



CBI
Ministry of Foreign Affairs

CBI Product Factsheet:

Axial and centrifugal fans in Europe

Introduction

Europe is one of the largest markets for fans in the world, and the market share of developing countries has been gradually increasing over the past five years. Two market-entry strategies merit further investigation: supplying to European importers and supplying to European fan producers. In each situation, exporters from developing countries should focus on a few special fans within their range of product.

Product description

Fans are commonly classified as axial, centrifugal (or radial) or cross-flow fans. This survey covers axial and centrifugal fans.

One chapter in the CN nomenclature refers to fans: Chapter 8414. This chapter of codes was selected for this survey. The classifications are presented in Table 1. Note that several of the codes from Chapter 8414 have been excluded from the selection, as they relate to applications other than the processing industry (e.g. fans and domestic-type ventilating or recycling hoods). Table 1 also shows the Prodcom codes used for the production and demand statistics for fans.

Table 1: Selected products, based on CN and Prodcom nomenclature

Subsector and product group	CN code	Prodcom code	Description
Fans, other than table, floor, wall, window, ceiling or roof fans	84145920	28.25.20.30	Axial fans (excl. table, floor, wall, window, ceiling or roof fans, with a self-contained electric motor with output ≤ 125 W)
	84145940	28.25.20.50	Centrifugal fans (excl. table, floor, wall, window, ceiling or roof fans, with a self-contained electric motor with output ≤ 125 W)
	84145980	28.25.20.70	Fans (excl. table, floor, wall, window, ceiling or roof fans, with a self-contained electric motor with output ≤ 125 W, axial and centrifugal fans)

Source: *Globally Cool, based on CN and Prodcom Nomenclature (2014)*

Axial fans move air parallel to the shaft around which the blades spin, along the axis of rotation (Illustration 1). They are used in various applications, from domestic (e.g. ceiling fans) to industrial (e.g. engine cooling fans), in which a large volume of flow is required. Axial fans are typically cheaper, quieter and of a simpler construction than comparable centrifugal fans, which are generally used in applications requiring more pressure for a given air volume.

Centrifugal fans move air in a radial direction relative to the shaft (a change in direction of the airflow) and increase its pressure, using centrifugal force generated by the rotation of blades mounted at angles on the fan wheel (Illustration 2). The blades of the fan wheel can be forward-curved (for high flow and relatively low pressure), backward-curved (for medium flow and high pressure) or radial (for low flow and high pressure). Centrifugal fans are widely used in domestic and industrial applications requiring higher pressures (e.g. leaf blowers and air conditioning systems).

Illustration 1: Axial fan

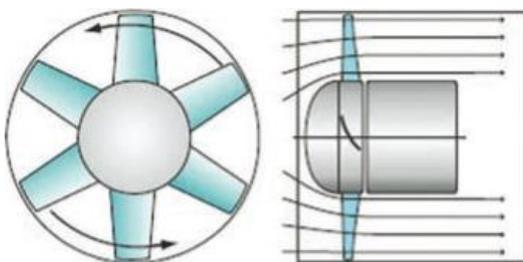
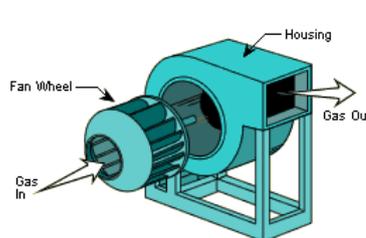


Illustration 2: Centrifugal fan



The geographic scope of this study comprises the EU28 area and Norway. However, in certain parts of this survey (e.g. trade statistics, macro-economic indicators, market channels and segments, and useful resources), the focus is on a selected group of countries: Germany, Italy, the United Kingdom, France and the Netherlands. These countries are the largest importers of fans in Europe. In this survey, references to 'focus countries' concern the selection of these five countries, unless stated otherwise.

The fan specifications required by European buyers are described below. Illustrations 3–6 display examples of fans sold in Europe, and Illustration 7 provides an example of fans packaged for transport.

Material and design

The material and design used should be in accordance with customer specifications and dependent upon the application. Each application has specific flow and pressure requirements. For example, fans used in toxic environments require extreme corrosion, abrasion or temperature resistance. Although standard or pre-engineered designs might suffice for relatively simple application requirements, custom designs (possibly based on a catalogue model) might be needed for applications with more complex requirements. Axial fans generally have two to six blades, whereas centrifugal fans may have a larger number of blades, especially if they are forward-curved. Fan shafts, blades and housings or cases can be made of various materials, including aluminium, (carbon) steel and plastic, with various coatings.

Documentation

Fan importers require associated reports about the quality and specification of the material used, registration of critical process parameters and test reports, along with traceability reports for the batches of products manufactured.

Labelling and packaging

Fans are labelled to indicate the type, batch and serial number, producer, weight, kW input, FLC, SC and other details of the fan. To comply with the [Ecodesign Directive 2009/125/EC](#), as well as the CE mark, the label on the fan must include the Fan Motor Efficiency Grade (FMEG), measurement category/installation type (A-D), efficiency category (static or total), overall efficiency of the product at its optimum energy efficiency point (Specific Fan Power, SFP) and, if applicable, confirmation that the calculation of fan efficiency is based on the use of an Inverter (VSD).

