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2011中国客车  
海外市场采购指南

China Buses 2011 Guide

China Buses  
2011 Guide  
Chinabuses Famous Brands  
Overseas Recommendation

**2011中国客车  
海外市场采购指南**  
Official Guide  
Distributed by www.chinabuses.org

Through more than 70 countries  
offline 40000 buses in 2010  
with the same choice  
**YUTONG BUS**

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FOR YOU**

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Website: http://www.chinabuses.org; Email: editor@chinabuses.com  
Address:  
Room 332, B Block, Beijing Venture Plaza, No.11 Anxiangbeili, Chaoyang District, Beijing, 100101, P.R.China

Year 2010 Countries & Regions Covered 80

Year 2009 Countries & Regions Covered 60

Year 2008 Countries & Regions Covered 56

Year 2007 Countries & Regions Covered 52

Year 2006 Countries & Regions Covered 48

Year 2005 Countries & Regions Covered 44

Year 2004 Countries & Regions Covered 40

Year 2003 Countries & Regions Covered 36

Year 2002 Countries & Regions Covered 32

Year 2001 Countries & Regions Covered 28

Year 2000 Countries & Regions Covered 24

Year 1999 Countries & Regions Covered 20

Year 1998 Countries & Regions Covered 16

Year 1997 Countries & Regions Covered 12

Year 1996 Countries & Regions Covered 8

Year 1995 Countries & Regions Covered 4

Year 2010 Sales Volume 23,593

Year 2009 Sales Volume 15,344



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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.

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

In 2010, King Long sold 23,593 buses with total sales revenues of RMB6.5 billion and had exported products to 80 countries and regions, and developed over 60 agents and service providers abroad.

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



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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  
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China Youngman Group

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地址/Addr: 江西南昌昌北经济技术开发区玉屏西大街149号 (330013)  
NO.149 WestYuping Road, Nanchang Economic & Technological Development Zone,  
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2011 THE MOST RECOMMENDED MODEL 2011  
推荐车型





ALLISON AUTOMATICS  
Bus and Coach

# Efficiency, reliability and safety for our most precious cargo - passengers

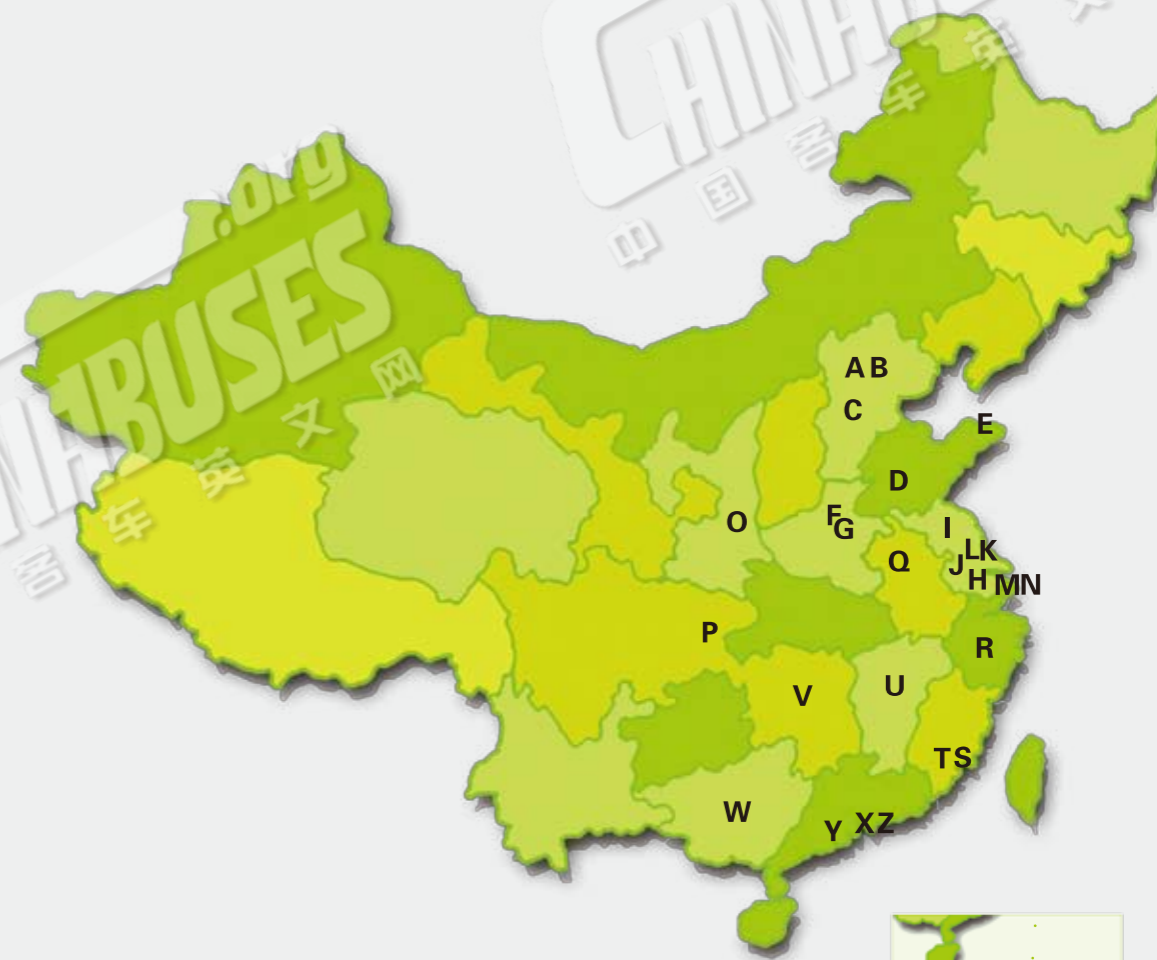
Every day millions of people depend on buses to deliver safe, efficient and economical transport, while bus operators also must focus on profits.

