2012

Miami Show Report

July 10-12, 2012
Miami Beach Convention Center
Miami, the US

www.chinasourcingfair.com
China Sourcing Fairs in Miami successfully drew 6,002 professional buyers

The second annual China Sourcing Fairs in Miami, which connected buyers from Latin America and North America with Asia-based suppliers, was held successfully from July 10-12, 2012 at the Miami Beach Convention Center, the US. Jointly organized with China's Trade Development Bureau, the country’s trade promotion arm under the Ministry of Commerce, the show covered electronics, gifts and premiums, home products, baby and children’s products, fashion accessories, garments and textiles.

Plus, co-located with the China Sourcing Fairs were the India Sourcing Fairs, which featured a selection of Indian products. This event enabled buyers to source straight from professional Indian suppliers in one convenient location.

Tommy Wong, President of Global Sources Exhibition hosted the opening ceremony. Afterwards he invited the distinguished guests who attended the ceremony to visit the show.

The three-day show attracted 6,002 professional buyers. They were mainly from North, Central and South Americas, the Caribbean, and even some buyers from Europe. Actually, many buyers had flown several hours for this show, a reflection of the influence of the Miami show in the local areas. Just as Heidi Posier at Hip Hop 50’s Shop put it, “This is my second day here and I will be here until tomorrow. I have taken a 7-hour flight just for this show.”

Other buyers also spoke highly of the Miami show. Karen Barron, a US buyer from Goddess Enterprises told us excitedly, “It’s my first time visiting this Fair; it’s amazing. The location obviously is very close. We see lots of new innovative products that we have never seen before.”

Value-added seminars titled such as “Buying from China: What New Buyers Need to Know”, “How to Solve U.S. Customs Issues When Importing from China” etc. were specially arranged at the show floor to offer to buyers market knowledge and experience from industry experts. Besides, there was an Interactive Panel Discussion, which was led by on-the-ground industry experts who delivered the answers and discuss issues relevant to some sourcing concerns, tremendously enhancing values of buyers’ visiting trips.

Distinguished guests who officially opened the Miami show were:
- Cesar Carasa, mayor of the City of West Miami (ex officio)
- Joe Chi, Director, Miami Mayor’s International Council
- Denis Rod, Vice Chairman Asian Affairs - Miami Dade County Office of Economic Development and International Trade
- Liu Cuilan, deputy director-general, Department of Commerce of Jiangxi Province, China
- A P Srivastava, joint director, Federation of Indian Export Organizations, India

Quality buyers who attended the Miami show include:
- 33 Regalos
- Ashford Textiles
- Atlantic tools
- Carouselwear
- Convex Corp.
- D. Ben-Toby, Inc.
- Denovo Products
- Electro AO S.A.S.
- Electro Vision Inc.
- Fitz Design
- Healthtex
- inBrasil
- ITC Group
- Jazwares
- K. HAGE
- Kahn Lucas
- Lamour
- M Boutique
- MCR Group, Inc.
- Medallion Mint
- Passarea
- Polarix
- Ramona Larue
- Source Outdoor
- Sweaters Towers
- Voyage by Design
- And more...

Buyer Testimonials:

I was here last year and had a great time as well. This is a chance to work with different manufactures and to find new ideas that are coming out. It’s always good to come here and find out what is good for business. I’m looking forward to seeing the booth and product photos and everything that went on here on the Online Sourcing Fairs. I guarantee I will be here next time.

Roody Jean, President
The Right Price Inc., the US

It is our first time visiting your show and it is a great experience. We got to know about this Fair by searching the Internet. This Fair has been very organized; everyone here has been very friendly. The products are exceptional and the prices are good. We flew for 2 hours for this show and we will spend three days here.

Camille Aponte, President
My Life Clothes, Puerto Rico
The 2nd annual Miami show saw 16.8% growth with 653 booths

The 2012 China Sourcing Fairs in Miami reported a space growth of 16% over its successful inaugural edition. 530 exhibitors from mainland China, Hong Kong, Taiwan, India and other countries and regions showcased their products in over 650 booths.

