

致力于未来饮料包装机械行业的领航者
Be dedicated to the leading role in beverage packaging machine industry in the future

FOCUS TECH-LONG

聚焦 達意隆

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达意隆深交所A股 成功上市 实现跨跃式发展的新平台

Tech-Long successfully listed in A Shares
of Shenzhen Stock Exchange,
Achieve the new platform for leap development

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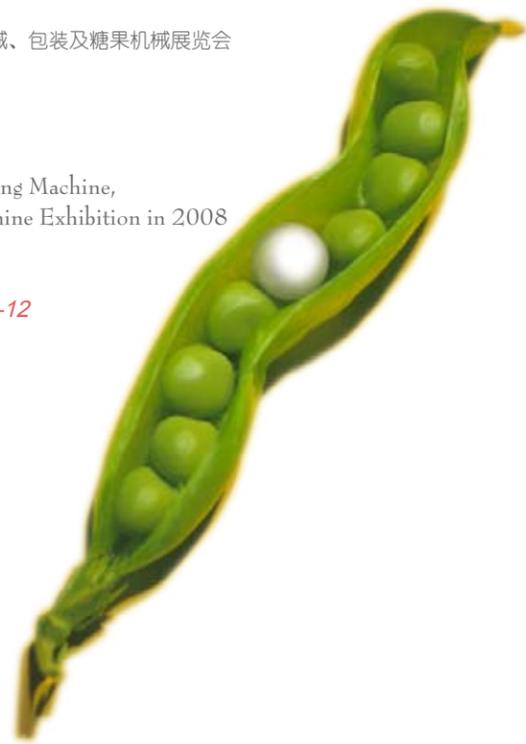
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2008年第十八届国际包装机械、包装及糖果机械展览会
2008年4月24日--30日
德国·杜塞尔多夫

达意隆展位: 8BE20-12

18th International Packaging Machine,
Packaging and Candy Machine Exhibition in 2008
April 24th-30th, 2008
Dusseldorf, Germany
Tech-Long Booth: 8BE20-12



我们的整线工程总是让您的产品与众不同

Our whole line engineering always makes your products outstanding

董事长致词

达意隆的九周年与未来

Chairman's Speech

Tech-Long's 9th Anniversary and Prospect



伴 随着中国饮料行业的高速发展，广州达意隆包装机械股份有限公司走过了九年不平凡的历程。达意隆坚持“为您而转”（Runs for you）的经营理念：我们生产的设备是高速运转的，为您而转就是为客户、为社会、为全体股东和员工而转。达意隆的发展历程，反映了中国饮料包装机械行业发展的轨迹；我们的每一个进步，都体现了达意隆人对责任和使命的努力追求。十年来，达意隆专注于中高端饮料包装机械的研发、生产和销售，充分利用国内饮料行业快速发展的大好时机，实现了跨越式发展。目前，无论是在研发能力、技术水平上，还是在生产规模、产品质量上，达意隆都处于国内同行业领先地位，主要产品的性能、质量和技术已达到世界先进水平，市场占有率居国内同行业第一，并远销北美、欧洲、非洲、中东、东南亚等50多个国家和地区。

在未来的岁月里，达意隆将一如既往地以诚信为基石，秉承“为您而转”的经营理念，坚持自主创新，不断提高研发与创新能力，重点开发高性价比的中高端产品，通过替代进口进一步提高在国内市场的占有率，并努力开拓国际市场，在国内、国际进一步提高达意隆“TECH-LONG”品牌的影响力；在巩固国内饮料包装机械行业龙头企业地位的同时，利用公司已经掌握的核心技术和较强的市场开拓能力，向其它液体包装机械领域延伸，开拓日化、啤酒包装机械市场，努力将公司发展成为中国第一、世界知名的饮料及其它液体包装机械全面解决方案的综合提供商。

As the fast development of Chinese beverage industry, Tech-Long Machinery Co., Ltd. has also strived for 9 years. Tech-Long insists on the operation principle of "Runs for You": our equipments are working at high speed, Runs for You means to run for clients, for the society, for all shareholders and employees. The development of Tech-Long shows the development track of Chinese beverage packaging machine industry; every of our improvement shows the constant pursuance of Tech-Long people to responsibility and mission. For 9 years, Tech-Long is dedicated to the development, manufacturing and selling of middle and high grade beverage packaging machines, and has achieved leap development at the good opportunity that domestic beverage industry is developing fast. Currently, for both R&D capacity, technical level and production scale as well as product quality, Tech-Long keeps leading in the industry at home, and the performance, quality and technologies of main products have reached the world top level, the market share ranks the first at home, and the products are also exported to more than 50 countries and regions including North America, Europe, Africa, Middle East and Southeast Asia.

Facing the future, Tech-Long promises to insist on sincerity, persists in the operation principle of "Runs for You", constantly Innovate and improve the R&D and innovation ability, focuses on developing middle and high grade product with high cost performance, powerfully increase the market share through Substituting Imported Products, strives to develop the international market, improve the influence of "Tech-Long" brand in the domestic and international market; reinforces the leading role in domestic beverage packaging machine industry, extends to other fluid packaging machine fields with our core technology and strong market development capacity, develop the daily chemical and beer packaging machine market, strives to develop the company into the world famous complete solution in comprehensive provider in beverage and other fluid packaging machines.

中国的人均饮料消费量还只有世界平均水平的一半，不到欧美发达国家平均水平的五分之一，饮料行业还有很大的发展空间；北京奥运会将促进中国饮料的消费；经验数据表明饮料行业将以GDP增速两倍以上的速度发展，中国经济的强劲增长将继续带动饮料行业的快速发展；国家对装备制造业重要扶持；这些都将是促进我国饮料包装机械行业在未来长时间内高速发展。

树立民族品牌的创业之路是艰难而又光荣的，一路走来，由于社会各界的支持和帮助，达意隆才有今天的成就和自信，达意隆发展的步伐也因此越走越坚实，越走越有力。上市将给达意隆提供新的发展平台，达意隆将实现新的腾飞。未来，我们期望能够继续与大家并肩携手，努力为客户、社会、全体股东和员工创造价值财富！

The average beverage consumption per person in China is only half of the world average, and is less than 1/5 of developed countries in Europe and America, therefore, the beverage industry faces an enormous development space; Beijing Olympic Games will promote the consumption of beverage in China; It is shown from experience and data that beverage industry will develop at the speed doubling the increase of GDP, and the powerful increase of Chinese economy will promote the fast development of beverage industry; combining the support to the equipment manufacturing industry from the government; which will promote the fast development of Chinese beverage packaging machine industry in a long period of time in the future.

The road of setting up national brand is hard and glorious, thanks to the support and assistance from friends of all levels, Tech-Long has obtained outstanding achievements and confidence, and the advancing step of Tech-Long also becomes more and steadier. It provides the new development platform for Tech-Long to list into the stock market, and Tech-Long will achieve the new leap. In the future, we are expecting to cooperate with you, and strive for creating value and fortune for clients, for society, for all shareholders and employees.

Tech-Long Chairman



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目录

Contents

特别报导 Special Report

- 02 董事长致辞--达意隆的九周年与未来
 Chairman's Speech --Tech-Long's 9th Anniversary and Prospect
- 05 达意隆深交所A股成功上市，实现跨越式发展的新平台
 Tech-Long successfully listed in A Shares of Shenzhen Stock Exchange,
 Achieve the new platform for leap development
- 13 为您而转--达意隆A股成功上市答谢晚宴
 Runs for Your --Tech-Long Held the Thanksgiving Evening Party After
 Successfully Listed in the Shenzhen Stock Exchange
- 15 用永续经营的理念打造未来的核心竞争力
 Develop Core Competitive Force with the Thought of Permanent Operation
- 18 共享成长，传递梦想--达意隆携手宝洁捐赠希望工程
 Share Development, Pass the Dream--Tech-Long and P&G Donate the Hope Project

实例 Product Running Status

- 21 穿越文化，用睿智眼光拓展东欧市场--俄罗斯饮料市场的广阔空间
 Cross the Culture, Develop the Eastern Europe Market with Far-Sighted Vision
 -- Enormous Space of Russia Beverage Market
- 28 达意隆正式进入玻璃瓶灌装领域--越南THP集团订购达意隆首条玻璃瓶灌装设备
 Tech-Long Formally Launched into the Glass Bottle Filling Field --Vietnam THP
 Group Ordered the First Tech-Long Glass Bottle Filling Equipment
- 30 HASSANI, 多元化发展的集团公司
 达意隆成功向迪拜HASSANI提供从注坯到码垛的整线包装生产线
 Tech-Long Successfully Provided the Entire Packaging Product Line from Bottle
 Feeding to Stacking to Dubai HASSANI-
- 33 充分兼顾啤酒行业的需要，把握包装机市场的脉搏
 Meet the Requirements of the Beer Industry, Grasp the Pulse of Packaging
 Machine Market
- 35 童话般奇迹的嘉士伯啤酒--牵手嘉士伯，展望大西部
 Carlsberg Beer -- Cooperate with Carlsberg, Develop the West China
- 41 赞比亚，真正的非洲--达意隆与赞比亚可口可乐的首次合作
 Zambia, Real Africa --First Cooperation Between Tech-Long and Zambia Coca Cola
- 45 法国宝洁，达意隆欧洲市场的第一步--高黏度灌装顺利验收
 France P&G, First Step of Tech-Long in European Market -- High Viscosity
 Filling Machine Smoothly Passed Examination and Acceptance
- 48 雀巢水业认可达意隆技术--五加仑灌装生产线在雀巢水业巴基斯坦工厂运转
 Nestle Water recognizes Tech-Long technology--Tech-Long 5-gallon filling line
 is successfully working in Nestle Water Pakistan Factory
- 52 银鹭集团信赖达意隆灌装、吹瓶技术的成熟及性能的稳定
 Yinlu Group Trusts Tech-Long Filling and Bottle Blowing Technology due to the
 Mature and Stable Performance
- 55 四川蓝剑集团，致力于高品质的健康饮品--达意隆与蓝剑饮品的合作
 Sichuan Bluesword Group, Devote to Quality and Healthy Beverage
 -- Cooperation between Tech-Long and Bluesword Drink & Food

