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2010中国客车  
海外市场采购指南

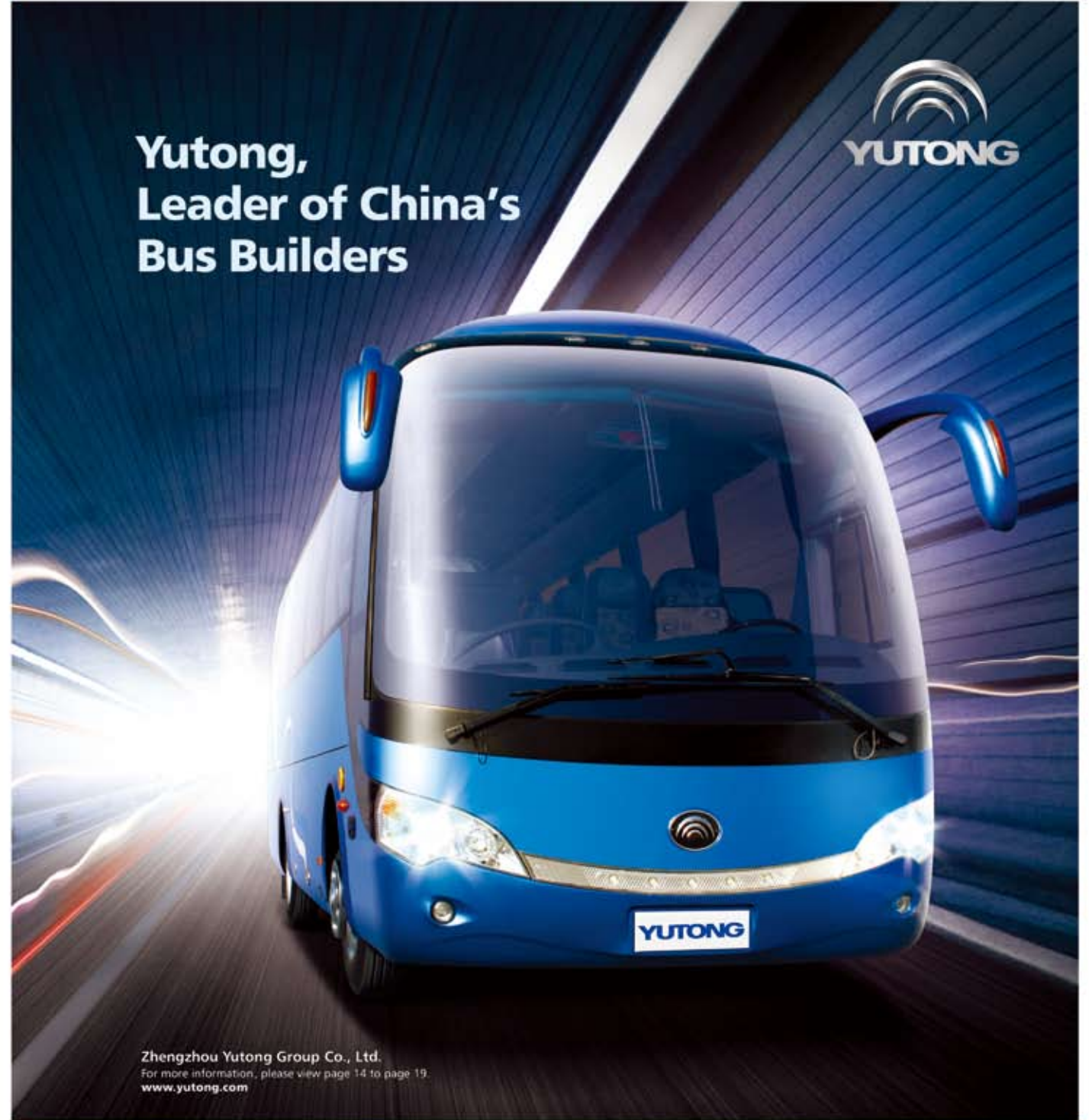
China Buses 2010 Guide

# China Buses 2010 Guide

Chinabuses Famous Brands  
Overseas Recommendation

# 2010中国客车 海外市场采购指南

Official Guide  
Distributed by www.chinabuses.org



Yutong,  
Leader of China's  
Bus Builders



Zhengzhou Yutong Group Co., Ltd.  
For more information, please view page 14 to page 19  
www.yutong.com

