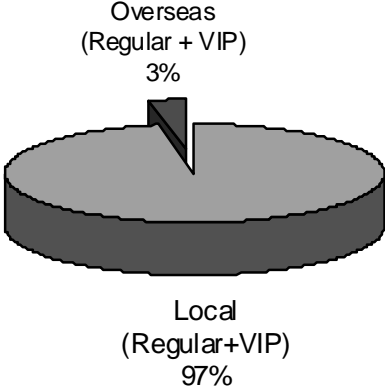
NO	COUNTRY	COUNT	PERCENTAGE
1.	Australia	7	0.08%
2.	China	13	0.15%
3.	Germany	3	0.04%
4.	Hong Kong	4	0.05%
5.	India	3	0.04%
6.	Indonesia	8302	97.08%
7.	Italy	2	0.02%
8.	Japan	7	0.08%
9.	Korea	1	0.01%
10.	Malaysia	87	1.02%
11.	Philippines	3	0.04%
12.	Singapore	96	1.12%
13.	Taiwan	6	0.07%
14.	Thailand	6	0.07%
15.	The Netherlands	6	0.07%
16.	The United Kingdom	1	0.01%
17.	The United States of America	3	0.04%
18.	United Arab Emirates	2	0.02%
TOTAL		8,552	100%

VISITOR STATISTIC

ON-SITE REGISTERED VISITORS

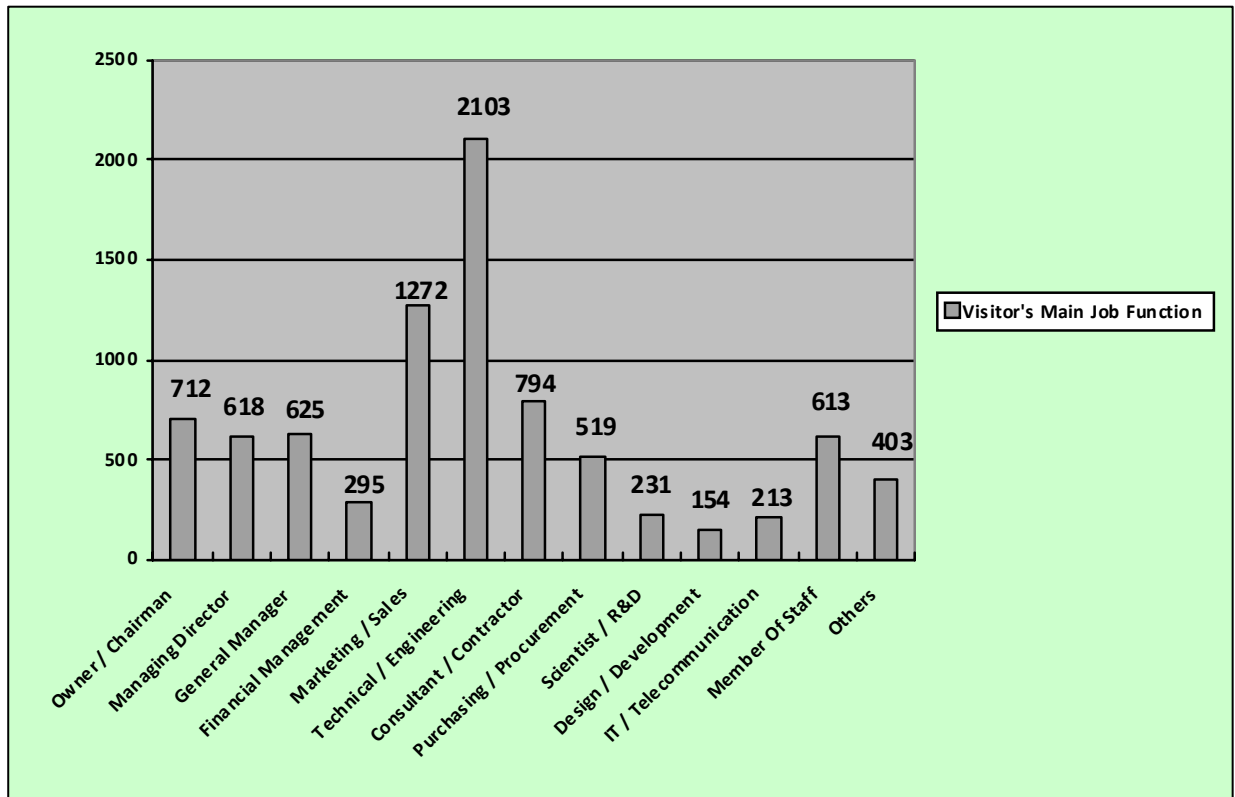
Visitors	Count	Percentage
Local Visitors + VIP	8302	97.08%
Overseas Visitors + VIP	250	2.92%
TOTAL	8552	100%