企业长廊 Enterprise Story

- 57 达意隆2007大事记
 Tech-Long 2007 Memorabilia
- 59 达意隆吹灌旋一体机成功亮相CBST2007
 Tech-Long "Blow-Fill-Capping BFC-Block" Successfully Exhibited in CBST2007
- 62 达意隆机器人设备荣获“荣格技术创新奖”
 Tech-Long Robot Awarded "Ringier Technical Innovation Prize"

技术与加工 Product Running Status

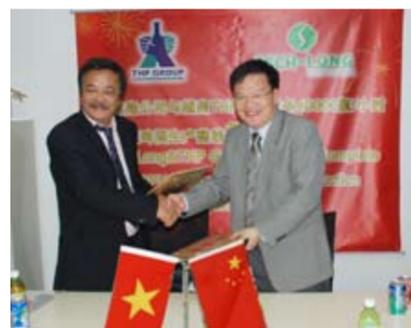
- 63 伺服旋盖系统，使灌装设备运转更加稳定
 Server Capping System Makes Filling Equipment Work More Stable
- 65 水平加温机，进一步稳定PET瓶胚的加热
 Horizontal Heating Machine, Stabilize the Heating of PET Bottle

行业动态 Industry Dynamics

- 67 德国魅力城市，杜塞尔多夫
 Attractive City in Germany, Dusseldorf



达意隆成功举办上市答谢晚宴
 Tech-Long Successfully Held the Thanksgiving Evening Party
 after Listing in the Stock Market P13



越南THP集团
 玻璃瓶灌装线
 签约现场
 Vietnam THP
 Group
 Glass Bottle
 Filling Line
 Site of Signing
 Contract P28



四川蓝剑集团的品牌产品
 Brand Products of Sichuan Bluesword
 Group P55



宝洁携手达意隆，
 爱心捐助希望工程
 P&G and Tech-Long,
 Donate Hope Project P18



嘉士伯西夏的合资工厂向达意隆
 购买啤酒包装设备
 The joint factory of Carlsberg and Xixia
 Purchased Tech-Long Beer Packaging
 Equipment P35



俄罗斯饮料市场有广阔的发展空间
 Enormous Development Space of Russia
 Beverage Market P21



厦门银鹭集团信赖达意隆
 技术，多次达意隆订购灌
 装、吹瓶等设备
 Xiamen Yinlu Group Trusts Tech-
 Long Technology, and Has Ordered
 Tech-Long Filling and Bottle
 Blowing equipments for Several
 Times P52



宝洁法国工厂向达意
 隆订购的高黏度灌装
 设备安装调试成功
 Tech-Long High Viscosity
 Filling Equipment was
 Successfully Installed in
 P&G France Factory P45



德国杜塞尔多夫，是一个充满
 魅力的城市，也是国际著名的
 各类大型展会举办中心
 Dusseldorf is an attractive city in
 Germany but also the center for
 various big exhibition with high
 reputation in the world P67



上海饮料科技展，达意隆展出国内首台吹
 灌旋一体，吸引了重多国内外知名客户
 Shanghai Beverage Technology Exhibition, Tech-
 Long exhibited the first blowing, filling and capping
 integration machine at home and attracted various
 domestic and foreign famous clients P59



2008年1月30日，深圳证交所达意隆上市敲钟仪式现场，以上人员从左至右依次为开发区办公室副主任孙学伟、达意隆副董事长陈钢、达意隆董事长张颂明、开发区副主任刘悦伦、广州市金融办副主任陈平、广发证券副总裁欧阳西、开发区科技局局长江洲、广州科技创业投资有限公司总经理李明智

On January 30th, 2008, the site of Shenzhen Stock Exchange Tech-Long listing ceremony, the staffs from left to right are Development Zone Office Vice Director Sun Xuewei, Tech-Long Vice Chairman Chen Gang, Tech-Long Chairman Zhang Songming, Development Zone Vice Director Liu Yuelun, Guangzhou Finance Office Vice Director Chen Ping, GF Securities Vice Chairman Ouyang Xi, Development Zone Technology Bureau Chairman Jiang Zhou, Guangzhou Technology Venture Capital Co. Ltd. General Manager Li Mingzhi

达意隆深交所A股成功上市

实现跨越式发展的新平台

Tech-Long successfully listed in a shares of Shenzhen stock exchange

Achieved the New Platform for Leap Development

伴随着中国饮料行业的高速发展，达意隆走过了九年不平凡的历程。九年来，达意隆专注于中高端饮料包装机械的研发、生产和销售，充分利用国内饮料行业快速发展的大好时机，实现了跨越式发展。树立民族品牌的创业之路是艰难而又光荣的，一路走来，由于社会各界的支持和帮助，达意隆奠定了今天的成就和自信，其发展的步伐也因此越走越坚实，越走越有力。

As the fast development of Chinese beverage industry, Guangzhou Tech-Long Machinery Co., Ltd. has also strived for 9 years. Since the establishment, Tech-Long is dedicated to the development, manufacturing and selling of middle and high grade beverage packaging machines, and has achieved leap development at the good opportunity that domestic beverage industry is developing fast. The road of setting up national brand is hard and glorious, thanks to the support and assistance from friends of all levels, Tech-Long has obtained outstanding achievements and confidence, and the advancing step of Tech-Long also becomes more and steadier

就在新年伊始，达意隆股票在孕育一年后终于成功上市，相信这新的发展平台，将让达意隆实现新的腾飞！

In the beginning of the new year, Tech-Long listed in the stock market after 1-year of preparation, which provides the new development platform for Tech-Long.

2008年1月30日，注定要成为载入广州达意隆包装机械股份有限公司发展史册的重要日子--股票代码为002209的达意隆A股正式挂牌上市！

On January 30th, it is the important date for Guangzhou Tech-Long packaging Machinery Co., Ltd.-Tech-Long Share A (Stock Code: 002209) formally listed in Shenzhen Stock Exchange!

当天上午，深圳证券交易所大厅，人潮涌动、气氛热烈。9时29分，在主持人的引领下，所有出席上市仪式的人们都紧紧地盯住三楼那幅巨大的股票行情电子显示屏，随着屏幕上鲜红的时钟数码字开始兴奋而又有节奏地倒计时：“……5、4、3、2、1！”“！——！——！”广州达意隆董事长张颂明和广州经济技术开发区副主任刘悦伦一起敲响了开市的钟声，宏亮的钟声在大厅间回荡。In the morning of January 30th, Shenzhen Stock Exchange hall had a hot atmosphere. At 9:29, under the leading of the president, all attendants for the listing ceremony closely gazed at the big stock market display on the third floor, as the count-down of the clock on the screen: “……5, 4, 3, 2, 1!” “clang! --- clang! --- clang!” Guangzhou Tech-Long Chairman Zhang Songming and Guangzhou Economical & Technological Development Zone Vice Director Liu Yuelun knocked the bell of market opening, and the sonorous sound reverberated in the hall.

9时30分，深交所一开盘，达意隆的开盘价就达到了18元，比发行价4.24元上升了324.53%！全场顿时沸腾成一片欢乐的海洋！专程前来出席达意隆上市仪式的广州经济技术开发区副主任刘悦伦、广州金融办副主任陈平、广州经济技术开发区金融办主任江洲等嘉宾一起向公司表示热烈祝贺。面对如潮的掌声，张颂明董事长郑重地表示：“对达意隆来讲，成功上市是公司发展的新里程碑，达意隆将以这个融资平台为基础，努力实现成为最具竞争力的、中国第一、世界知名的饮料及其他液体包装机械全面解决方案综合提供商的目标。”

At 9:30, once the opening of the Shenzhen Stock Exchange, the opening price of Tech-Long reached RMB18, which increased 324.53% compared with the issuing price RMB4.24! The entire hall became the sea of happiness! Such guests as Guangzhou Economical & Technological Development Zone Vice Director Liu Yuelun, Guangzhou Finance Office Vice Director Chen Ping, Guangzhou Economical & Technological Development Zone Finance Office Director Jiangzhou expressed their warm congratulation to Tech-Long. Facing the applause, Zhang Songming Chairman expressed solemnly: “for Tech-Long, it is the new milestone for the development after successfully listed in the stock market, Tech-Long will strive to develop into the world famous complete solutions comprehensive supplier for beverage and other fluid packaging machine with highest competitive force.”

企业价值的最大化是奋斗的目标，给投资者以良好的回报是公司的责任。对于本次达意隆A股发行上市所募集到的资金运作，将主要投资于全自动高速PET瓶饮料灌装成套设备技术改造项目、高黏度流体灌装设备建设项目、全自动高速PET瓶吹瓶机技术改

造项目和数控全自动薄膜包装机技术改造项目等四个对达意隆未来业务的发展产生重大影响的项目上。

The maximization of enterprise value is the target of effort, it is the responsibility of the enterprise to provide favorable return for investors. The capital financed from the listing will be mainly invested in fully automatic high speed PET bottle beverage filling set equipment technology reconstruction project, high viscosity fluid filling equipment construction project, fully automatic high speed PET bottle blowing machine technology reconstruction project and numerical fully automatic film packaging machine technology reconstruction project which have decisive influence for the development of Tech-Long in the future.