Available in the most complete range of fully automatic transmissions for the global bus market, Allison Torqmatic® and 1000/2000 series transmissions provide the ultimate choice for the bus industry.

- Smooth shifting, progressive stopping and quiet operation ensure comfort for passengers, and less stress for drivers.
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- Outstanding reliability and service support promote peace of mind.



## The Distribution of China Buses and Coaches Manufacturers



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

Join China Buses and Coaches Visiting  
<http://www.chinabuses.org/spotlight/visit2010/index.html>

## 主编致辞

继2004年, 2005年, 2006年, 2007年, 2008年, 2009年, 2010年, 《中国客车海外市场采购指南》已经连续编辑了5期, 《中国客车海外市场采购指南》以全面的介绍、详尽的数据, 得到海外读者及采购买家的认可和欢迎。

2011年3月, 《2011中国客车海外市场采购指南》再度出刊, 发布了2011年度中国客车海外市场的最新车型, 26家整车企业, 165款客车以及19家配套产品被收录, 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全球各地, 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。

2010年度中国客车出口20184辆, 比2009年度11510辆多销售8674辆, 增幅为75.36%, 2010年度出口销售额为603002.35万元, 比2009年度多64843.87万元, 增幅为51.50%。出口数量及增长表明, 中国客车正在受到海外市场用户持续的关注。

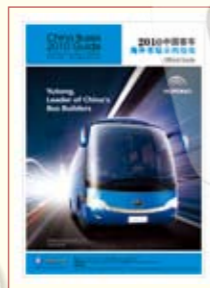
“品牌、质量、价格、服务”, 是选择采购客车重点评估的因素, 全面地评估才能成功地采购。价格是采购者最敏感的因素, 合理的价格才会带来合理的品牌、质量与服务; 廉价将可能失去美誉的品牌、可靠的质量与完善的服务。

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 2011



China Buses Guide 2010



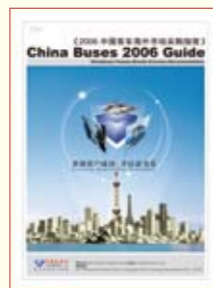
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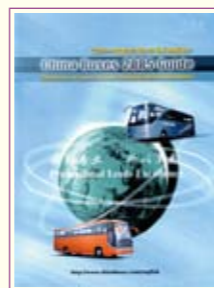
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China Buses Guide 2007



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 March, 2011, China Buses Guide once again presented itself to the public on time. By publicizing the latest bus & coach models, and introducing 26 bus and coach builders, 19 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.

According to statistics, China exported 20,184 units of buses & coaches, worth RMB 6,030,023,500 (about USD 918,372,579) in 2010, 20,184 units more than that of 2009 and was up by 75.36% year on year. The speedy growth of China's bus & coach exports indicates that they have successfully won overseas customers recognition.