On-Site Registered Visitors



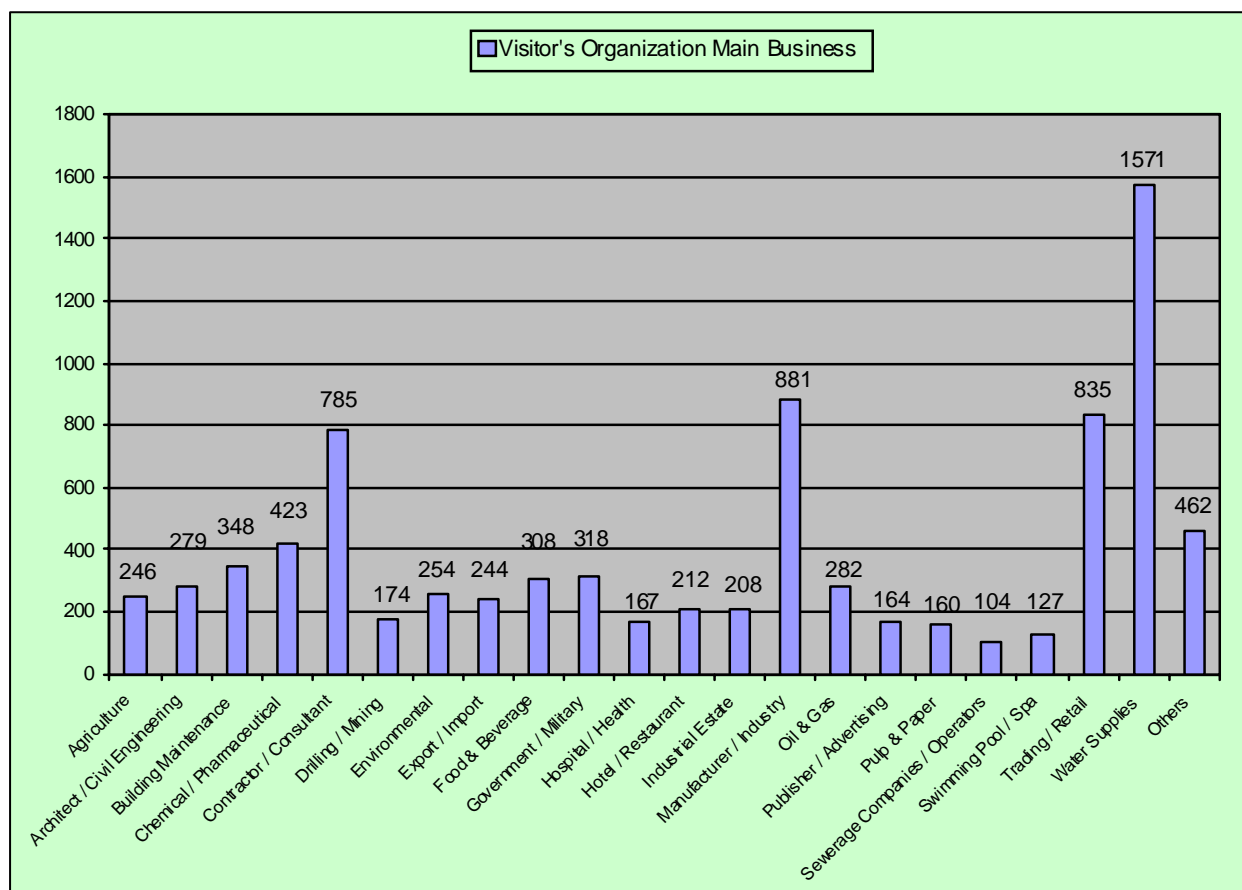
- VISITOR'S MAIN JOB FUNCTION.

	Main Job Function	Count	Percentage
A.	Owner / Chairman	712	8.33%
B.	Managing Director	618	7.23%
C.	General Manager	625	7.31%
D.	Financial Management	295	3.45%
E.	Marketing / Sales	1272	14.87%
F.	Technical / Engineering	2103	24.59%
G.	Consultant / Contractor	794	9.28%
H.	Purchasing / Procurement	519	6.07%
I.	Scientist / R&D	231	2.70%
J.	Design / Development	154	1.80%
K.	IT / Telecommunication	213	2.49%
L.	Member of Staff	613	7.17%
M.	Others	403	4.71%
	TOTAL	8552	100%