中国客车网  
CHINABUSES.ORG  
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Address:  
Room 332, B Block, Beijing Venture Plaza, No 11 Anxiangbelli, Chaoyang District, Beijing, 100101, P.R.China

Year 2009 | Countries & Regions Covered 60

Year 2008 | Countries & Regions Covered 56

Year 2007 | Countries & Regions Covered 46

Year 2006 | Countries & Regions Covered 40

Year 2005 | Countries & Regions Covered 35

Year 2004 | Countries & Regions Covered 30

Year 2003 | Countries & Regions Covered 25

Year 2002 | Countries & Regions Covered 20

Year 2001 | Countries & Regions Covered 15

Year 2000 | Countries & Regions Covered 10

Year 1999 | Countries & Regions Covered 5

Year 1998 | Countries & Regions Covered 5

Year 2008 | Sales Volume 13,193

Year 2009 | Sales Volume 15,344



## ALWAYS ON YOUR WAY

In 1988, we built our first coach.

Though King Long has since improved, we were proud of it. We knew that someday, King Long would be the King of bus & coach. We believed it.

22 years later, King Long buses are running in every part of the globe.

In 2009, King Long sold 15,344 buses with total sales revenues of RMB5.02 billion and had exported products to 59 countries and regions, and developed over 40 agents and service providers abroad.

With great focus, King Long is driving towards a prosperous future, and always on your way.



*Come on Joyride*

FIRST CLASS GERMAN TECHNOLOGY

Youngman bus, a leader brand in China top bus market, its products cover all the bus field as high-way coach, tourist coach, city bus, special bus, etc., the market share of top bus in domestic is up to 80%; luxury low-floor city bus security the monopoly position for a long time; its products expert to many countries and districts like Europe, America, Russia, South Korea, Singapore, Middle-east



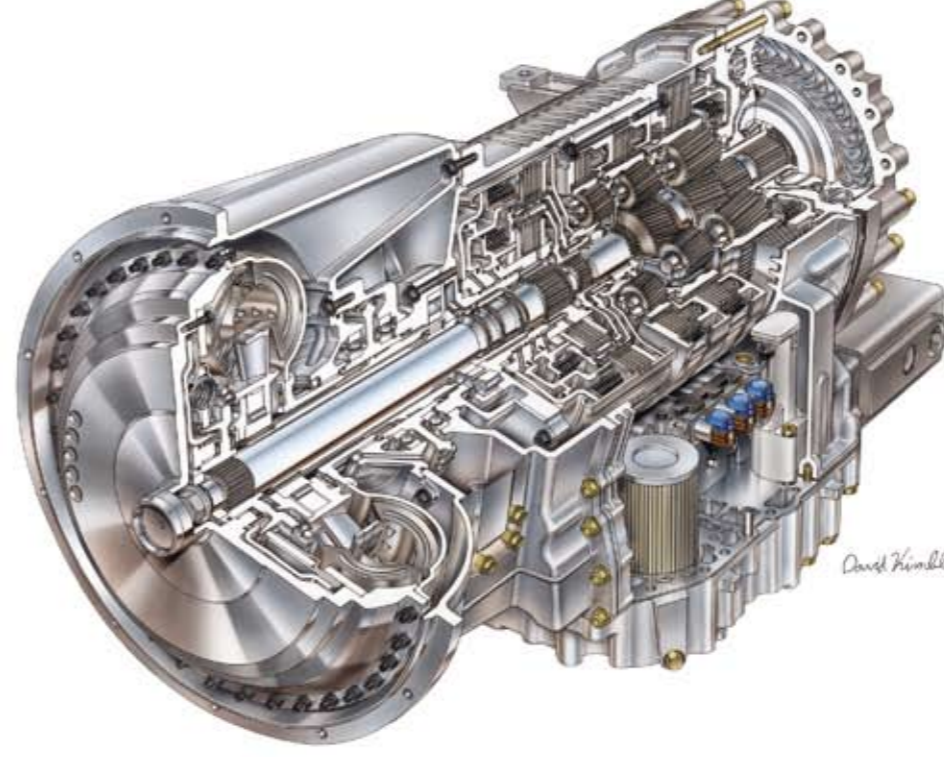
青年汽车  
YOUNGMAN

China Youngman Group Add: No.501 Badia Zhong Road, Jinhua, Zhejiang, China P.O.:321016

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Bus fleet operators and drivers rely on the dependable and durable Allison transmissions, to provide a smooth and safe ride, always.