Fans may be individually packed in crates or boxes, most of which are made of wood or cardboard. The packaging also depends upon the characteristics of the fan (e.g. size). Plastics are also used for additional packaging purposes.

Note: If you use wood packaging materials to export products to Europe, you must abide by the health (phytosanitary) requirements that have been specified for these materials. In practice, this means that the wood must have undergone heat treatment or been fumigated with methyl bromide.

Packaging is always labelled, not only for the purposes of identification during transport, but also to indicate the quantity, weight, the products themselves and the producer's name. Customers are likely to have their own (additional) packaging requirements and preferences. In most cases, the packaging and labelling requirements are included in the customer's specifications.

Quality and quantity

In Europe, the quality standards of individual companies are likely to vary from one country to another. For example, those in Northern Europe are generally higher than those in Central and Eastern Europe. Quality standards affect many aspects of a product, including its finishing and painting (the visual-optical qualities or the appearance of the fan), packaging requirements and accessory documentation.

Order volumes follow the customer's standards and requirements. As a general guideline, transport of standard fans from overseas countries to Europe is viable only for full container loads.

Illustration 3: Axial ceiling fan



Illustration 4: Cased axial-flow extract fan



Illustration 5: Backward-bladed centrifugal fan



Illustration 6: Forward-bladed centrifugal fan

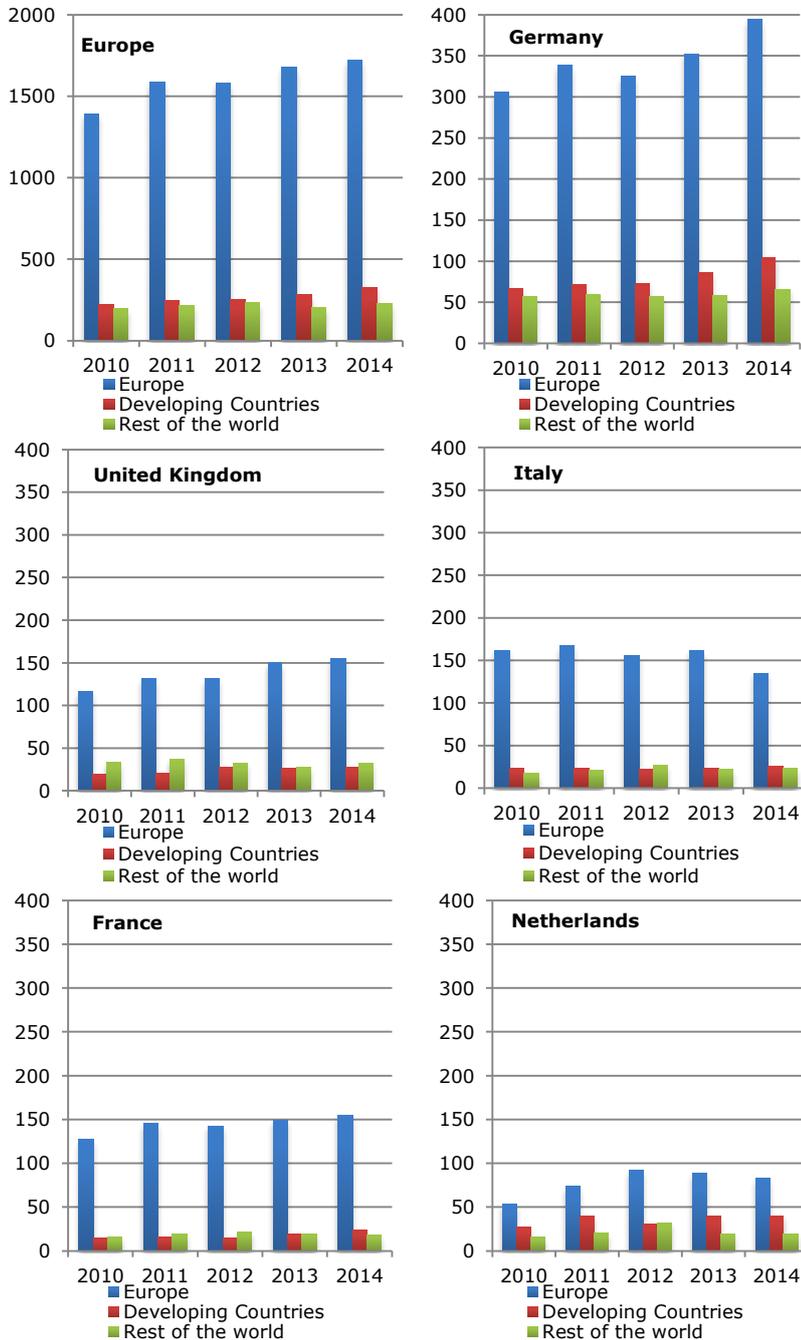


Illustration 7: Fans ready for transport



What is the demand for fans in Europe?