Designed for effectively assisting exhibitors in tapping into North and Latin American markets, Global Sources’ EEI (“Explore”, “Exhibit” and “Invest”) program was a big hit at the show. The cocktail reception, as a section of the EEI program, attracted more than 200 attendees. Apart from the mayor of Miami, top executives from Miami Mayor’s International Council, Miami International Airport, Port of Miami and Greater Miami Convention & Visitor Bureau also attended the reception and delivered speeches. Miami Mayor, Tomas Regalado praised Global Sources for bringing this sizable trade fair to Miami for the second year in a row. The mayor expressed his support and the city’s cooperation through his advisor, Joe Chi with Global Sources to promote Miami as an ideal meeting place for Asian, North American, Latin American and Caribbean businesses to develop their to their highest potential.

The Business Matching, another EEI activity, provided chances for exhibitors to conduct in-depth business with local buyers. This activity won widespread praise from onsite. Sima Lie, General Manager of Season Fashions Co. Ltd, said, “I think no other trade show offers a similar service. It is highly efficient for both buyers and exhibitors.”

In addition, exhibitors at the Miami show were entitled to a six-month service of Online Sourcing Fairs. After the Miami show, exhibitors could still enjoy a four-month online exposure at these online shows where their onsite booth images were displayed. Moreover, as an effective way to increase exhibitors’ exposure to buyers, eMail Notification (Global Sources’ another effective marketing tool) will be sent to Global Sources’ active buyers automatically and promptly. The third annual China Sourcing Fairs in Miami will take place in June of 2013. We are looking forward to your participation.

Supporting organizations include:

- China Chamber of Commerce for Import & Export of Light Industrial Products and Arts-Crafts (CCCLA)
- Tianjin Commission of Commerce
- Department of Commerce of Hunan Province
- Department of Commerce of Jiangxi Province
- Dalian Foreign Trade & Economic Cooperation Bureau
- Huhhot Municipal Bureau of Commerce
- China Council For the Promotion of Int. Trade Shanghai Pudong Sub-Council
- CCIT-Suzhou
- Xiamen C & D Its Business Conference Exhibition Co. Ltd
- Fujian Foreign Economic Service Trade Corporation
- China Council For the Promotion of Int. Trade (Shantou)
- China Chamber of Commerce for Import & Export of Light Industrial Products and Arts-Crafts (CCCLA)
- Tianjin Commission of Commerce
- Department of Commerce of Hunan Province
- Department of Commerce of Jiangxi Province
- Dalian Foreign Trade & Economic Cooperation Bureau
- Huhhot Municipal Bureau of Commerce
- China Council For the Promotion of Int. Trade Shanghai Pudong Sub-Council
- CCIT-Suzhou
- Xiamen C & D Its Business Conference Exhibition Co. Ltd
- Fujian Foreign Economic Service Trade Corporation
- China Council For the Promotion of Int. Trade (Shantou)

Exhibiting Countries and Regions

- Mainland China 77%
- Hong Kong 7%
- India 7%
- Taiwan 5%
- Others 4%

Product Categories:

- Electronics 30%
- Fashion Accessories 22%
- Gifts & Premiums 16%
- Home Products 14%
- Garments & Textiles 14%
- Baby & Children’s Products 4%

Exhibitor Testimonials:

- Faruk Ozturk, Founder, CEO
  BLEU Textiles, LLC, Turkey

Lots of buyers are interested in our products. We did some research and learned that attendees in this Fair are high class, serious, and are our target buyers, so we chose this Fair. We are doing well at the Fair. We are happy that we’ve got serious buyers.

- Manuel Hassig
  INOFFCOM, Spain

We have exhibited at the China Sourcing Fairs in Hong Kong for the past four years but this is our first time at the Miami show. We have met more than 60 buyers yesterday and about 50 buyers so far today. The show is the right way for us to promote our brand and try to find distributors.
More than a trade show!

For those who want to expand into overseas markets and win orders, trade shows are the key. They connect you with quality serious buyers who are willing to invest time, money and energy to examine, test and try your products. Unlike traditional trade shows, the China Sourcing Fairs developed an innovative exhibition model to integrate both “physical shows” and “online shows”, maximizing suppliers’ returns on exhibition investment.

Find and meet your target buyers at the China Sourcing Fairs.

• More exposure – instant and flexible online exposure plus face-to-face selling
• More promotion – 180-day promotion before, during and after the shows
• More buyers – reaching buyers online & at the physical shows
• More benefits – effectively generating orders by online and offline channels

For more information and to book a booth, please contact your Account Executive or email us at exhibit@chinasourcingfair.com.