随着我国经济的蓬勃发展，中国的液体包装产业正迎来一个快速发展的历史性机遇。面对广大投资者的关注、信任和支持，达意隆将严格按照有关的法律法规，规范运作、科学管理，切实维护全体股东的利益，以更加勤勉的工作创造良好的业绩，回报投资者、服务社会。在未来的征途中，达意隆将以实际行动来实践自己的承诺：“不负众望，使之成为‘信息透明，管理规范，业绩优良’的公众公司，继续以发展为主线，以创新为动力，借助资本市场，进一步巩固和发展核心竞争优势，为广大投资者带来满意的回报！”

As the flourishing development of Chinese economy, Chinese fluid packaging industry is facing the historical opportunity for fast development. Facing the attention, confidence and support from investors, Tech-Long promises to standardize the operation with scientific management according to relative laws and regulations, actually maintain the benefits of all shareholders, create good achievements with diligent work, return the investors and serve the society. In the future, Tech-Long will put the promise into reality with steady action: “meet people’s expectation, develop Tech-Long into the company with ‘transparent information, standard management and outstanding achievements’, focus on development with innovation, powerfully reinforce and develop the core competitive advantages with the capital market, and provide satisfied return for investors!”

Text and pictures by: Tech-long Liu Lei

上市仪式剪影
敲响
上市钟声

Photos in
Listing
Ceremony





上市路演现场答投资者问 (节选) Answer the investors on the listing performance (Selective)

上市 Listing

请问：公司此次上市的主要目的？

张颂明：此次股票发行上市，是广州达意隆包装机械股份有限公司发展的重要里程碑，将对进一步提升公司管理水平、优化公司的产品结构，扩大公司的规模、品牌价值、生产能力等各个方面，都有非常巨大的意义。公司上市的目的通过上市建立更加完善的经营机制，通过融资平台的打造，实现资本、资源的分配、使用与产业经营有效的结合，实现企业的可持续发展。我们将牢记以股东利益最大化为基本的经营方针，通过技术进步，管理创新，成本降低等措施，提高公司的竞争实力，保持稳定的增长，向股东提供合理的投资回报。

Ask: What is the main purpose of listing into the stock market?

Zhang Songming: It is the important mile stone for Guangzhou Tech-Long packaging Machinery Co., Ltd. to list in the stock market, and will powerfully improve the management, optimize the product structure, expand the scale, brand value and production capacity of the company. The purpose of listing into the stock market is to set up complete operation system, develop and achieve the optimized distribution and utilization of capital with resources, and achieve sustainable development. We promise to memorize the basic operation outline of "maximizing shareholder's benefits", improve the competitive force through technical improvement, management innovation and cost reducing, keep stable increase and provide reasonable return for shareholders.

请问：按照国际价值标准来衡量，公司未来业绩能否支持现在的股价？

张颂明：公司未来业绩能否支持现在的股价取决于公司能否通过做大做强真正提升公司的内在价值，给投资者真正长远的投资回报。公司正在向着该目标不断努力。

Ask: Can the achievements of Tech-Long support the current share price according to the international

value standard?

Zhang Songming: It depends whether Tech-Long can powerfully improve the internal value and provide long-term return for investors if the achievements can support the current share price. Tech-Long is constantly striving for this target.

请问：请简要介绍一下新建项目的前景。

张颂明：本项目产品为高黏度流体灌装设备，是该产品领域的高端产品，主要应用于家用日化产品、油脂产品、调味品等三大类高黏度流体的灌装。项目的实施是公司扩大市场份额，向日化包装机械领域延伸的重要安排。

Ask: Please give a brief introduction to the prospect of newly constructed project.

Zhang Songming: The product of this project is high viscosity fluid filling equipment which is the top product in the field and is mainly used for filling such high viscosity fluids as p daily chemical product, oil and ingredients. The implementation of the project is the important arrangement to increase the market share and extend to daily chemical packaging machine field.

项目产品起源于公司与宝洁 (P&G) 的购销合作。经过1年多的开发，公司研制成功国内第一条最高产能指标达20000瓶/小时的高速高黏度流体灌装设备，试生产的首台设备已通过宝洁 (P&G) 验收，成功在宝洁 (P&G) 欧洲工厂投入生产。达意隆获得宝洁公司2006年度最佳设备供应商奖。宝洁 (P&G) 于2007年与公司签订购销合同，向本公司采购4台高黏度流体灌装设备。

he product of the project is originated from the cooperation of Tech-Long and P&G. After over 1 years of development, Tech-Long successfully developed the first high speed high viscosity fluid filling equipment whose max output capacity reaches 20000 bottles/h in China, and the first equipment has passed the examination and acceptance of P&G and put into production in P&G Europe factory. Tech-Long awarded the P&G 2006 Best



Equipment Supplier Prize. In 2007, P&G signed the contract with Tech-Long for purchasing 4 high viscosity fluid filling equipments.

项目实施能进一步扩大公司的市场领域，优化公司的产品结构，增加公司利润增长点。目前已有多家家用日化企业希望与公司在设备供应方面建立长期合作关系，市场前景看好。

The implementation of the project can powerfully expand the market of Tech-Long, optimize the product structure and add a new profit increase point. Currently, several daily chemical enterprise are expecting to set up long term cooperation with Tech-Long in equipment supplying, therefore, the project is facing a perfect market prospect.

公司 Company

请问：与国际著名同行相比，公司具有怎样的优势？又有何劣势？

张颂明：饮料包装全面解决方案优势。作为国内饮料包装行业领先的设备供应商，本公司已具备向客户提供包括从吹瓶机、灌装生产线到二次包装设备的整线包装设备以及工程设计规划、工程技术支持、工程技术咨询等综合服务的全面解决方案。

Ask: What are the advantages and weakness of Tech-Long compared with world famous enterprises in the industry?

Zhang Songming: Advantage in beverage packaging complete solution. As the leading equipment supplier in beverage packaging industry at home, Tech-Long is capable of providing complete solutions for clients, including entire line packaging equipment from bottle blowing machine, filling product line to secondary packaging equipment, engineering design planning, engineering technical support, engineering technical consulting and so on.

自主创新优势。本公司注重自主创新，多年来在研发方面的投入一直位居行业前列。公司产

品的主要技术皆以自主研发方式获得，拥有自主知识产权。目前，公司已申请了18项专利，其中已获得授权的专利14项，已被受理的专利有4项。此外，公司主持起草了QB/T2736-2005《桶装水饮料全自动冲洗灌装封口机》产品国家行业标准，2006年主持起草了《饮料机械全自动吹瓶机》产品国家行业标准。公司自主开发的全自动高速PET瓶灌装生产线、全自动高速PET瓶吹瓶机等产品都达到国际先进水平，公司独立研制的茶、果蔬汁全自动高速热灌装成套设备项目被评为国家科技部科技兴贸计划项目，数控全自动旋转式PET瓶高速吹瓶机项目2005年被评为国家科技部火炬计划重点项目。

Advantage in independent innovation. Tech-Long focuses on independent innovation with the investment in R&D ranking first in the industry. The main technologies of our company are developed by ourselves with independent intellectual properties. Currently, Tech-Long has applied 18 patents, among which, 14 have been authorized patents, and 4 have been accepted. Additionally, Tech-Long has drafted the national standard QB/T2736-2005 "Barrelled Water Beverage Fully Automatic Flushing, Filling and Sealing Machine", in 2006, Tech-Long drafted the national standard "Beverage Fully Automatic Bottle Blowing Machine". Our fully automatic high speed PET bottle filling product line, fully automatic high speed PET bottle blowing machine have reached the world top level, our tea, fruit juice fully automatic high speed hot filling set equipment project was authorized as the Project of Developing Trade with Science and Technology by the Ministry of Science and Technology, our numerical fully automatic rotary PET bottle high speed bottle blowing machine was authorized the key project of Torch Project of the Ministry of Science and Technology in 2005.

产品高性价比优势。与国外产品相比，公司产品在成本和价格方面具有明显的优势。成本方面，国内拥有较低的人力资源成本、管理成本和原材料成本；价格方面，公司产品价格相当于国外同类产品价格的1/3到1/2，这也是本公



公司产品能够在国内实现“替代进口”并成功打入国际市场的主要原因。

Advantages in high cost performance for product. Compared with foreign products, Tech-Long products boast obvious advantages in cost and price. In terms of cost, it has low cost in HR, management, management and raw materials; in terms of price, the prices of our products are only 1/3-1/2 of imported similar products, which is also the main reason that our product can achieve “Substituting Imported Products” and successfully launch into the international market.

质量和服务优势。公司通过了德国TüV CERT的ISO9001质量体系认证，产品质量控制贯穿了设计、生产、采购、外协、仓储、运输、售后服务等各个环节。公司坚持以“为您而转”为基本经营理念，以“为客户创造价值”为核心企业文化理念，力争为客户提供便利、快捷、优质的服务。

Advantages in quality and service. Tech-Long has passed the ISO9001 quality certification of Germany TüV CERT, product quality control is strictly performed in various procedures from design, producing, purchasing, OEM, warehousing, transportation and after service. Tech-Long insists on the operation outline of “Runs for You” and the core enterprise culture of “creating value for clients”, and is striving for providing convenient, fast and considerate service for clients.