Figures 1–6: Imports of axial and centrifugal fans into Europe and focus countries by main origin (2010–2014), in € million



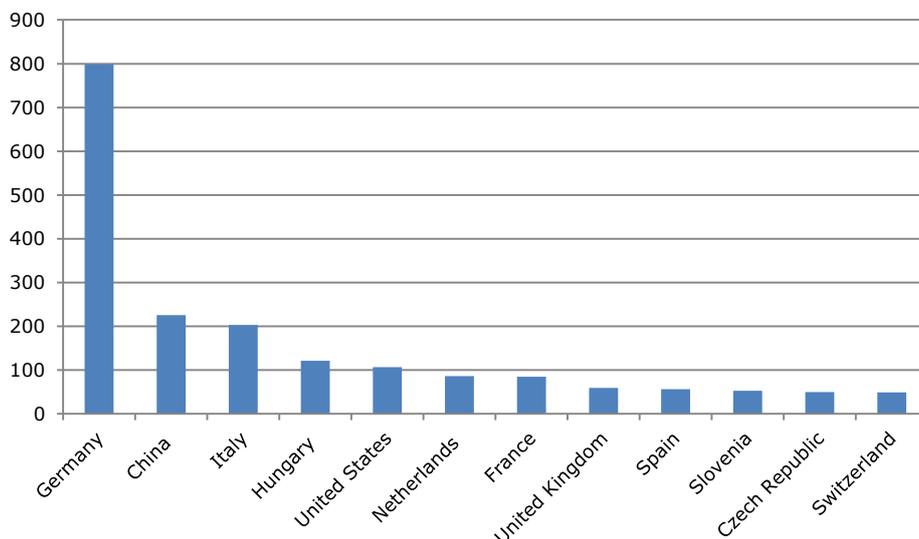
- European imports of fans reached €2.3 billion in 2014, following an average annual growth of 5.8% in the 2010–2014 period. These imports are expected to show moderate growth in the next few years, in the range of 2%–4%.
- Most imports originate from intra-European sources (76% of all imports). More specifically, they come from Germany and Italy, the two leading producers in Europe.
- In 2014, the share of developing countries in European imports reached 14%, which was two percentage points higher than in 2010. Imports for developing countries consist predominantly of labour-intensive products that are not overly complicated in a technical sense.
- Imports from developing countries are dominated by China, followed at some distance by Thailand. For the coming years, no substantial changes are expected to take place in the list of suppliers to Europe from developing countries, and the share of developing countries is expected to show a modest growth, in the range of 0%–2%.

- Imports in the category 'rest of world' include fans from several medium-sized and large producers of industrial fans. The USA is the largest supplier in the category 'rest of the world', followed by Japan, Taiwan and Hong Kong.
- In 2014, the five focus countries accounted for 57% of all European imports, together constituting the five leading importers, with Germany in first place, followed by the United Kingdom, France, Italy and the Netherlands. Interestingly, with regard to the share of imports from developing countries, the Netherlands (28%) and Germany (19%) perform well above the European average (14%); thus also ahead of Italy (14%) and slight under-performers, including the United Kingdom (13%) and France (12%).

Tip:

- All of the focus countries are large importers of fans. Target importers or producers in these countries in order to gain access to these markets. Although Germany may appear to offer major opportunity in terms of market size, the other four focus countries also offer good opportunities, as they are reasonably open towards trade with developing countries. The only exception may be France, which should be considered only by exporters from North African (French-speaking) countries (e.g. Tunisia and Morocco).

Figure 7: Leading suppliers of axial and centrifugal fans to Europe (2014), in € million

