



Piston Electric Air Compressor for Sale in Vietnam 2025: Price List, Quotation & Buying Guide

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Want to buy a piston electric air compressor in Vietnam but stuck comparing prices? You're not alone. Over 70% of industrial buyers here face confusion about equipment costs, supplier reliability, and ROI calculations. Let's break down what you need to know in 2025.

What's the Average Cost of Piston Electric Air Compressors in Vietnam?

2024 market data shows prices range from Dong15 million (\$600) for small 3HP models to Dong1.2 billion (\$48,000) for industrial 50HP units. Imported brands like Germany's KAESER cost 20-35% more than Chinese or Vietnamese models. For example:

5HP local brand (Hong Phat): Dong25-35 million (\$1,000-\$1,400)

10HP Chinese import (MaxAir): Dong85-120 million (\$3,400-\$4,800)

Case Study: How a Hanoi Auto Parts Factory Saved 18%

Thanh Long Manufacturing cut costs by comparing 6 suppliers for a 15HP machine. Local dealers quoted Dong155 million, while direct imports from China via Alibaba offered Dong127 million. They negotiated free shipping and warranty extensions - final price: Dong129 million (\$5,160).

5 Factors That Change Your Price per Piece

1. Import taxes: Vietnam's 8-12% duty on Chinese compressors vs. 2-5% for ASEAN imports
2. Energy efficiency ratings (Tier 1 models cost 15% more but save Dong4-7 million/year in electricity)
3. After-sales support - 67% of buyers pay 8-12% extra for 3-year service contracts
4. Payment terms: 30% upfront vs. full payment discounts of 3-5%
5. Delivery time: Urgent orders add 5-9% fees

2025 Market Trends: Why Buy Now?

Vietnam's industrial power demand will jump 8.4% this year (MoIT report). The government offers:

Tax breaks for factories in economic zones

10-15% subsidies for energy-saving equipment until June 2025

Major suppliers like Ingersoll Rand and Chicago Pneumatic now offer Dong20-50 million trade-in deals for old diesel units.

Smart Buying Checklist

1. Confirm required HP and duty cycles with your engineering team
2. Compare price lists from 3 Vietnam-based suppliers (Mitsuba, Tan A Dai Thanh) + 2 international sellers



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3. Test equipment samples - 88% of quality issues come from untested machines
4. Negotiate FOB/Hai Phong port terms to avoid hidden fees
5. Ask about wholesale discounts for 2+ units

Ready to move? Request a customized quotation from top-rated vendors this week. Prices typically rise 4-6% before Q4 production peaks.

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