虽然与国内厂商相比，本公司在技术水平、产品质量、销售能力和品牌知名度等方面均处于领先地位，但与国际同行业跨国公司相比，公司在资金实力、生产能力、技术水平和市场占有率、国际市场销售网络等方面均有较大的差距，特别是国际上同行业的跨国公司基本都是上市公司，其中德国的KRONES、KHS公司都是在德国上市的公司。为缩小这一差距，公司加大了产品研发力度和国际市场拓展力度，而且本次募集资金到位后，通过妥善组织募集资金项目，在投资项目达

产后，公司生产能力和市场竞争力将会明显提高，公司将会在一个更高的平台上与国际跨国公司展开竞争。

Compared with domestic manufacturers, Tech-Long keeps leading in terms of technology, product quality, sales capacity and brand awareness, however, compared with the multi-national enterprises in the world, there's still space for development in terms of capital strength, production capacity, technology, market share and the sales network in the international market, particularly, the multi-national enterprises are mostly listed enterprises, among which, Germany KRONES and KHS are listed in Germany stock market. In order to shorten the gap, Tech-Long has strengthened product R&D and international market development, after financing through the stock market, the production capacity and market competitive force of Tech-Long will be obviously improved, and Tech-Long will compete with the multi-national enterprises at a higher platform.

请问：公司未来几年的业务发展规划如何？

张颂明：中期目标（2008-2009年）：在加强产品研发和技术创新的基础上，提升产品技术水平，严把产品质量关，建立起与优质客户尤其是高端优质客户的战略合作关系。通过募集资金的逐步投入和项目产能的发挥，扩大全自动高速PET瓶灌装生产线和全自动高速PET瓶吹瓶机的生产规模，提高日化产品灌装生产设备的质量、技术和稳定性，进一步提升公司整线设备的供应和服务能力，全面提高公司在国内外液体包装机械领域的市场份额，争取2008年、2009年公司的营业收入分别较上年增长30%。

Ask: What about the plan for the business development in the coming years?

Zhang Songming: Middle term target (2008-2009): on the basis of strengthening product R&D and technology innovation, improve the technical level of products, control product quality, and construct the strategic cooperation relation with quality clients, particularly the top quality



clients. Expand the production scale of fully automatic high speed PET bottle filling product line and fully automatic high speed PET bottle blowing machine, improve the quality, technology and stability of daily chemical product filling equipment, powerfully improve the capacity as the entire line equipment supplier and service supplier, increase the market share in domestic and foreign fluid packaging machine field, and strive for increasing the sales income in 2008 and 2009 by 30% compared with the previous year.



请问：请介绍一下近年来国内饮料行业的发展概况？

张颂明：PET瓶在饮料包装上的广泛应用，带动了对PET饮料包装机械的巨大需求。PET塑料瓶具有巨大的市场空间，这就需要高品质的PET吹瓶设备和PET瓶灌装设备与之相配套。

Ask: Please give a brief introduction to the development of domestic beverage industry in recent years.

Zhang Songming: The wide application of PET bottle in beverage packaging industry promotes the enormous market to PET beverage packaging machine. PET plastic bottle has a big market space, which requires quality PET bottle blowing equipment and PET bottle filling equipment.

饮料生产企业对高速、自动化水平高的生产设备需求很大。随着饮料行业集中度的提高，饮料企业对高速、自动越来越大，使得饮料包装机械技术含量日趋提升。

Beverage producers have a high demand on high speed and automatic producing equipments. As the concentrating of beverage industry, beverage enterprises have also presented higher demands on high speed and automatization, which promotes the technical improvement of beverage packaging machine.

我国饮料包装机械行业“替代进口”步伐加快。由于我国的包装机械行业起步较晚，技术水平不高，国内企业需求的高、精、尖产品主要依赖进

口。近几年，以本公司为代表的少数民族品牌，开始进入饮料包装设备的高端领域，开发出了一批接近国际先进水平的产品，并在价格和服务方面具有较大优势，打破了跨国公司垄断高端产品市场的局面。

The step in “Substituting Imported Products” in is accelerating in Chinese beverage packaging machine industry. Since Chinese packaging machine industry has late starting, low technical level, the precise and top products for the domestic enterprises are mainly imported. In recent years, several national brands started to launch into the top field of beverage packaging equipment, and have developed a batch of products whose technology reaches the international top level with high advantages in price and service, which has broken the situation that multi-national enterprises monopolizes the market of top products.

饮料包装全面解决方案成为趋势。饮料包装全面解决方案包括为饮料工厂提供从吹瓶机、灌装生产线到二次包装设备的整线饮料包装设备以及工程设计规划、工程技术支持、工程技术咨询等综合服务行为，从整线工艺、工程设计规划、人员管理等方面为用户节省包装成本。

Beverage packaging complete solution has become the trend. Beverage packaging complete solution includes to provide comprehensive services from bottle blowing machine, filling product line to secondary packaging equipment entire line beverage packaging equipment and engineering design planning, engineering technical support, as well as engineering technical consulting, which can save packaging cost from entire line technique, engineering design planning and personnel management.

请问：您认为进入该行业发展的主要障碍在哪里？

张颂明：产品品质认可和品牌信誉度好。要成为大型饮料生产企业的包装设备供应商，必须通过严格的产品品质认可程序。大型饮料生产企业对设备供应商的产品品质认可程序一般在两年以上，在审定过程中对供应商的生产流程、质量管



2008年1月16日，深圳路演推介会现场，达意隆董事长张颂明讲话
On January 16th, 2008, on the site of Promotion in Shenzhen, Tech-Long Chairman Zhang Songming is Giving Speech

深圳 Shenzhen

上市路演活动现场 Site of Listing Performance Activity

左图：推介会现场的达意隆公司高管
Tech-Long Senior Offices on the Site of Promotion



参加推介会的投资者代表提问
Attend to answer the questions of the investors



理、工作环境甚至经营状况等各个方面提出严格的要求。通常，设备供应商需要多次整改后方能通过认可程序，还需经过一段时间的小批量供货测试后才能成为正式供应商。饮料包装机械针对的是专业客户，创建知名品牌，需要供应商持续加大技术与创新投入，不断开发迎合市场趋势的新产品，不断提高产品质量和服务，赢得更多客户的认可。

Ask: What are the main obstacles for the development of the industry in your opinion?

Zhang Songming: Product quality and brand reputation. It must pass strict product quality certification program for developing into the packaging equipment supplier of big beverage producer. The product quality certification program of big beverage producer to equipment supplier requires over 2 years with strict requirements on the production procedures, quality management, working environment and even operation situation of the supplier. Generally speaking, the equipment supplier may become the formula supplier after repeated correction and a period time of supplying tests. Beverage packaging machine aims at the professional clients, it requires the supplier to constant strengthen technology and innovation, constantly develop new products according to the market demands, constantly improve product quality and service and win the acceptance of more clients for setting up a famous brand.

人员和技术门槛高。饮料包装机械涉及复杂的工艺，尤其是高速全自动设备，对技术水平要求很高。企业采用先进工艺和技术，前期投入较大，生产组织复杂，生产周期长，且对职工素质要求很高。因此，在研发技术、工艺技术和生产管理技术等方面都会对拟进入企业形成一定的技术门槛。下游饮料生产企业的差别化生产对工艺技术提出了更高要求，行业外企业没有一定的技术基础，无法开发出适合市场需求的差别化产品。

High requirements in personnel and technology. Beverage packaging machine covers complicated technique, particularly for high speed fully automatic equipment. It requires high investment with complicated organization, long production cycle and high requirements to the skill of employees for applying advanced technique and technology. Therefore, it forms the technical doorsill

in terms of R&D technology, technique and production management technology for the enterprises who are interested to involve into the industry. The customized production for lower stream of beverage producers presents higher requirements on technique and technology, and the enterprise which is not in the industry can't develop customized and market-oriented products without certain foundation in technology.

质量和服务门槛高。饮料包装机械的使用与人们的生活息息相关，关系到人们的健康，甚至生命安全，因此对产品的质量要求很高。包装机械产品必须符合有关部门规定的各种质量标准，同时饮料生产企业也会对产品质量进行长期的测试与检验。特别是全自动高速饮料包装机械，速度高，产量大，若出现严重的质量问题，对相关生产企业将造成巨大损失，这就要求设备供应商具备很强的技术服务能力并能及时提供技术服务。此外，饮料生产企业越来越关注饮料包装全面解决方案，这也要求饮料包装机械供应商必须能够提供完善的服务，及时解决生产中出现的各种问题，因此，大型饮料生产企业往往与设备供应商形成较稳固的合作关系。

High requirements in quality and service. The use of beverage packaging machine is closely relative with people's life, and is relative with the health and even life of people, therefore, it has extremely requirements to the product quality. Packaging machine product must meet various quality standards regulated by relative administrations, and the beverage producers also perform long terms test and inspection to the product quality. Particularly for fully automatic high speed beverage packaging machine which has high speed and high output capacity, it may cause enormous loss for the producer if there's serious quality defect, therefore, the equipment supplier must have strong technical service capacity and can timely provide technical service. Additionally, beverage producers care more about the beverage packaging complete solution, and the beverage packaging machine supplier must be capable of providing complete service and timely solving various problems during the course of production, therefore, big beverage producers always keep solid cooperation relation with the equipment supplier.

(END)



广州常务副市长邹毅敏（左四）及达意隆公司高管共同庆祝达意隆上市成功
Guangzhou administrative deputy mayor Mr.Wu Yimin (forth left) and Techlong executives celebrated together the company's successful IPO

广州. 香格里拉大酒店

“为您而转” 达意隆A股成功上市答谢晚宴

Guangzhou.Shangri-la Hotel

“Runs for You” Tech-Long Held the Thanksgiving Evening Party After Successfully Listed in the Shenzhen Stock Exchange

晚会现场，参与演出的演员
Performers in the party



来自中国饮料工业协会的来宾在签名板前留影。
Guests from Chinese Beverage Industry Association are taking photo in front of the signature board.