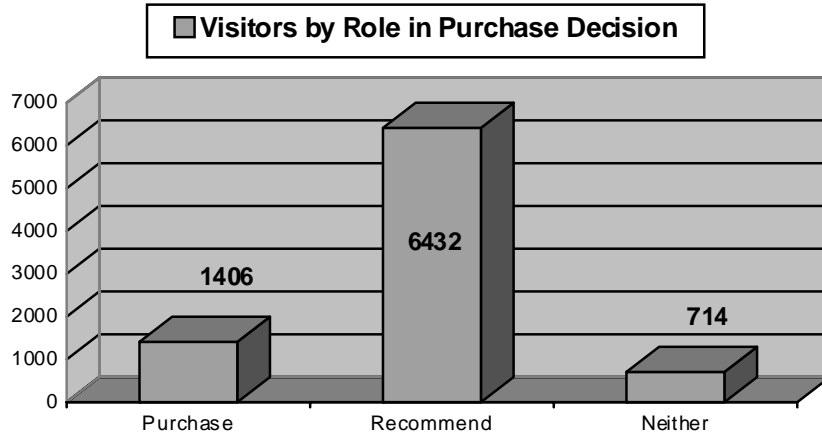
• VISITOR'S ORGANIZATION MAIN BUSINESS

	Company's Main Business	Count	Percentage
A.	Agriculture	246	2.88%
B.	Architect / Civil Engineering	279	3.26%
C.	Building Maintenance	348	4.07%
D.	Chemical / Pharmaceutical	423	4.95%
E.	Contractor / Consultant	785	9.18%
F.	Drilling / Mining	174	2.03%
G.	Environmental	254	2.97%
H.	Export / Import	244	2.85%
I.	Food & Beverage	308	3.60%
J.	Government / Military	318	3.72%
K.	Hospital / Health	167	1.95%
L.	Hotel / Restaurant	212	2.48%
M.	Industrial Estate	208	2.43%
N.	Manufacturer / Industry	881	10.30%
O.	Oil & Gas	282	3.30%
P.	Publisher / Advertising	164	1.92%
Q.	Pulp & Paper	160	1.87%
R.	Sewerage Companies / Operators	104	1.22%
S.	Swimming Pool / Spa	127	1.49%
T.	Trading / Retail	835	9.76%
T.	Water Supplies	1571	18.37%
U.	Others	462	5.40%
	TOTAL	8552	100%



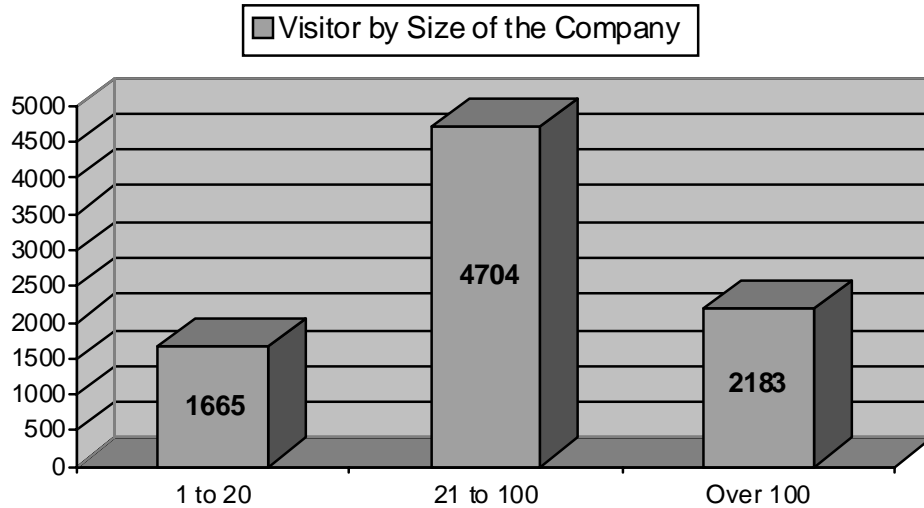
- VISITORS BY ROLE IN PURCHASE DECISION**

	Role In Purchase Decision	Count	Percentage
A.	Purchase	1406	16.44%
B.	Recommend	6432	75.21%
C.	Neither	714	8.35%
	TOTAL	8552	100%



- VISITORS BY SIZE OF THE COMPANY**

	Size of Company	Count	Percentage
A.	1 – 20	1665	19.47%
B.	21 – 100	4704	55.00%
C.	Over 100	2183	25.53%
	TOTAL	8552	100%



- **VISITORS BY HOW TO FIND OUT THIS EVENT**

	How to Find Out this Event	Count	Percentage
A.	Newspaper	3125	36.54%
B.	Magazine	601	7.03%
C.	Invitation/ Direct Mail	3274	38.28%
D.	Internet/Web	1164	13.61%
E.	Others	388	4.54%
	TOTAL	8552	100%

Percentage added up more than 100% as this is a multiple choice question. The percentage is based on the total visitor count 8,552 only.