Allison advanced technology and global customer support, provides maximum uptime and value for bus companies, the world over.

For detailed Allison product information, go to page 102-103.

**YCK6128HGN** Passenger Bus is a 12 meters tourist bus newly developed by Zonda Bus in 2010, with modesty modeling, dignified noble design, concise lines, and smooth and plump surface combining with side embossed ribbon-style design, giving a strong intensity feeling and fully shows the quality and temperament of modern passenger bus.

## YCK6128HGN **B7**

- Use: Middle and short distance transportation / Tourism
- Dimension: 11980 × 2500 × 3600
- Seating capacity: 24-53+1+1
- Engine model: YC6L330-30
- Exhaust standard: Euro III



## YCK6129HGD **B9**

- Use: Middle and short distance transportation / Tourism
- Dimension: 12000 × 2540 × 3960
- Seating capacity: 51+1+1(24-61)
- Engine model: YC6L330-30
- Exhaust standard: Euro III



## YCK6898HP **B5**

- Use: Middle and short distance transportation / Tourism
- Dimension: 8960 × 2500 × 3450
- Seating capacity: 37+1+1
- Engine model: YC6J245-30
- Exhaust standard: Euro III

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## The Distribution of China Buses and Coaches Manufacturers



- |   |   |
|---|---|
| <b>A.</b> Liaoning SG Automotive Group Co., Ltd Huanghai Bus        | <b>N.</b> Shanghai Sunlong Bus Co., Ltd                       |
| <b>B.</b> Beijing New Energy Bus Branch, Beiqi Foton MOTOR Co., Ltd | <b>O.</b> Shanghai Sunwin Bus Corporation                     |
| <b>C.</b> Beijing North Huade Neoplan bus Co.,Ltd                   | <b>P.</b> Xi'an Silver Bus Corporation                        |
| <b>D.</b> Baoding Changan Bus Manufacturing Co.,Ltd                 | <b>Q.</b> Chongqing Hengtong Bus Co., Ltd                     |
| <b>E.</b> Zhongtong Bus Holding Co., Ltd                            | <b>R.</b> Anhui Ankai Automobile Co., Ltd                     |
| <b>F.</b> Yantai Shuchi Vehicle Co., Ltd                            | <b>S.</b> YOUNG MAN Automobile Group                          |
| <b>G.</b> Zhengzhou Yutong Group Co.,Ltd                            | <b>T.</b> Xiamen King Long United Automotive Industry Co.,Ltd |
| <b>H.</b> Henan Shaolin Auto Co., Ltd                               | <b>U.</b> Xiamen Golden Dragon Bus Co.,Ltd                    |
| <b>I.</b> Higer Bus Company Limited                                 | <b>V.</b> Jiangxi KAMA Business Bus Co., Ltd                  |
| <b>J.</b> Zonda Group   | <b>W.</b> Hunan CSR Times Electric Vehicle Co., Ltd           |
| <b>K.</b> Yaxing Motor Coach Co., Ltd                               | <b>X.</b> Guilin Daewoo Bus Co., Ltd                          |
| <b>L.</b> Mudan Automobile Shares Co., Ltd                          | <b>Y.</b> Shenzhen Wuzhoulong Motors Co., Ltd                 |
| <b>M.</b> Jiangsu Youyi Automotive Co., Ltd                         | <b>Z.</b> Zhuhai Guangtong Automobile Co., Ltd                |

**Join China Buses and Coaches Visiting**  
<http://www.chinabuses.org/spotlight/visit/index.htm>

## 主编致辞

继2004年，2005年，2006年，2007年，2008年，2009年，《中国客车海外市场采购指南》已经连续编辑了6期，《中国客车海外市场采购指南》以全面的介绍、详尽的数据，得到了海外读者及采购买家的认可和欢迎。

2010年4月，《2010中国客车海外市场采购指南》再度出刊，发布了2010年度中国客车海外市场的最新车型，27家整车企业，160款客车产品，以及16家配套企业被收录，成为了中国客车海外买家最权威的采购选择参考指南。

2005年以来，越来越多的中国客车出口到世界各地，服务于全球公共交通，这是一项伟大的事业。中国客车受到全世界用户欢迎的原因在于：1、中国拥有全世界最大的道路公共交通市场，造就了中国客车业“研发、制造、配套、配件、服务”完善的产业链体系；2、中国相对便宜的劳动力市场，使得劳动密集型的客车制造成本相对较低；3、中国客车业与世界先进客车技术交流，加速了中国客车业的技术进步；4、全球化的客车零部件采购体系，使中国客车已经接近世界先进客车技术装备水平。