来自可口可乐公司美国总部的工程总监John Holzemer在晚会现场
John Holzemer, Engineering Supervisor of Coco Cola USA Head Office in the party

来自百事可乐公司的全球营运副总裁Jim. Costa 签字留念
Vice President MRO, Mr.Jim Costa signature



2008年1月30日达意隆成功登陆中国A股市场（股票代码：002209），为感谢社会各界的支持，达意隆于2008年2月28日隆重举办了“为您而转-达意隆A股成功上市答谢晚宴”，晚会在广州新落成的香格里拉大酒店举行，邀请了来自政府、金融、协会、客户、供应商等重要嘉宾共400多人参加。

On January 20th, 2008 Tech-Long successfully launched in the Share A of Shenzhen Stock Exchange (Stock Code: 002209). In order to express the gratefulness to the friends of all levels, Tech-Long held the ““Runs for You” Tech-Long Held the Thanksgiving Evening Party After Successfully Listed in the Shenzhen Stock Exchange” on February 28th, 2008 in Guangzhou Shangri-la Hotel, and more than 400 guests from administrations, finance, associations, clients and suppliers attended the party.

晚会现场，达意隆董事长张颂明宣读开幕词，代表公司及全体达意隆人表示了对与会各界人士的欢迎，及对长期以来支持达意隆的朋友们的感谢；张董事长表示：达意隆的成功上市，使达意隆站在了一个全新的起点上，也迎来了前所未有的发展机遇。达意隆在倍受鼓舞的同时，也深感任重道远，全体达意隆人将以公司上市为新的契机，继续发扬艰苦奋斗的创业精神，坚持自主创新，以“替代进口，振兴民族工业”为己任，进一步把达意隆做大做强，努力为客户、股东及社会创造更多的财富和价值，持续实现我们“为您而转”的企业理念，打造百年老店，塑造国际品牌。广州市常务副市长邹毅敏在现场发表致辞，祝贺达意隆成功上市，同时鼓励达意隆再接再厉，为社会创造更大的价值。

In the party, Tech-Long Chairman Zhang Songming gave the speech and extended the welcome to the friends of all levels on behalf of the company and all employees; Chairman Zhang said: the successful listing of Tech-Long promotes Tech-Long at a new start point with more opportunities. With the encourage, Tech-Long has also realized the heavy responsibilities, and Tech-Long promises to persist in independent innovation with the spirit of hard struggling, undertake the responsibility of “substituting imported products, flourishing national industry”, powerfully develop Tech-Long to bigger and stronger, strive for creating more fortune and higher value for clients, shareholders and society, achieve the outline of “Runs for You”, achieve permanent operation and create international brand. Guangzhou Standing Vice Mayor Wu Yimin gave the speech, congratulated the successful listing of Tech-Long and encouraged Tech-Long to make persistent efforts for creating higher value for the society.

Text and pictures by: Tech-long Mukew.W / Hakim .W

用永续经营的理念

打造未来的核心竞争力

Develop core competitive force with the thought of Permanent Operation



达意隆的品牌之路
Brand road of Tech-Long

企业的经营犹如逆水行舟，不进则退，达意隆在波涛汹涌的市场中犹如一个始终走在风口浪尖的一叶轻舟，虽有跌宕，却始终能在一路的险滩暗流中迎难而上，尽览无限风光，越过万重山峦。而支撑达意隆这一批年轻而富有活力的创业者在一路艰辛中走到今天的正是他们的激情、梦想和一种打造百年老店的永恒理念。

Enterprise operation is like rowing up-stream, not to advance is to drop back. Tech-Long, like a boat on the wave in the market, and keeps striving in the dangerous shoals. And it is the enthusiasm, dream and the thought of developing eternal operation of the young and energetic staffs support Tech-Long.

树立民族品牌的道路是艰难而又光荣的。回想九年前成立之初的达意隆，只是一家20多人，年产值仅有几百万元、只能生产输送链等低档配件、也只能提供简单的维修服务的小厂。进入饮料包装设备制造行业后更是困难重重，简单的厂房，几乎空白的技术研发力量，而产品也只有单一的5加仑及水处理系统，再加上创业初期的资金缺乏，可以说是举步维艰。但是达意隆的创业者并没有因此而退缩，最终确立了“自主创新，替代进口，专注中高端饮料包装机械研制”这一具有长远发展意义的战略理念，从此迈开了达意隆大步向前的坚实步伐。

It is difficult and glorious to set up the national brand. Reminding of Tech-Long at the early phase, it is only a small factory with only 20 staffs, the production value was only several millions RMB, and could only produce such low

grade parts as conveying chain and provide simple repairing service, and faced numerous difficulties after involving into the beverage packaging equipment manufacturing industry, Simple workshops, blank technical R&D strength, only 5-gallon water treatment system, combing the shortage in capital, Tech-Long walked with great difficulty. However, Tech-Long didn't cower, and confirmed the strategic thought of "independent innovation, substituting imported products, focusing on middle and high grade beverage packaging machine", and advanced forwarding with big step.

发展的道路总是伴随着一路风霜泥泞。达意隆的创业者以务实开拓的精神一路披荆斩棘，稳打稳扎，坚持采用“哑铃式”的发展模式，从产品研发和市场开拓两方面着手，通过引进技术、合作研发等方式努力吸取世界先进技术，再通过消化吸收来加以创新；同时，不断吸纳高新技术人才，加大对技术研发的资金投入，坚持一边引进，一边自主创新的策略，将科技研发和市场销售作为工作的核心，以创新带市场，把目标瞄准了高端客户。

The development road is not even. The founders of Tech-Long break through brambles and thorns and insist on the development mode of "dumbbell" from product R&D and market development through introducing technologies, cooperative development for absorbing world top technologies and then innovates after digesting; at the same time, Tech-Long is constantly attracting hi-tech talents, strengthen the investment in technical R&D, persist in the strategy of "introducing and independent innovating", and focus on technical R&D and market sale, promote the market with innovation, and aim at the top clients.

经过九年的发展，达意隆在各方面都取得了骄人成绩，也逐渐加快了发展的步伐。从最初的引进和创新结合，到拥有100多技术研发人员的研究团队，再到省市级工程技术研发中心和重点高新技术企业；从技术空白到18项专利技术和行业标准的制定；从2000年第一台全自动旋转式吹瓶机问世到今天提供生产大型成套设备、提供整套解决方案和交钥匙工程；从提供维修服务的小厂到可口可乐公司等跨国企业的全球战略合作伙伴；从国内企业全部进口到打破行业垄断并不断提高市场占有率的国内行业龙头企业。目前，达意隆已经成为了可口可乐、百事可乐、宝洁、法国达能、生力啤酒和达利集团、娃哈哈、乐百氏、椰树、中富、紫江等国内外知名企业的设备供应商。一路走来，达意隆人始终默默的实现着当初的理想，在自己发展壮大的同时，也在默默引领着民族工业的发展。

After 9 years of development, Tech-Long has obtained outstanding achievements in various aspects, and gradually accelerated the development step. From the combination of introduction and innovation in early phase from the research team of more than 100 technical staffs and the provincial and municipal class engineering technology R&D center and key hi-tech enterprise; from blank technology to 18 patent

technologies and the constitution of industry standard; from the production of the first fully automatic rotary bottle blowing machine in 2000 to the big set equipment and entire solution and turn-key engineering today; from the small factory of providing repairing service to the global strategic partner of such multinational enterprises as Coca Cola; from imported equipments for domestic enterprises to the breaking of industry monopolization and constantly increasing the market share as the leading enterprise in the industry at home. Currently, Tech-Long has become the equipment supplier of such domestic and foreign famous enterprises as Coca Cola, Pepsi-Cola, P&G, France Danone, San Miguel beer and Dali Group, Wahaha, Robust, Coconut palm, Zhongfu, Zijiang. Tech-Long is gradually putting the ideal into reality, and is also leading the development of national industry when developing itself.

2008年，
未来征途的新起点
2008, the new start point for the future



2007年是达意隆发展路上重要的一年，也是坚持“自主创新，替代进口”收获果实的一年。这一年达意隆各项业务蒸蒸日上，各项工作捷报频传。拥有自主知识产权的吹罐旋一体机等新产品正陆续推出的同时，销售额也不断的增加，再创历史新高；市场占有率在国内同行中遥遥领先，始终保持着行业龙头的地位。达意隆的产品质量和信誉再次得到了各界的认同和赞誉，被誉为“守合同重信用企业”。

2007 is an important year for Tech-Long and also the harvesting year of insisting on "Independent Innovating, Substituting Imported Products". In 2007, Tech-Long enjoyed flourishing business and received news of victories. Such new products as the blowing, filling and capping integration machine with independent intellectual property were promoted into the market, and the sales volume also increased steadily; market share ranks leading in the industry as the leading role. The product quality and reputation of Tech-Long also received acceptance and praise from the society, and Tech-Long was also praised

as the "Enterprise Who Honors Contract and Keeps Promises".

作为达意隆重要发展战略的上市工作，也在2007年通过了重重考验，最终在12月获得了发审委的通过，并于2008年1月30日正式在深圳证券交易所挂牌上市，正式成为了国内资本市场的一员。上市募集资金是为了实现达意隆多元化发展战略，扩大市场分额，优化公司的财务结构，大大增强公司后续持续融资能力和抗风险能力，为达意隆的后续发展提供充足的资源，进一步加快中远期目标的实现。达意隆也因此成为了中国饮料包装机械的第一家上市企业。成功上市更加巩固了达意隆行业龙头的地位，并将带动整个行业前进并促进民族工业的发展。

As the important development strategy of Tech-Long, the listing passed repeated examination in 2007 and was approved by Issuance Examination Committee in December, and Tech-Long successfully listed in the Shenzhen Stock Exchange on January 30th, 2008. The capital financed from the stock market is for promoting the development strategy of Tech-Long, increase the market share, optimize the financial structure, powerfully improve the financing capacity and anti-risk capacity, provide adequate resources for the development of Tech-Long, and accelerate the step to achieve the middle and long-term target. And Tech-Long is also the first listing enterprise in Chinese beverage packaging machine industry. And the successful listing also strengthens the status of Tech-Long as the leading role in the industry and will also promote the development of the enterprise industry.