As for bus & coach buyers, "brand, quality, price and service" are four most important factors while making the purchases. 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, we sincerely hope China Buses Guide 2011 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 China and overseas market and offering many overseas 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 2011



On 10 January 2011, " The 5th Great Influence on China Buses Industry: China Bus Industry Overseas Market Development Seminar 2011 " took place in Beijing, which was hosted by the website (www.chinabuses.org). The delegates from the China bus manufacturers, famous international automobile component producers, end customers and experts attended this conference.

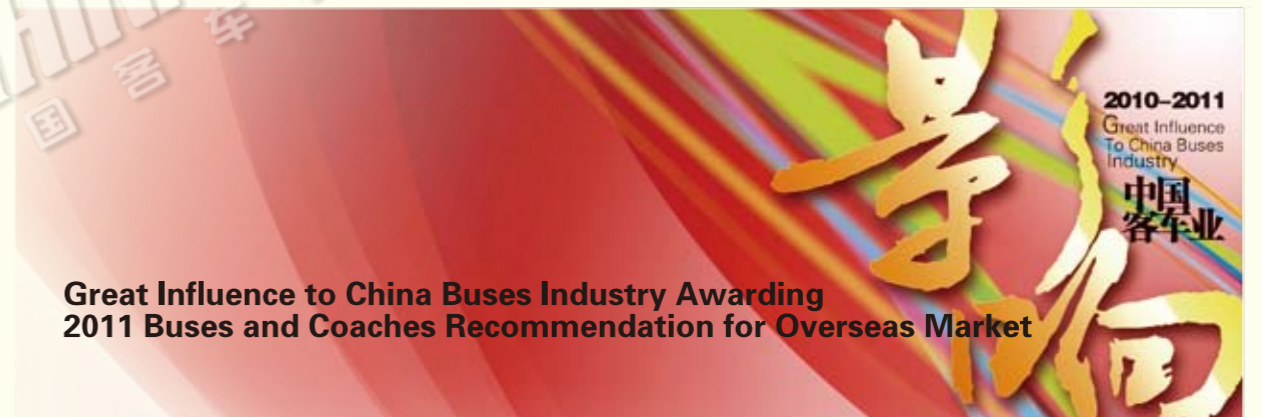
This seminar aims at providing a communicating platform for the Chinese bus manufacturers and related parts producers to make discussions and exchange opinions of how to create an orderly and good overseas marketing environment for the development of the Chinese buses & coaches in the global market as well as provide considerate service and products to the overseas customers.

## The 5th Great Influence to China Buses Industry Reader Survey & Recommendation on China Bus Industry



A power affecting a person, thing, or course of events, especially one that operated 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 will give us more success, more points of view and more cooperation.



## Great Influence to China Buses Industry Awarding 2011 Buses and Coaches Recommendation for Overseas Market



### Invitation: Visiting China Buses and Coaches Industry

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

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

### Visiting Snapshot



### 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 statistic 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.

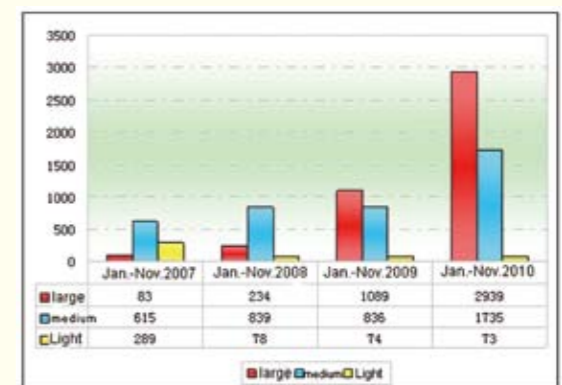
Contact Person: Andrea  
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Fax: +86-10-64836122  
Email: liy@chinabuses.com

### Sample:

From Analysis of Sales & Operation of New Energy Buses in Jan.-Nov.2010  
See more please click <http://www.chinabuses.org/spotlight/irr/index.html>

According to the statistic data, the production and the sales volume of new energy buses is 4911 units and 4771 units in 2009.

In Jan.-Nov.2010, it sells 4747 new energy buses, accounting for over 97% of the new energy commercial vehicles. The big sales of the buses are mainly shown in April and May, over 600 units each month. Large and medium buses are main models for new energy buses in business operation due to frequent starting/stopping of city buses. The purchasers are mainly the government departments or enterprises.