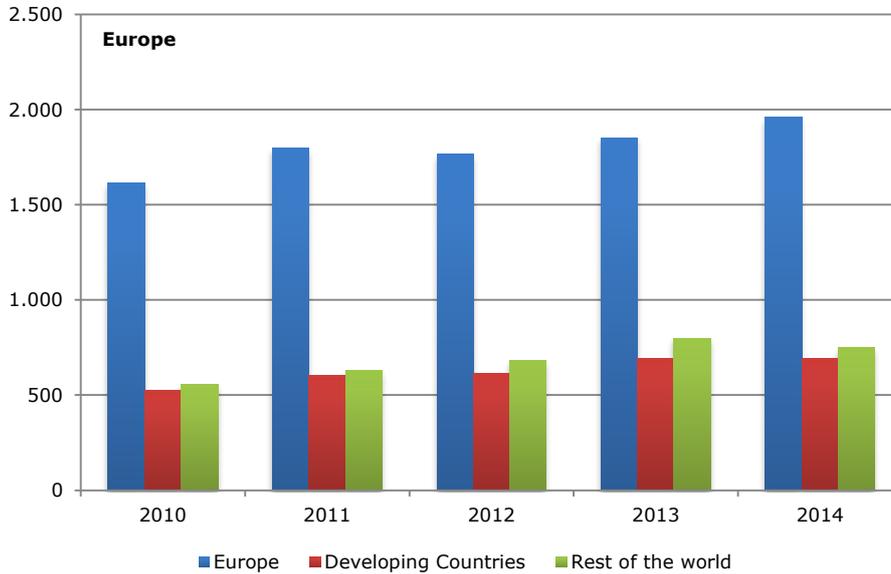


- As indicated in Figure 7, Germany dominates the European market for fans, followed by China. The same holds for the five focus countries (although obviously not in Germany). Other developing countries that play a role in exports to the focus countries include Thailand (particularly to Germany) and Malaysia (particularly to the Netherlands).
- As the foremost importer, producer and exporter of fans, Germany is importing a growing number of fans from Central European countries (e.g. Slovenia, Poland and the Czech Republic). This development reflects a trend in which German fan companies are shifting at least part of their production to Central Europe, with the aim of lowering production costs. To a lesser extent, the same applies to Italy (which imports more fans from Poland) and France (which imports more fans from the Czech Republic).

Tip:

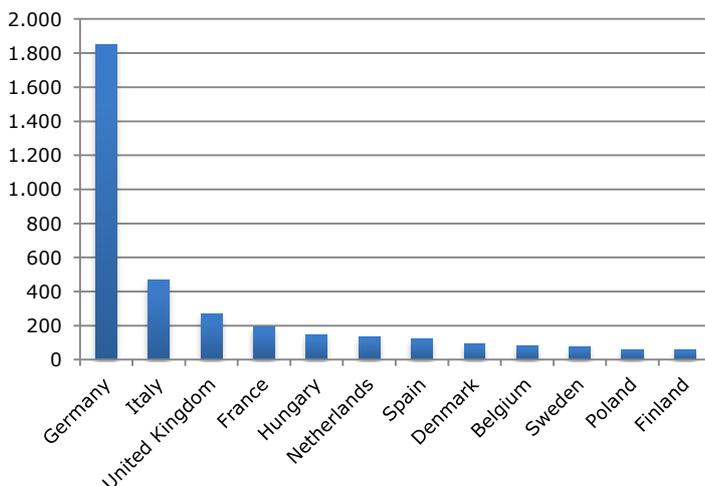
- Benchmark your company against your peers from China and Thailand, as well as from European countries (not only Germany and Italy, but also 'low-cost' countries such as Poland and the Czech Republic). Several factors should be taken into account, including market segments served, perceived price and quality level and countries served. One source that can be used to find exporters of fans by country is the ITC Trade map.

Figure 8: Exports of axial and centrifugal fans from Europe by main destination (2010–2014), in € million



- Europe is a net exporter of industrial fans, as its exports far exceed its imports at €3.4 billion in 2014. European exports of fans are expected to show modest growth in the next few years, in the range of 0%–2%.
- The share of European exports to developing countries amounted to 20% in 2014. Most exports have intra-European destinations (58% of all exports), although this also includes some transit trade of imports originally from developing countries. For the coming years, the share of imports from developing countries is expected to increase slightly to 22%.
- In 2014, the five focus countries represented an impressive 77% of all European exports. This also illustrates their dominant position as fan-producing countries. Not surprisingly, the leading exporter in Europe is Germany, which accounts for 53% of total exports in Europe. Italy is in second place, with the United Kingdom in third place, the Netherlands in fifth place and France in sixth place.
- German exports to developing countries represent 54% of all European exports to developing countries. Of the five focus countries, Italy is in second place, followed by the United Kingdom, France and the Netherlands.

Figure 9: European production of axial and centrifugal fans, by leading country (2014), in € million



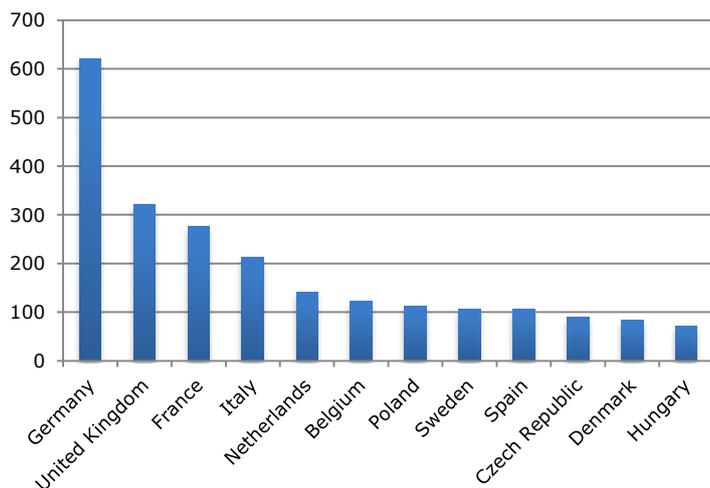
Source: Eurostat Prodcop (2015)

- Total European production amounted to €3.7 billion in 2014, following an average annual increase of 3.9% in the 2010–2014 period. This was due primarily to the weak reference year 2010, as a result of the economic crisis.
- Germany accounted for 50% of total European production in 2014, followed at great distance by Italy (in second place).

Tip:

- As indicated in Figure 9, the five focus countries generate considerable production output. The presence of producers in these countries offers subcontracting opportunities to exporters from developing countries.