今天，经过了一次次的风雨洗礼，达意隆终于踏上了全新的旅程。2008年，随着原材料成本的提高与人民币升值，无论对于中国机械制造业还是达意隆来说，都充满了机遇和挑战，这一年，也将做为达意隆未来征途的新起点，随着中国加工业整体水平的提升，达意隆，这个技术型、高附加值的生产研发型企业将更加令世人瞩目！

Today, after conquering numerous difficulties, Tech-Long has stepped onto a brand new road. In 2008, as the price increase of raw materials and value increase of RMB, it is full of opportunities and challenges for both Chinese machine manufacturing industry and Tech-Long. 2008, is also the new start point for Tech-Long, as the improvement of general technology of the industry in China, Tech-Long, the technology-oriented with high additional value manufacturer will also become eye-catching in the world.



激情和创造力
Enthusiasm and creativity

九年磨励，达意隆的成功依靠的不仅仅是创业者的激情和梦想，更有达意隆人为追寻梦想不懈的努力以及无穷的创造力，才成就了今日的达意隆。

After 9 years of striving, Tech-Long achieved success with the enthusiasm and dream but also the constant effort and infinite creativity of Tech-Long.

创新的过程往往困难重重，需要有崇高的理想、坚强的意志、顽强的毅力以及技术上的天分、敏锐的市场触觉，未来，满足不同种类、不同层次的多样化市场需求，能够提升品位、丰富内涵的“个性化设计”技术装备将成为饮料机械行业企业的目标，也代表了饮料机械行业企业的发展方向，达意隆将投入更多的资源努力提高自主创新能力，加强知识产权的保护，组建国家级技术研发中心和博士后流动站，并以上市融资扩大产能，满足不断增加的市场需求，秉持着永续经营打造百年老店的理念，打造未来的核心竞争力，以达意隆人特有的激情和创造力不断创造着新的历史。

The process of innovation is difficult and requires grand ideal, strong volition, stalwart persistence and technical talents as well as sharp market sense. In the future, it will be the target of beverage machine manufacturers to meet diversified demands of the market, improve the taste, enrich the connotation with "personalized design" and technical equipments, which is also the development direction for the manufacturers. Tech-Long will invest more resources for improving the capacity of independent innovation, strengthening the protection of intellectual property, constructing the national class technical R&D center and postdoctoral station, expanding the output capacity, constantly meeting the market demands, and developing the core competitive force basing on the thought of "permanent operation", and constantly creating the new history with the enthusiasm and creativity of Tech-Long people.

Text by: Tech-long Sniper.Liu / Mukew. W



共享成长，传递梦想

达意隆携手宝洁捐赠希望工程

Share Development, Pass the Dream
Tech-Long and P&G Donates for Hope Project

进入新年，对于湖北麻城乘马岗镇得胜寨中心小学的聂校长来说，孩子们的新学期如何在已成为危房的校舍继续学习，成为新年里最揪心的事！然而，2008新春伊始，一笔25万元的捐款让得胜寨中心小学的师生们真正体验到了雪中送炭的温暖。当得知这笔来自广州达意隆公司与宝洁公司的联合捐款时，聂校长饱含着热泪说：“本来已是危房的教室今年又遭了百年难遇的雪灾，孩子们上课的环境太艰苦了，这笔捐款不啻雪中送炭！”而从此，这所学校将被命名为“达意隆宝洁希望小学”的学校将得到来自两家企业的持续关怀。

In the new year, it is most worried for principal Nie of Hubei Macheng Shengmagang Town Deshengzhai Central Primary School how the children keep studying in the dangerous building in the new term. However, at the start of 2008, the RMB250,000 donation make the teachers and students of Deshengzhai Central Primary School experience the warm of timely help. When knew that the donation is from Guangzhou Tech-Long and P&G, principal Nie said with warm tears: "The classroom which was dangerous met the snow disaster, the learning environment of the children is too hard, the donation is the same as timely help!" And from then on, the school which was named as "Tech-Long and P&G Hope Primary School" will receive constant care from above two enterprises.

达意隆陈副董事长陈刚，宝洁公司亚洲区工程部副总监 Gaspar Andres 先生，分别代表达意隆与宝洁向中国青少年发展基金会捐款，湖北麻城乘马岗镇得胜寨中心小学徐之锦、陶梦园两位小朋友做为学生代表接受捐赠。

Tech-Long Vice Chairman Gang Chen, P&G Asia Region Engineering Department Vice Supervisor Mr. Gaspar Andres, who are on behalf of Tech-Long and P&G to donate to China Youth Development Fund, Xu Zhijing and Tao Mengyuan from Hubei Macheng Shengmagang Town Deshengzhai Central Primary School accepted the donation as the student representatives



中国青少年基金会

China Youth Development Foundation

2月19日，朴素的捐款仪式在位于广州市萝岗区的达意隆厂区内举行，广东省青基金会秘书长林乔林先生，开发区教育局书记孙礼平，达意隆公司与宝洁公司高层、与学校远道而来的湖北麻城受助小学师生代表共同出席了活动，并与达意隆厂里的近百名员工们共同见证了这一重要时刻。今年的雪灾牵动着亿万人的心，当两家公司在从中国青基金会得到得胜寨中心小学受灾的消息后，公司高层很快达成共识—共同捐建该学校。这已是宝洁公司捐建的第131所希望小学，也是该公司首次与国内上游供应商合作支持公益事业，践行企业社会责任。

On February 19th, the simple donation ceremony was held in Tech-Long workshop in Luogang District of Guangzhou, Guangdong Province Youth Development Fund Secretary-General Mr. Lin Qiaolin, Development Zone Education Bureau Secretary Sun Liping, officers of Tech-Long and P&G, the teachers and students representatives from Hubei Macheng affected millions of people, when above two enterprises have known the stricken information of Deshengzhai Central Primary School from China Youth Development Fund, the senior officers of above two enterprises reached the common sense to donate to the school, which is the 131st Hope Primary School donated by P&G, and is also the first time for P&G to jointly support public welfare establishment and fulfill the social responsibilities with the domestic upper stream suppliers.

开发区教育局书记孙礼平说，“非常高兴看到我们优秀的民营企业与跨国公司一起共襄善举，积极担企业社会责任，特别是在社会遇到重大困难的时期，起到了很好的模范表率作用。此次合作是两家公司共享成长的重要产物之一，我们希望看到更多这样的伙伴关系诞生，希望跨国公司的供应链也能成为传递社会责任的链条，推动地区和谐发展的燎原之势。”

Development Zone Education Bureau Secretary Sun Liping said, "I'm very glad that our outstanding private enterprise can cooperate with multi-national enterprise in charity and actively undertake the social responsibilities, particularly when the society encounters big difficult, which is the excellent model and example, this cooperation is one of the important output

for two enterprises to share development, we hope to see the naissance of more partnerships, and hope the supplying chain of multi-national enterprise can become the chain for passing social responsibilities, and promote the harmonic development of the society."

宝洁公司捐赠代表，宝洁亚洲区采购部副总监叶琳表示，“今年是宝洁进入中国二十周年的节庆年，20年来，我们的目标就是使中国广大消费者的生活日臻完美，通过我们的努力，众多宝洁旗下品牌已成为中国消费者日常生活中的亲密伙伴。而为实现这一目标，宝洁更以积极促进当地社会发展为己任，通过支持教育、公共卫生及减灾等公益事业来回馈社会。面临此次南方灾情，宝洁作为一家总部地处南方重镇的跨国企业，我们认为我们有义务率先承担企业社会责任，帮助政府和受灾群众摆脱困境，在了解到灾情后，公司前不久紧急发动员工在很短时间内筹集了102万元善款及相关救灾物品用于救助此次大量滞留在广州的旅客。而今天与达意隆的成功公益合作则既得益于两家企业成功的商业合作，也得益于宝洁长期从事公益事业，我们非常高兴看到，在与上游合作伙伴共同成长的过程中，我们对当地社会贡献的整合力量也在被不断壮大！”

P&G donation representative, P&G Asia Region Purchasing Department Vice Supervisor Ye Lin expressed, "2008 is the 20th ceremony for P&G in China, for 20 years, our target is to improve the life of Chinese consumers, through out efforts, many P&G brands have become the intimate partners for the daily life of Chinese consumers. In order to achieve this target, P&G is also actively undertake the responsibility of promoting the development of society, and return the society through support education, public heath and rescuing disaster. Facing the snow disaster in South China, P&G, as the multi-national enterprise locating in South China, is obligated to undertake the social responsibility, assist the government and stricken people to out of the trouble, after realizing the disaster, P&G donated RMB1.02 million and relative articles for the passengers in Guangzhou in short period, today, the successful cooperation in public welfare establishments with Tech-Long benefits from the successful business cooperation of both enterprises but also benefit from P&G who has been dedicated to public welfare establishments, we are very glad to see that the integration strength for us to local society is also strengthening when we are developing with the upper stream partners!"