“品牌、质量、价格、服务”，是选择采购客车重点评估的因素，全面地评估才能成功地采购。价格是采购者最敏感的因素，合理的价格才会带来合理的品牌、质量与服务；廉价将可能失去美誉的品牌、可靠的质量与完善的服务。

我们倡导：中国客车以“合理的价格、欢迎的品牌、可靠的质量、完善的服务”持续的服务全球道路公共交通事业。

中国客车英文网总编辑：吴永强



China Buses Guide 2010



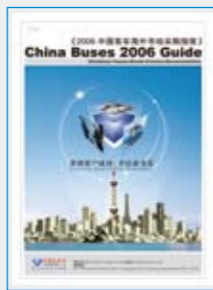
China Buses Guide 2009



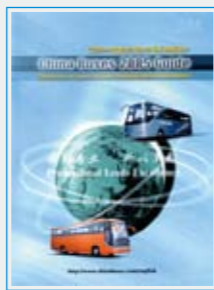
China Buses Guide 2008



China Buses Guide 2007



China Buses Guide 2006



China Buses Guide 2005

## Chief Editor's Message



China Buses Guide (now available in both printed and electronic format) started its publication in 2004. Providing convenient and low-cost access to the up-to-date product spectrum of the entire Chinese bus & coach industry, the ever-enlarging annual edition has been incredibly well received by overseas customers and prospective buyers thanks to its informative content and latest data about China's bus & coach industry.

In April, 2010, China Buses Guide once again presented itself to the public on time. By publicizing the latest 160 bus & coach models, and introducing 27 bus and coach builders, 16 manufacturers of auxiliary parts, the Guide book has now become an authoritative reference book for prospective overseas buyers.

Since 2005, China's exports of buses & coaches have been on a fast and steady rise. Currently, buses & coaches made in China can be easily seen in the public transport systems in many parts of world. Why do they enjoy such a popularity around the globe? The reasons behind can be summarized as follows: first, China boasts the largest public transport market on earth, which has in turn nurtured a sound industrial chain for research & development (R&D) and production of buses & coaches as well as provision of post-sales services; second, due to the relatively inexpensive labor costs and the labor intensiveness of the bus & coach manufacturing industry, China's buses & coaches are extremely competitive in the international market; third, the constant technological exchange between China's bus & coach builders and their advanced counterpart around the globe has significantly enhanced the development of the once fledgling industry in China; fourth, Chinese bus & coach builders' globalized parts & accessories supply system has equipped their products with internationally advanced devices.

As for bus & coach buyers, "brand, quality, price and service" are four most important factors while making the purchase decisions. A comprehensive evaluation of these factors will thus ensure a successful business deal and even long-term business relationships.

Believing that Chinese buses & coaches, with reasonable prices, well established fame, reliable quality and post-market services, will continue its brisk growth in the international market in the years ahead, and we sincerely hope China Buses Guide 2010 will serve as a good guide for your business to grow faster and stronger.

WU Yongqiang  
Editor-in-Chief of www.chinabuses.org

## Brief Introduction of www.chinabuses.org

WWW.Chinabuses.Org is the sole professional window to overseas market that creates an international communication platform for global bus industry, building a bridge between Chinese and overseas market and offering many business opportunities. The website gains support and trust from people of more than two hundred countries and areas.

WWW.Chinabuses.Org was founded in 1999 with the help of European Consultant under overseas spreading background, becoming the earliest and sole domestic professional media. Both overseas and domestic customers and manufacturers had noticed the website at the beginning and sent consulting and purchasing information.

What do we do?

- We present your brand name to readers across the globe;
- We break your corporate news around the world;
- We provide your sales team with prospective customers;
- We lead your prospective customers to your negotiating table;
- We assist you to grow locally and globally.

## China Bus Industry Overseas Market Development Seminar 2010

On 30 January 2010, the 4th “China Bus Industry Overseas Market Development Seminar 2010” hosted by www.chinabuses.org took place in Beijing. The delegates from the bus builders, famous international auto parts producers, end users and experts home and abroad attended this conference.

This seminar aims at providing a communicating platform for the Chinese bus manufacturers and related parts industry to make discussion of the hot topics, getting an agreement and creating an orderly and good overseas marketing environment for the development of the Chinese buses in the global market in future. Each year, a seminar will be held by www.chinabuses.org at regular intervals with a constructive topic for builders and customers.