Figure 10: European demand for axial and centrifugal fans by leading country (2014), in € million



Source: Eurostat Prodcorn (2015)

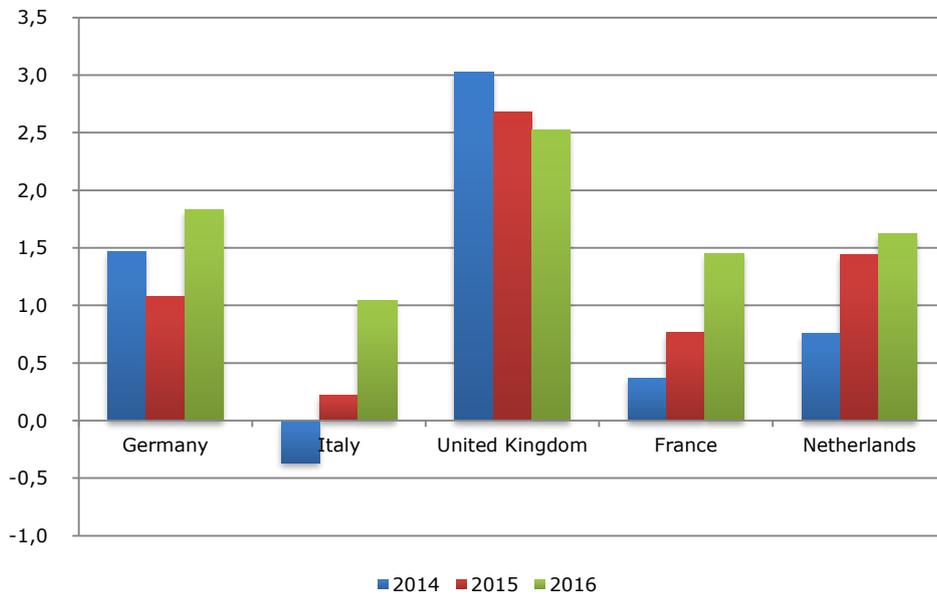
- Total European demand amounted to €2.6 billion in 2014, following an average annual increase of 2.8% in the 2010–2014 period. This was due primarily to the weak reference year 2010, as a result of the economic crisis. Whereas the recovery of demand continues to lag, especially in Italy, France and Spain, recovery is strong in Germany, Hungary, Belgium and the Netherlands.
- The European market is supplied predominantly (for about 80%) by locally produced fans (primarily from Germany). Imports from developing countries account for 12%, with imports from other developed countries accounting for 8%.

Tip:

- The focus countries are among the largest fan markets in Europe. Target importers or producers in these countries in order to gain access in these markets.

Macro-economic indicators

Figure 11: Real GDP in Germany, Italy, UK, France and the Netherlands (2014–2016), % change from previous year



Source: OECD Economic Outlook 96 database

The major determinant of the demand for fans is industrial spending activity. In turn, this demand is stimulated by economic growth. In each focus country, the GDP is expected to show continued year-on-year growth in the years to come, with the exception of a slow start for Italy. This will apparently provide a profound basis for continuous demand and import growth in the coming years.

The profitability of fan imports is influenced by the €:USD exchange rate, as these products sourced globally are paid in USD. While the €:USD exchange rate was not expected to surpass 0.80 until 2020, this occurred in 2015, with the exchange rate even rising above 0.90. This is having a major effect on the price level of imports. This situation is likely to have a negative impact on the level playing field of European imports paid in USD relative to local European production, especially if it persists for several years. It is thus also likely to have a negative impact on the competitive position of exporters from developing countries.

Tip: Although GDP growth forecasts are improving, pricing is and will continue to be one of the most important factors influencing competition. Competitive pricing is essential for exporters from developing countries planning to enter the European market, notwithstanding the high quality requirements.

What trends offer opportunities on the European market for fans?

The most prominent trends in the European fan sector concern technological developments and energy efficiency.

Technological drivers

- European producers will continue to implement new technologies in order to reduce production costs and to secure their competitive edge.
- The demand for high-tech fans that require advanced casting, working and finishing techniques will continue to increase in the next few years. Star performers will continue to include highly advanced or specialised products.
- European customers will continue to require quieter fans without compromising on quality, for which EC (electronic commutation) motors are gaining popularity over AC (alternating current) and DC (direct current) motors. In contrast to AC and DC motors, EC motors are quieter, energy efficient and low maintenance, with long and reliable service lives, paying for themselves in about a year.

Tips:

- The segment for specialised products provides opportunities for producers from developing countries who are able to supply high-tech fans.
- The growing demand for fans with EC motors provides opportunities for producers from developing countries who are able to supply such fans.