宝洁亚洲区采购副总监叶琳女士在活动现场发言
P&G Asia Region Purchasing Vice Supervisor Ms. Ye Lin gave speech on the donation ceremony



麻城乘马岗镇德胜寨中心小学校长聂勇在活动
现场表示对宝洁和达意隆公司的感谢
Principal of Macheng Shengmagang Town Deshengzhai Central Primary School Nie Yong was expressing gratefulness to P&G and Tech-Long

作为此次合作的重要发起方，宝洁公司与希望工程有着不解之缘，自1996年开始支持希望工程，是迄今捐建希望小学最多的在华跨国企业，12年来，宝洁已累计向希望工程捐款3200万元人民币，捐建希望小学131所，帮助超过7万名儿童获得更好的学习环境。结合多年的经验和创新理念，宝洁公司摸索出了独特的宝洁公益模式—“从我做起，携手商业伙伴，感召消费者，帮助需要帮助的儿童生活、学习、成长”，在捐资兴学方面开拓了新路，近年来，与商业伙伴结对共同捐款希望工程，包括达意隆公司在内，宝洁至今已累计与16家商业合作伙伴携手希望工程，并共同捐建联名31所希望小学。正如来自宝洁公司的对外事务部经理王成仓所说，“携手商业伙伴共同支持希望工程是宝洁努力承担企业社会责任的重要策略，通过十余年的努力，我们已成功实现将公益事业植入商业链条，并形成了一条“绿色商业链”，当前，我们正积极致力于推动这个链条的繁荣和成长，使其在更大范围内促进行业与社会的发展！在前后与15家下游零售企业合作后，这次是我们首次与上游供应商就公益事业进行合作，它是我们绿色商业链的又一次突破和延伸。宝洁为拥有达意隆这样的远见卓实的合作伙伴感到骄傲，同时寻求更多的这样的合作伙伴，期待这样的举动为更多在成长过程中需要帮助的孩子带去温暖！”

As the important initiator of this cooperation, P&G has linked tightly to Hope Project and started to support the Hope Project since 1996, and is the multinational enterprise in China who has donated most Hope Primary Schools, for 12 years, P&G has

donated RMB32 million to the Hope Project, constructed 131 hope primary schools, and assisted more than 70,000 children to obtain a good learning environment. With rich experience and innovative thought, P&G has developed the unique P&G Public Welfare Mode --- "Begins with me, affect consumers to assist the desired children in living, study and growth together with business partners", which has developed a new road in donation of education, in recent years, P&G has jointly donated to the Hope Project together with business partners, including Tech-Long, P&G has cooperate with 16 business partners to contribute to the Hope Project, and jointly donated 31 Hope Primary Schools. As it says by the P&G Foreign Affairs Department Manager Wang Chengcang, "It is the important strategy for P&G in undertaking social responsibilities to jointly support the Hope Project with business partners, after 10 years of efforts, we have successfully implanted public welfare establishments into business chain, and formed the "green business chain", currently, we are actively devoted to promoting the flourishing and development of this chain, promoting the development of the industry and the society in a wide range! After cooperating with 15 lower stream retail enterprise, it is the first time for P&G to cooperate with upper stream supplier in public welfare establishments, it is another breaking and extension for our green business chain. P&G is proud to have the far sighted partner as Tech-Long, and is searching for more partners, expecting to bring warmth for more children!"

Text from :P&G
Pictures by: Tech-long Wu Shanghua

Russian

穿越文化， 用睿智眼光拓展东欧市场

--俄罗斯饮料市场的广阔空间

Cross Culture, Develop the Eastern European Market with Far Sighted Vision

Enormous Space of Russia Beverage Market

俄罗斯概况

Brief Introduction to Russia

你了解俄罗斯吗？

What do you know about Russia?

我们知道俄罗斯是一个有着独特的文化和饮食风格的大国。

You know that Russia is a vast country with unique culture and its special cuisine.

俄罗斯是全球最大的国家（占全世界陆地总面积的1/6），它跨越11个时区，拥有1亿4千万人口。俄罗斯地处欧亚大陆的中心，是前苏联的脏腑之地，如今为独联体地区的中心，其水域面积占79,400平方千米。

Russia is the biggest country in the world (1/6 of worlds dry

land), it covers 11 time zones, has a population of 141,377,752 people. Center of Eurasia, heart of former Soviet Union and now center of CIS region possesses the water area of 79,400 sq km.

2006年，俄罗斯为世界经济的增长做出了6.6%的贡献，在主要国家中排名第三位。在贸易方面，俄罗斯的主要进口商品包括机械、设备、消费品、药品、肉类、糖、以及金属制品的半成品等，俄罗斯的进口合作伙伴包括德国、中国、乌克兰、日本、南韩、美国、法国、意大利。

For global economy output rose in 2006 Russia successfully made up 6.6% and took 3rd place among the leading countries. As for the trade, main import commodities for Russia include machinery and equipment, consumer goods, medicines, meat, sugar, semi finished metal products. Import Russian partners include Germany, China, Ukraine, Japan, South Korea, US, France, Italy.

机械是俄罗斯的主要进口商品，而中国便是其中的优先贸易伙伴之一，因此达意隆在俄罗斯市场的前景非常乐观，同时达意隆团队也对这里的市场潜力充满期待。

Having machinery as the top import commodity and China among prior trade partners makes Tech-Long prospective in Russia very promising and Tech-Long team very enthusiastic about market potential.

历史一瞥

A little bit of History

达意隆在2001年首次涉足俄罗斯市场，虽然当时达意隆并不成熟，只是一个正处于发展阶段的制造商，但成功地接下了巴尔瑙尔（西伯利亚）酿造公司的项目，并在俄罗斯安装了第一台机械—第一代RJM。此后，达意隆一直关注此项目，关心机械的正常运转，而且我们至今还同高级工程师亚历山大贝科夫保持联络。随后，达意隆又在独联体地区完成了几个项目，并同俄罗斯制瓶及塑料工业的不少公司建立了联系。如今，达意隆已经成长为国内企业的优秀供应商，同时也是深受国外饮料制造商们尊崇的合作伙伴。

Tech-Long made a first step on Russian market in 2001. Though at that time Tech-Long was young and developing manufacturer, it managed to get the project for Brewing Company in Barnaul (Siberia). RJM 10 of 1st generation became the first machine installed in Russia. Since then Tech-Long kept its eye on the project, always showed concern about the machine good work, and we still keep in touch with the senior engineer Alexander Bykov. Later on Tech-Long has completed several projects in CIS area, established communication with several Russian companies from both Bottling and Plastic Industry. And now when Tech-Long developed into an excellent supplier for domestic companies, respectful partner of foreign beverage producers, Tech-Long is very eager to provide a complete solution for Russian customers.

更多历史背景

More Historical Backgrounds

二战期间，俄国受到纳粹党的攻击，整个国家奋起抗战，于是所有的民用制造业转变为军用。战争结束后，俄罗斯便在全球开始了同美国的敌对关系，两个大国展开了长达50年的军事竞赛。这给俄罗斯的经济特别是民用工业造成了危害。90年代的政治变革和经济危机之后，俄罗斯的机械能力被彻底摧毁了。俄罗斯工业为了集中力量巩固个别制造业的



黄昏的莫斯科街头
Moscow Street in the Evening





圣彼得堡迷人的夜景
Beautiful Night Scenery in Saint Petersburg

相对优势，而忽略了包装设备的开发。结果，俄罗斯的包装机械大都是从国外进口的，自己生产的相对较少。

During World War II when Russia was attacked by Nazi, the country had to fight for defense and needless to say, all civil manufacture was turned into military. Later, right after the war, Russia started global confrontation with o – United States. Countries were competing for military power for almost 50 years. It turned bad for Russian economy and especially for civil industry. After political reforms and economic crisis in 1990th, the machining capability was devastated. Russian industry had to focus on strengthening specific manufacturing comparative advantages and didn't put much focus on developing packaging equipments. Thus, packaging machinery in Russia is less produced inside and mostly imported from abroad.

这些机械主要来自欧洲，欧洲机械和技术工艺向来以质量著称，这一点在世界各地都得到了承认。俄罗斯的大型饮料厂商主要从德国、意大利和法国购买机械，而产量较小的生产线却使用波兰、保加利亚和乌克兰生产的设备。

Machinery is mainly imported from Europe: the quality of European equipments and technologies is well-known and acknowledged everywhere in the world. For big beverage producers in Russia machinery is coming from Germany, Italy and France. For small capacity lines – equipment is imported to

Russia from Poland, Bulgaria and Ukraine was used.

如今，中国饮料包装机械也慢慢进入俄罗斯的制瓶工业市场，不过还存在许多障碍有待克服。中国机械在俄罗斯并不受欢迎，原因在于俄罗斯是最早接触中国出口产品的国家之一，当时中国的产品价格低廉，质量却非常糟糕。虽然时隔多年，但俄罗斯人民对中国产品质量的成见依然存在。今天，这种成见正逐渐得到改观，因为中国已经成为全球发展中重要组成部分，中国产品也在变得更受欢迎，而且更具吸引力。因此，达意隆面临的首要任务就是征服俄罗斯市场的旧观念。

Nowadays Chinese beverage packaging machinery is slowly getting into Russian bottling industry but it has some obstacles to overcome. The reason of little popularity of Chinese machinery is that Russia was among first countries to receive first exported goods from China which had low cost but poor quality. It was long time ago but made a certain opinion for Russian people about Chinese quality. This opinion is slowly changing nowadays as China is becoming an important part of global development and Chinese goods are becoming more popular and attractive. Therefore, the first task for Tech-Long is to help to overcome old views on the Russian market.

市场特征

Features of the Market



圣彼得堡的饮料价格相对
中国市场较高
Beverage price in Saint
Petersburg is relatively higher
than Chinese markete

俄罗斯的饮料市场本身有个非常有趣的特点，即它的某些特征跟其它市场的相似，而有些特征却又十分独特。

Russian Beverage market itself has an interesting character, some features of which are similar to other markets and some are very specific.