## All the materials provided by manufacturers.

## Enjoying Helping Our Customers, We did

The Distribution of China Buses and Coaches Manufacturers .....	1
Chief Editor' s Message .....	2-3
www.chinabuses.org Introduction .....	4
Great Influence to China Buses Industry Announcement of Chinabuses' Readers Survey .....	5
Visiting China Buses and Coaches Industry .....	6
VIP Column Introduction .....	7
Contents .....	8-9
Industry News .....	10-13
<b>Complete Buses &amp; Coaches Manufacturers</b>	
Zhengzhou Yutong Group Co., Ltd .....	14-19
Xiamen KING LONG United Automotive Industry Co., Ltd .....	20-25
Anhui Ankai Automotive Co., Ltd .....	26-31
HIGER Bus Company Limited .....	32-35

YOUNG MAN Automotive Group .....	36-39
Zhongtong Bus Holding Co., Ltd .....	40-43
Foton New Energy Bus Branch .....	44-47
Xiamen Golden Dragon Bus Co., Ltd .....	48-51
Jiangxi KAMA Business Bus Co., Ltd .....	52-55
Shanghai Shenlong Bus Co., Ltd .....	56-59
Baoding Changan Bus Manufacturing Co., Ltd .....	60-61
Chongqing Hengtong Bus Co., Ltd .....	62-63
Zonda Group .....	64-65
Shenzhen Wuzhoulong Motors Co., Ltd .....	66-67
Henan Shaolin Auto Co., Ltd .....	68-69
Beijing North Huade Neoplan Coach Co., Ltd .....	70-71
Guilin Daewoo Bus Co., Ltd .....	72-73
Mudan Automobile Shares Co., Ltd .....	74-75

Yangzhou Yaxing Motor Coach Co., Ltd .....	76-77
Hunan CSR Times Electric Vehicle Co., Ltd .....	78-79
Xi' an Silver Bus Corporation .....	80-81
Shanghai Sunwin Bus Corporation .....	82-83
Yantai Shuchi Vehicle Co., Ltd .....	84-85
Zhuhai Guangtong Automobile Co., Ltd .....	86-87
BYD Co., Ltd .....	88-89
Jiangsu Youyi Automotive Co., Ltd .....	90-91
COACH & BUS CATALOGUE: .....	92-99
<b>Parts &amp; Components Manufacturers</b>	
Allison Transmission China .....	100-101
Dongfeng Cummins Engine CO., LTD .....	102-103
ZF Drivetechnology(Su Zhou)CO., LTD .....	104-105
Cummins (China) Investment Co., Ltd .....	106-107

Telma Vehicle Braking System (Shanghai) Co., Ltd .....	108-109
Spheros Group .....	110-111
CAMA (Luoyang) Electromechanic Co.,Ltd .....	112-113
WEICHAJ POWER CO., LTD .....	114-115
Bock Compressors (Hangzhou) Co., Ltd .....	116-117
ACTIA(China)Automotive Electronics Co.,Ltd .....	118-119
SHANGHAI DIESEL ENGINE CO., LTD .....	120-121
VAUEO RETARDER CO., LTD .....	122-123
Bitzer Refrigeration Technology (China) Co., Ltd .....	124-125
GUANGZHOU JINGYI INDUSTRIAL GROUP CO.,LTD .....	126-127
Zhejiang CENFO Electronic Technology Co.,Ltd .....	128-129
Xiamen Amke Technology Co., LTD .....	130
Guangzhou Xihe Automobile Electronic Devices Co., Ltd .....	131
Suzhou Industrial Park Elion Technology Co.,Ltd .....	132
Nan Jing Top Sun Technology Co., LTD .....	133
Questionnaire .....	134



# FOR SALES

## China Buses Guide 2011

China Buses Guide is an annually official publication and distributed by [www.chinabuses.org](http://www.chinabuses.org). It is the only publication that specializes in China buses & coaches industry with English edition. China Buses Guide 2011 is covering nearly 30 China bus builders and 20 auto parts suppliers with their latest products and brief introduction.



China Buses Guide 2011

Price: \$ 50 USD/copy    ¥ 300 RMB/copy



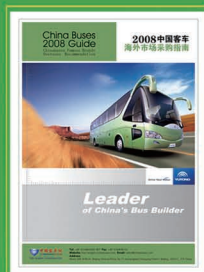
China Buses Guide 2005



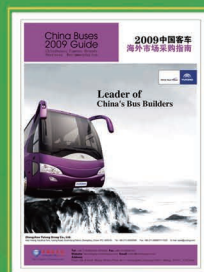
China Buses Guide 2006



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