第四届影响中国客车业·中国客车行业海外市场发展座谈会



## Great Influence to China Buses Industry Awarding of Chinabuses' Readers Survey



A power affecting a person, thing, or course of events, especially one that operates without any direct or apparent effort is called influence. Influence has a magic power and it is influencing today and future. Great Influence to China Buses Industry is an activity that was sponsored by chinabuses.com and chinabuses.org. Through on-line voting and forum, we deeply hope that it could bring a good platform for China buses industry to exchange ideas and do discussion. It is not only a voting, but also a significant project. Great Influence to China Buses Industry will give us more success, more points of view and more cooperation.

Please link <http://www.chinabuses.org/> to participate in this activity.

## Great Influence to China Buses Industry Awarding 2010 Buses and Coaches Recommendation for Overseas Market



Kinglong XMQ6900



Higer KLQ6125A



Zhongtong LCK6120



Foton AUV BJ6123



Yutong ZK6116



Bonluck JXK6137



Youngman JNP6122



Golden Dragon XML6907



Zonda YCK6127



Huanghai DD6109S22



Changan SC6100



Hengtong CKZ6801

## Invitation: Visiting China Buses & Coaches Industry

Visiting China Buses & Coaches Industry has been initiated by www.chinabuses.org since 2005. As pioneer and the only media to organize such activity in China, we gained rich experience and established solid relationships with domestic bus builders. Members planning to investigate China Buses Industry or purchasing Chinese buses from all over the world could join together to visit top ten china buses and coaches manufacturers in ten days or so. We would make up detailed and efficient visiting plan as your needs. And it turns out that these overseas buyers can gain many fruits and find lots of business opportunities in China, and most of them were impressed by the fast development of China Buses & Coaches Industry.

If you have plans to survey China buses & coaches industry, or purchase buses&coaches, you could join us at any time. We warmly welcome you to take part in Visiting China Buses & Coaches Industry tour.

### Visiting Snapshots



### Contact Info

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## Statistics (VIP)

Statistics (VIP) is a special column of www.chinabuses.org since 2004. This column focuses on real-time condition of China bus industry, market research, and sales achievements analysis of China bus builders through analysis report, latest market information and data statistics from professional experts. It provides the important basis as well as guideline for learning China bus industry, current China bus market, investments and decision-making. The information is updated every week, including market trends research, market share data, sales data of manufacturers from senior industry experts, association, authorities and bus builders with vivid expression and clear presentation. It is pay-column and adopts VIP membership. Since launching, it is quite popular with the people who pay close attention to global bus industry and related experts. Readers can send application via email.

**Application Procedure:** Application by emails →We deal with your application in one working day→Sign Membership Agreement→Membership Payment→Fax or Send Remittance Receipt Scanned File→VIP account will be open within two working days.

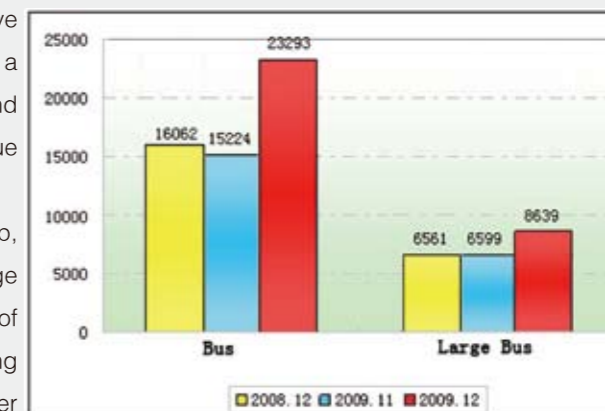
For more information: <http://www.chinabuses.org/statistics/>

### Sample:

From The Sales Analysis of Large Buses 2009 (Part A) 2010-03-16

Shown above:

1. It sells 23293 buses in Dec.2009, link relative 53% up, year-on-year 45% up: callback in May; a little blowout in August; positive trend in Oct. and Dec. The big link relative growth indicates the clue of full recovery of bus industry.
2. It sells 8111 large buses, link relative 58% up, year-on-year 42% up. The gradual return of large buses in the second quarter aligns with the trend of the general industry. In our opinion, the increasing of the market demand of large buses will be tender in the short term compared with the medium and minibuses and we are still confident of the development of large buses in the long term.



## All the materials provided by manufacturers.

## Enjoying Helping Our Customers, We did

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