Environmental drivers

In sustainable building, construction and other domestic and industrial applications, eco-friendly solutions are becoming more attractive in Europe, driven by environmental legislation and awareness and the cost-effectiveness of energy efficiency. This trend is stimulated by the adoption of the Ecodesign Working Plan 2015-2017, an update of the Ecodesign Directive. It has led to the increased use of innovative production techniques, resulting in greater efficiency and less waste. Companies currently evaluate products on environmental aspects, in addition to such aspects as price, quality and standards. One of the effects of this trend is that the demand for eco-friendly fans has increased, specialising in energy efficiency, low emission and heat recovery. For example, some companies have special eco-friendly product ranges, including the [Vent-Axia Lo-Carbon range](#) and [GreenTech by ebm-papst](#).

Tip:

- The trend towards greater energy efficiency provides opportunities for producers from developing countries who are able to supply certain types of eco-friendly fans.

With which requirements should fans comply in order to be allowed on the European market?

Requirements can be divided into the following categories: (1) musts, which are legal requirements that you must meet in order to enter the market, and (2) additional requirements, which consist of the relatively common requirements that most competitors have already implemented (in other words, requirements that you should meet in order to stay abreast of the market).

A general overview of [EU buyer requirements for pipes and process equipment](#) is available on the CBI Market Intelligence Platform. Additional sources of information on gaining access to the European market include the [EU Export Helpdesk](#) and the [ITC Market Access Map](#).

Musts

- For fans driven by motors with electric input power between 125W and 500kW, the most important legal requirement is compliance with the [Ecodesign Directive 2009/125/EC \(ErP Directive\)](#), which provides consistent Europe-wide rules for improving the environmental performance of 'energy-related products' (ERPs), supporting the '20-20-20 target' by reducing greenhouse-gas emissions by 20%, while increasing the use of renewable energy sources by up to 20% and increasing combined fan and motor energy efficiencies by 20% by 2020. This [FAQ](#) can be useful for translating the Regulation and its requirements into practice.
- Fans intended for use in potentially explosive atmospheres must comply with the [ATEX Directive 94/9/EC](#). The increased clearance required by this directive may have an effect on fan performance. These fans are currently excluded from the Ecodesign Directive 2009/125/EC. Nevertheless, their motor/impeller combinations are required to adhere to the existing efficiency values of Commission Regulation (EU) No 327/2011.
- Depending upon their application and specifications, fans may be required to comply with the [Commission Regulation \(EC\) No 640/2009 for electric motors](#), [Electromagnetic Compatibility \(EMC\) Directive 2004/108/EC](#), [Construction Products Regulation \(EU\) No 305/2011](#), [Pressure Equipment Directive \(PED\) 97/23/EC](#), [Machinery Directive 2006/42/EC](#) and [Low Voltage Directive \(LVD\) 2006/95/EC](#).

Tips:

- European certification (e.g. ATEX, EMC, PED or LVD) requires the involvement of a notified body to certify the fan. In many cases, such notified bodies also offer consultancy services to help producers to meet the requirements. Be aware that notified bodies are often notified for only a part of the conformity assessment procedures, or exclusively for specific sectors (e.g. electrical equipment).
- Consult the European Commission's Blue Guide, which explains how to implement European product rules for industrial products.

Additional requirements

Many customers demand that suppliers work according to such general organisational quality systems as ISO 9001 (version 2008) and process control. Some may also demand compliance with ISO 14001 (environmental) and OHSAS 18000 (labour standards).

In essence, fans should perform safely and reliably in any application. To perform in especially challenging industrial environments, it may be necessary for fans to be resistant to abrasion, corrosion and temperature in order to ensure safety and long service life. Moreover, due to the larger size and relatively higher working speeds, which produce greater force on their rotating structures, fans must be designed to withstand these demands.

The primary requirements of customers are related to the technical aspects of the fans, many of which are covered in CE or other standards. Basic standards (e.g. ISO 12759:2010) can serve as a starting point. Other standards apply to specific market segments, including ISO 5801:2007, 5802:2001 and 12499:1999 for industrial fans. There are also standards that apply to specific types of fans (e.g. ISO 27327-2:2014 for air-curtain units).

The [European Association of Air Handling and Refrigerating Equipment Manufacturers](#) provides [Eurovent Certification](#), which 'certifies the performance ratings of air-conditioning and refrigeration products according to European and international standards'. Technically, this certification is voluntary. In practice, however, it is a must.

Tips:

- Fans produced for the European market must be designed and manufactured with an emphasis on safety, low emissions, simplicity of maintenance, ease of operation and, above all, long and reliable service life.
- Additional details are available on the following websites:
- [ISO Catalogue](#) – Click on [ISO/TC 117](#) (Fans) for an overview of ISO standards.
- Search EN norms in the [online shop of the British Standards Institution](#).
- The [CBI Buyers' Black Box](#) offers additional information on topics that can be decisive for buyers when searching for new suppliers.
- Consider applying for [Eurovent Certification](#) according to the instructions on their website.
- The importance of customer satisfaction should not be underestimated. Although customers obviously attach considerable importance to product quality, but they also attach great value to compliance with delivery times and delivery volumes.
- For information on buyer requirements in the European market in general, refer to the [CBI document on EU Buyer Requirements for pipes and process equipment](#).

