



4 - 7 November 2009

Kuala Lumpur Convention Centre
Malaysia

www.mplas.com

4th International Plastics and Rubber Trade Fair for Malaysia

- **M-PLAS 2009 ends on an upbeat note**
- **Brisk Sales Reported by Exhibitors**

Held from 4 – 7 November 2009 at the Kuala Lumpur Convention Centre, M-PLAS 2009 was opened by Malaysia's Deputy Minister of International Trade & Industry, YB Dato' Jacob Dungau Sagan.

M-PLAS 2009 welcomed 174 exhibiting companies from 19 countries including national and group pavilions from Austria, China, India, Italy, Malaysia and Singapore. The 4-day exhibition presented some of the latest developments, innovations and solutions on plastic and rubber machinery, equipment, products and services to 4,419 visitors from 47 countries.

The next M-PLAS will take place from

➔ **9-12 November 2011.**



Feedback from highly satisfied exhibitors ...

Our participation at M-PLAS 2009 was a good opportunity to show our machines in Southeast Asia and keep in touch with our existing customers. The exhibition provided us with a platform to connect with people in the industry, some from overseas. It was a good experience for us and we saw possibilities for future business.

*Luca Guizzard, Area Sales Manager,
Borghini S.p.A.*

As the market leaders in producing brush making machines, we felt that M-PLAS 2009 was a good opportunity to show and demonstrate the advantage of Boucherie Machines to existing brush makers. This has generated a lot of interest in our machines which will be useful for future business. The exhibition is also good for all technical personal and for people involved in the production side to see and understand our technology.

*S. M. Murali, Manager, Marketing South and Southeast Asia,
Machines Boucherie India Pvt Ltd*

This was a good opportunity for us as we were looking to expand our export market. We had genuine enquiries from other countries such as Iran, Sri Lanka, France, London, Egypt, Cambodia and Vietnam. Some visitors even visited our factory and this show of interest is an indication of possible future business.

*Daryl C. Budiangan, Asst. Business Development Manager,
Everyday Brush Industries (M) Sdn Bhd*

We met good quality visitors and even some interested investors that require our services. Our purpose in participation was to make our market presence felt and we achieved that with M-PLAS 2009. The exhibition gave us the opportunity to meet with existing customers and to also connect with new potentials for more business.

*Chua Hock Keng, Managing Director,
Enge Plas Automation Sdn Bhd*

M-PLAS 2009 was better than anticipated for us and overall it was a good show with good turnover. The visitors were of a superior quality and our participation generated good leads. We were able to show visitors that we can provide the perfect sales experience and are well equipped to serve customers in the region because we have a presence in Asia.

*Charles F. von Claparede, Market Specialist,
Gala Industries Inc.*

We are satisfied with our participation at M-PLAS 2009. We received several good enquiries on our products and have sold our injection moulding machine at the show to a Malaysian company. We have seen many local as well as international visitors and are satisfied with its quality.

*Jason You, Regional Manager,
Injection Molding Systems, Overseas Marketing Team,
LS Mtron Ltd*

We have met visitors from our target industries and were satisfied with the quality of visitors in general. Overall, we were happy with our participation at M-PLAS 2009.

*Toh Cheng Wan, Managing Director,
Chuan Durn Plastic Industries Pte Ltd*

The response has been good for our first participation. There were quality visitors to M-PLAS 2009 from around the region and we received genuine enquiries on our products as well as leads.

*Kelvin Ng, General Manager,
Simeko Ink Industries Sdn Bhd*

We felt that it was important for us to take part in M-PLAS 2009 to reinforce our presence in the market. It was also necessary to show the capabilities of our recently launched products to our existing customers and capture the interest of new potentials. These objectives are important for generating future business and we are happy with our participation because they were met.

*Tee Guan Huat, Sales Manager,
SML Far East Regional Office*

Taking part at M-PLAS 2009 has been beneficial for us as we sold one of our machines. We found that the quality of visitors at M-PLAS 2009 was very professional and we managed to receive many quality enquiries. Overall, we are satisfied with our participation at the exhibition.

*Ho Yupin, Marketing Manager,
WY Machinery Trading (KL) Sdn Bhd*

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Malaysian Plastics
Manufacturers Association



Malaysian Rubber Products
Manufacturers' Association



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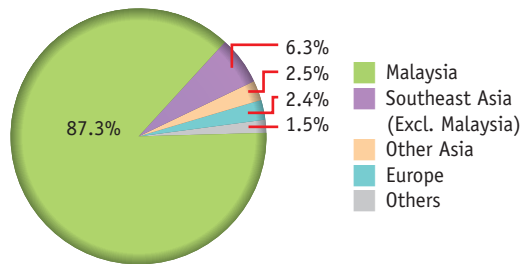
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Visitor Analysis

Visitor Geographic Breakdown



Nature of Business

Manufacturer / Producer	49%
Distributor / Representative	21%
Trader, Importer & Exporter, Wholesaler	16%
Service Provider	9%
Government	5%

Business Profile

Original Design Manufacturers (ODMs)	24%
Extruders	17%
Original Equipment Manufacturers (OEMs)	14%
Contract Manufacturers (CMs)	13%
Moulders	11%
Converting Processors	11%
Mould, Tool & Die Manufacturers	10%

Visitor Product Interest*

Raw Materials	
Additives / Composites / Compounding Ingredients	28%
Commodity Thermoplastics	14%
Engineering Thermoplastics	23%
Rubbers / Elastomers	26%
Machinery / Equipment	
Blow Moulding / Injection Stretch Blow Moulding	14%
Compounding	10%
Compression & Transfer Moulding	6%
Extrusion Blown / Cast Film	15%
Injection Moulding	19%
Profile Extrusion / Sheet Extrusion	10%
Recycling	11%
Rotational Moulding	6%
Vacuum / Thermoforming	6%
Rubber Related Machinery and Equipment	13%

Visitor Breakdown by Industries*

Plastics & Rubber	28%
Packaging / Printing	24%
Automotive / Transportation	15%
Chemical / Petrochemical / Refining/Offshore/Marine	14%
Electronics / Electrical / Mechanical Engineering Services	13%
Building / Construction	9%
Household / Leisure Goods	5%
Information Technology / Telecommunications	5%
Mould & Die	5%
Medical / Pharmaceutical	4%

Primary Job Function

Senior Management	33%
Sales & Marketing	20%
Technical Management	14%
Production / Manufacturing Management	8%
Consultant	6%
Purchasing / Procurement	6%
Engineering / Design Management	5%
Research Development	5%
Maintenance / Quality Control	3%

Ancillaries / Auxiliaries	
Automation, Robotics & Parts Handling	13%
Blending / Mixing / Feeding / Dosing	11%
Bulk Storage & Material Handling	6%
Heating, Cooling & Temperature Control	8%
Hot Runner Systems	6%
Measuring Control & Test Equipment	8%
Printing, Laser Marking	11%
Size Reduction, Crushers, Scrap Reclaim	5%
Tooling (Mould, Die, Components)	10%
Welding	5%
Products / Services	
CAD / CAM / CAE & Other Software	6%
Contract Manufacturing / Assembly Services	9%
Material Formulating / Compounding	13%
Plastic Injection Moulding	26%
Rubber Injection Moulding	13%

* multiple response