

# BEW 2026 On-Site Buyer Checklist

For welding distributors, importers, dealers, and industrial supply buyers

Event	Details
Dates	June 29 to July 2, 2026
Venue	Shenzhen World Exhibition & Convention Center, Bao'an, Shenzhen
Address	No.1 Zhancheng Road, Fuhai Street, Bao'an District, Shenzhen
Main halls	Halls 5 to 8
Official website	<a href="http://www.beijing-essen-welding.com/">http://www.beijing-essen-welding.com/</a>

## Before You Walk In

Check	Item
<input type="checkbox"/>	Visitor badge / registration confirmation saved
<input type="checkbox"/>	Official floor plan saved on phone
<input type="checkbox"/>	Must-see booths marked by hall and booth number
<input type="checkbox"/>	Supplier meetings booked for priority booths
<input type="checkbox"/>	One-page supplier brief ready
<input type="checkbox"/>	Questions prepared for machines, cutting systems, PPE, consumables, and spare parts

## Booth Visit Checklist

Item to Check	Notes
Supplier name / booth number	
Product category checked	
Machine build or product quality	
Demo quality or sample quality	
Export markets served	
English data sheets / manuals available	
Certifications or test reports	
MOQ and trial order terms	
Lead time and shipping support	
Warranty terms	
Spare parts plan	
Packaging / labeling support	
Technical person available	
Follow-up priority: High / Medium / Low	

## Questions to Ask at the Booth

Use these as prompts, not a script. Pick the questions that fit the supplier and product category.

Area	Questions
Market fit	Which markets do you already export to? What input voltage, plug, label, manual, and certification options can you support?
Machine performance	What is the duty cycle at working amperage? What setup do you recommend for our main applications?
Cutting systems	What cut thickness, consumable life, torch setup, software support, and installation service are realistic for our market?
PPE / consumables	Can you keep SKU quality stable across repeat orders? What replacement lenses, tips, nozzles, torches, and parts are available?
Documents	Can you send English data sheets, manuals, packaging files, certification documents, and spare parts lists after the show?
After-sales	How are warranty claims handled for overseas buyers? Which spare parts should we stock first?
Next step	Can we schedule a post-show technical call? When can you send quote, sample terms, and documents?

## Quick Follow-Up Priority

Decision	Use When
Follow up	Strong product fit, clear answers, useful documents, and realistic support terms
Technical call	Good potential, but open questions about specs, service, certification, or integration
Watch later	Interesting products or technologies that do not fit your current line yet
Drop	Weak fit, unclear answers, poor follow-up, or terms that do not work for your market

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