Import tariffs

For fans, [a 2.2% duty](#) is levied on European imports from third countries. Several countries benefit from a preferential 0% tariff, including Indonesia, Pakistan, Vietnam, the Philippines, Bosnia and Egypt. The [TARIC database](#) provides additional details relating to Chapter 8414. Note that a Certificate of Origin is required in order to claim a preferential tariff.

Tips:

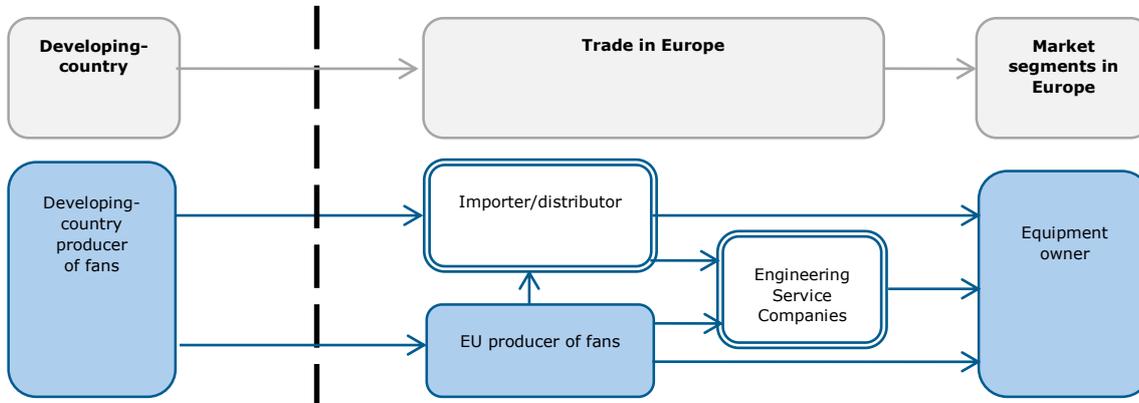
- Exporters from countries subject to a preferential 0% tariff have a slight competitive advantage over competitors from countries without such preferential tariffs.
- A Certificate of Origin is obligatory; note that it must be validated by a local Chamber of Commerce. Additional information is available [here](#).

What do the trade channels and interesting market segments for fans look like in Europe?

The European ventilation industry consists predominantly of small and medium enterprises (SMEs). These fan manufacturers are the most prominent targets in Europe. Producers from developing countries can supply these manufacturers as subcontractors. They can also enhance their opportunities by focussing on a few specialised products. Manufacturers are also the most important targets for such specialised products, as some are likely to be interested in subcontracting some of their production to low-cost countries. Distributors are also viable targets, as they have access to local markets in Europe.

Additional information is available in the CBI document on [Market Channels and Segments for Pipes and Process Equipment](#). The following is an explanation of the types of prospects, including a few examples of each type. Resources that can be used for finding prospects are included in the section 'Useful resources'.

Figure 12: Trade structure for axial and radial fans in Europe



Europe is home to several interesting players. Given the uniqueness of each company with regard to customers, market segments and products, the profile of a potential partner is very important. You are nevertheless quite likely to find a match.

Producers

These companies have strong potential for the supply of fans. Subcontracting offers the best opportunities for specialised products (e.g. special fans).

Examples of producers in the European focus countries include the following:

- Germany: [ebm-papst](#), [EVG Lufttechnik GmbH](#), [Helios Ventilatoren](#), [Maico Elektroapparate-Fabrik GmbH](#), [Rosenberg Ventilatoren GmbH](#), [Ventilatorenfabrik Oelde GmbH](#), [Witt & Sohn AG](#), [ZIEHL-ABEGG SE](#)
- Italy: [Acovent S.r.l.](#), [Boldrocchi S.r.l.](#), [CLIVET S.p.A.](#), [Comefri S.p.A.](#), [Industrie CBI S.p.A.](#), [Nicotra Gebhardt S.p.A.](#), [O.ERRE S.p.A.](#), [SagiCofim](#), [Vortice Elettrosociali S.p.A.](#)
- United Kingdom: [Airflow Developments Limited](#), [Elta Fans Ltd](#), [EnviroVent Ltd](#), [Fans & Blowers Ltd](#), [Howden Group Ltd](#), [Nuair Group](#), [Vent-Axia Ltd](#), [Woodcock & Wilson](#)
- France: [AEIB Ventilateurs](#), [DELTA NEU](#), [ECOFIT](#), [SAFTAIR Ventilation](#), [VIM](#), [Vortice France](#)
- The Netherlands: [Bosa Ventilatoren b.v.](#), [COMBIMAC B.V.](#), [Induvac B.V.](#), [Itho Daalderop](#), [LUTEC Luchttechniek BV](#), [Naaykens Luchttechnische Apparatenbouw BV](#), [Vostermans Ventilation B.V.](#)

Note that this list is not complete, and it is intended only as an illustration of a particular category of companies.

Distributors

Distributors are attractive targets for exporters from developing countries aiming to export large volumes of standard or pre-designed fans. This is because distributors often buy and/or import commodities in relatively large quantities on a scheduled basis. In most cases, the distributor is also the importer. Distributors often have their own stock, thus explaining why they are also called 'stockists'. Products must be kept in stock, as they need to be available for urgent deliveries to end-users. Most distributors offer a range of fans and other ventilation-related equipment for a wide range of industries.

The following are examples of distributors:

- Germany: [ACF Ventilatoren GmbH](#), [Breuell & Hilgenfeldt GmbH](#), [Klimapartner Haustechnische Handels- GmbH](#), [RC-Technik Ventilatoren-Vertriebs GmbH](#)
- Italy: [Green Termal Systems s.r.l.](#), [Lufta s.r.l.](#), [Tecnodelta s.r.l.](#)
- United Kingdom: [Axair Fans UK Ltd](#), [Just Fans Ltd](#), [Northern Fan Supplies LTD](#)
- France: [Deressy Charlas](#), [ETN](#), [MVI](#), [VIF Equipment](#)
- Netherlands: [AirFan b.v.](#), [DE WIT ventilatoren BV](#), [Van Spijk B.V.](#), [Ventilatorenwebshop.nl](#)

Note that this list is not exhaustive, and it is intended only as an illustration of a particular category of companies.

Engineering service companies

Engineering service companies, or 'contractors', build and/or maintain and repair machinery and/or plants that contain fans. They buy only from respected brand manufacturers in developing countries, and their customers are equipment owners. Note that these equipment owners may own and manage installations all over the world, and they are likely to allocate installation or maintenance projects for any of these installations to their European engineering service companies. A large share of a service company's activities, engineering, procurement and commissioning takes place in Europe, while actual installation takes place directly at the relevant location, anywhere in the world.

Useful resources

Several useful resources are listed below for each focus country.

Germany

- Finding prospects: [German Commercial Agents Directory](#), [VDMA market](#), [Wer liefert was?](#)
- Associations: [BDI](#), [Fachverband Gebäude-Klima e. V.](#), [Herstellerverband Raumlufttechnische Geräte e.V.](#), [VDI-Gesellschaft Bauen und Gebäudetechnik](#)
- Magazines and news: [Chemie Technik](#), [HLH](#), [Industrie](#), [Industrie Anzeiger](#), [Scope](#), [Springer VDI Verlag](#)
- Trade fairs: [Chillventa](#), [Cleanzone](#), [Hannover Messe](#), [ISH Aircontec](#), [IFH/Intherm](#), [Light + Building](#), [SHKG](#)

Italy

- Finding prospects: [Azienda in fiera](#), [FNAARC](#)
- Associations: [AiCARR](#), [ASSOCLIMA – Manufacturers of Air-conditioning Systems](#).
- Magazines and news: [AiCARR Journal](#)
- Trade fairs: [Clima Expo Roma](#), [Klimahouse](#), [Mostra Convegno Expocomfort](#), [Saie Building Innovation Exhibition](#)

United Kingdom

- Finding prospects: [Applegate Directory](#), [Hotfrog](#)
- Associations: [Building & Engineering Services Association](#), [Chartered Institution of Building Services Engineers](#), [Federation of Environmental Trade Associations \(Heating, Ventilating and Air Conditioning Manufacturers' Association, Fan Manufacturers' Association\)](#)
- Magazines and news: [CIBSE Journal](#), [Heating and Ventilating Review](#), [Industry.com](#), [Modern Building Services](#)
- Trade fairs: [Ecobuild](#), [Facilities Show](#), [London Build Show](#), [MACH](#), [Subcon](#)

France

- Finding prospects: [Cylex](#), [Hotfrog](#)
- Associations: [AFM](#), [AICVF](#), [Uniclimate](#)
- Magazines and news: [Axes Industries](#), [CVC](#), [Industrie & Technologies](#), [Usine Nouvelle](#)
- Trade fairs: [Climamed](#), [Fan](#), [Industrie](#), [Midest](#), [Pollutec](#), [Sepem Industries](#)

The Netherlands

- Finding prospects: [Products 4 Engineers](#)
- Associations: [VLA](#), [FME](#), [KNVvK](#)
- Magazines and news: [Engineersonline](#), [Metaalmagazine](#), [RCCK&L](#), [Technisch Weekblad](#)
- Trade fairs: [ESEF](#), [Industrial Processing](#), [Techni-Show](#), [Technische Industriële Vakbeurs](#)

Other general resources

- Finding prospects: [ABC Business Directories](#), [Europages](#), [Kompass](#)
- International associations: [Air Movement and Control Association \(AMCA\) International](#), [European Ventilation Hygiene Association](#), [European Ventilation Industry Association](#), [Federation of European Heating, Ventilation and Air Conditioning Associations](#)
- International magazines and news: [inmotion](#), [REHVA European HVAC Journal](#)
- Trade fair databases: [AUMA](#), [Eventseye](#), [toFairs.com](#)
- Trade statistics: [Eurostat](#), [ITC International Trade Statistics](#)
- Other: [EU Export Helpdesk](#), [Kwintessential](#)



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This survey was compiled for CBI by Globally Cool creative solutions for sustainable business,
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