首先，它的消费倾向和喜好同西方（美国和欧洲）市场相似。俄罗斯人尤其偏爱碳酸软饮料，不过随着对健康饮品的关注，这种偏爱正有所减弱。矿泉水的销量呈季节性变化，所占的市场份额从13%到20.2%不等。

First, consumption and preferences tendencies are similar with Western market trends (American and European). Russian people demonstrate strong liking for Carbonated Soft Drinks, which is decreasing slightly due to the growing interest for healthy drinks. Mineral water depending on seasons occupies from 13% up to 20,2% in sales.

最近，冰茶、功能饮料以及运动饮料正越来越受俄罗斯人的欢迎。目前，所有国际知名品牌（红牛、Burn, PowerAde, Adrenalin Rush, 百事）都已争相进入俄罗斯市场，与Jaguar, Red Devil以及XXL等国内品牌同时亮相。对健康型产品的追求，刺激了无糖型饮料以及清淡型饮料的出现。俄罗斯市场的

独特之处在于，与果汁含量为25%或者在10%到25%之间的饮料（目前占果汁市场的3%）相比，消费者更喜欢100%纯果汁。不过，果汁风味的矿泉水和果汁型维他命饮料却同俄罗斯的传统饮料“KVAS”一样受欢迎。

Recently, ice-tea, energy drinks and sports drinks are becoming more and more popular in Russia. At present all international well-known brands (Red Bull, Burn, PowerAde, Adrenalin Rush, Pepsi) are introduced to Russian market and share shelves with national brands Jaguar, Red Devil, XXL. The tendency for healthy products also brought Sugar-free “Zero” drinks along with already known “Light” drinks. For special features of market it is to mention, that Russian consumers prefer 100% juice to nectars with 25% juice and juice drinks with juice percentage of 10 to 25% (now take 3% of whole juice market). However, juice mineral water along with juice vitamin drinks are enjoying popularity gross, as well as traditional Russian drink “KVAS”

其次，饮料市场被可口可乐、雀巢、百事可乐、达能等跨国公司所占领。在俄罗斯最大的28个城市中，可口可乐和百事可乐占饮料总产量的55%，占销售总额的75%；可乐在俄罗斯的20个城市中，占据了35%的市场份额。而俄罗斯本国的饮料制造商在28座大城市中，只占有15%的市场份额与10%的销量。因此，俄罗斯饮料公司之间的竞争十分激烈，这就使得小公司有可能被巨头公司接管。俄罗



圣彼得堡街头一瞥
Street of Saint Petersburg



俄罗斯传统的民族服饰
Russia traditional national garment



俄罗斯街头的杂货店
Grocers in Russia street



俄罗斯的特色茶饮料
Russia special tea beverage

斯的许多大公司也正被这些巨头收购，从而加入了跨国公司的大家庭。而果汁市场却稍有不同。果汁市场的四大巨头分别是：俄罗斯市场的领头羊——Lebenyansky（占果汁市场销量的30.5%，被列为全球10大果汁制造商之一）；Multon（其中23.5%已被可口可乐希腊装瓶公司收购）；Wimm-Bill-Dann（19%）；Nidan（17.7%，2007年以同意在当年出售给英国雄狮资本公司）。

Second, market is shared by transnational corporations like Coca Cola, Nestle, PepsiCo, Danone. Market share of Coca Cola and PepsiCo together counts for 55% in production and 75% in sales in 28 biggest Russian cities, in 20 Russian cities Coke takes 35% of market share. All together Russian beverage producers are enjoying only 15% of market share and 10% sales in 28 big Russian cities. Therefore competition between Russian companies keep on a high level and it makes it possible for giants to take over smaller companies. Russian big corporations are being taken over by those giants and join their multinational families. Juice market looks a bit different. It has 4 obvious giants: Leader of Russian market Lebenyansky (occupies 30, 5% of juice market in sales, listed in top-ten world's juice producers); Multon (23,5% was bought by Coca Cola HBC); Wimm-Bill-Dann (19%); Nidan (17,7%, 2007 agreed to be sold to British Lion Capital in 2007).

第三，俄罗斯的饮料生产区主要分为以下3个区域：中部（莫斯科地区），南部（南部联邦区，黑海和亚述海周边地区，包括伏尔加地区），以及西伯利亚（贝加尔湖和大江河周边地区）。这些地区分布着769个以上的饮料制造商，占俄罗斯全部饮料制造商数量的4/5。

Third, the area of Russia basically can be divided into 3 main zones of production: Center (Moscow area), South (Southern federal region, area around Black Sea and Azov Sea including Volga region), Siberia (area around Baikal Lake and huge rivers). This counts for more than 769 beverage producers – 4/5 of beverage producers in Russia.

俄罗斯之行，迈向未来的第一步

Russia Trip – first steps to the future

2007俄罗斯之行

2007年下半年，达意隆决定参加俄罗斯展会，以便进一步了解俄罗斯市场，同时也让俄罗斯市场了解达意隆。我们参加了2个展会：基因食品展会和饮料行业展会。我们选择后一个展会是由于时间上的便利和良好的借鉴性——因为据说这里齐聚了俄罗斯饮料市场的所有巨头。

Russia trip 2007

In the second half of 2007 it was decided to attend exhibition in Russia to get more familiar with the market and get the market familiar with Tech-Long. Among 2 exhibitions: Techno-Food and Drinks Industry. The last one was chosen because of convenient timing and good references - it was recommended as a gathering of biggest players of Drinks market in Russia.

达意隆在展会期间会见了一些潜在客户，并且总共收到了针对不同机械类型的12份询价单。我们在展会中发现，俄罗斯市场对达意隆机械并不熟悉。在中东或非洲地区，达意隆的地位非常强大；相比之下，俄罗斯市场仍是一片未开垦的处女地。

However, Tech-Long crew was able to meet some potential customers and all in all got 12 inquiries for different types of machinery, during the exhibition. We found out that Russian market is not very familiar with Tech-Long machinery. Comparing to other regions like Middle East or Africa where Tech-Long has a very strong position, Russian market is a virgin forest.

达意隆代表团由销售总监孔祥捷先生带领，在百事公司全球采购副总裁Jim Costa的支持下，访问了俄罗斯的百事装瓶集团，获得参观工厂的机会，并让它们了解达意隆。达意隆在莫斯科地区的Sherrizone同Ops副总裁Victor Schevtsov以及工厂经理Sergey Khizhnyak和Jim Costa举行了会议。达意隆以强大的实力给百事公司留下了很好的印象，而且我们从百事可乐俄罗斯公司接到了第一个科技项目！

Tech-Long crew, guided by the sales supervisor Mr. Ben Kong, with a great support of Jim Costa – Vice President of PepsiCo Global Procurement, Tech-Long paid a visit to PepsiCo Bottling Group Russia where we got a chance to have a plant tour and introduce Tech-Long. Meeting with Ops Vice President Victor Schevtsov and plant manager Sergey Khizhnyak, Jim Costa and Tech-Long crew was held at Sherrizone, Moscow area. Tech-Long gave a good impression of its capabilities and we got our first technical task from PepsiCo Russia!

尽管如此，达意隆依然坚持会见更多的新企业。幸运的是，俄罗斯最大的果汁生产商Lebedyansky在莫斯科总部热情接待了我们。但由于这里的消费者酷爱100%果汁，Lebedyansky的PET瓶产料要比其它包装少。不过，联合采购部和研发部的主管Edward Dudkin对达意隆十分感兴趣，特别是我们

的巴氏灭菌系统。Edward代表Lebedyansky公司，邀请达意隆参观位于Lyubertsy城市（莫斯科地区）的Lebedyansky工厂。

Still Tech-Long was persistent in meeting new companies and with the luck we were welcomed at the biggest Russian juice producer Lebedyansky at the head office in Moscow. Due to consumer's preferences for 100% juice, Lebedyansky has less production for PET than other packaging. Nevertheless, Edward Dudkin, the Head of United Procurement & R&D Department showed much interest in Tech-Long, especially at our pasteurizing systems. On behalf of Lebedyansky company, Edward also invited Tech-Long to visit Lebedyansky plant in Lyubertsy city (Moscow region).

次日，达意隆代表团便参观了莫斯科最早的瓶装水和CSD产地——Ostankinsky工厂。我们也因此对一些饮料制造商有所了解。我们得知了他们的需求，并介绍了自己的实力。同时，我们还会见了一些机械分销商和技术支持机构等潜在合作伙伴，这在我们将来真正同俄罗斯开展项目合作时，将会十分有用。

The next day Tech-Long crew visited one of the oldest bottled water and CSD producer in Moscow – Ostankinsky plant. Therefore, we managed to get to know some beverage producers. We learnt their demands and told them about our capabilities. Tech-Long also had meetings with some potential partners for machinery distribution and technical support, which will be very useful when Tech-Long starts realizing projects in Russia.

剩下的便是时间和发展上的问题。随着中国产品质量的不断提高，人们对中国产品的信赖会不断加



达意隆俄罗斯之行

Russia Trip - first steps to the future

强：当俄罗斯企业通过新的项目了解了达意隆的实力之后，我们就可以相互协作，获得共同进步和成功。这个潜能非常巨大。既然经走出了第一步，那么就让我们携手共进，抓紧时间，实现卓有成效的合作！

Yet, it's a matter of time and development. When the trust for Chinese goods becomes stronger with the improvement of its quality, when Russian companies get to know capability of Tech-Long better with the new projects we can help each other and share the success of our mutual development. The potential for that is huge. First steps are taken. Let's fasten the time to make fruitful cooperation possible! Let's do it together!

Text and pictures by: Tech-long Daria Tyutereva



达意隆团队与俄罗斯当地的一个合作伙伴合影
Tech-Long Team and Local Partner in Russia

左图：展会期间会见了Unimilk Corporation公司的总经理Vladimir，Millisecond Processing Company公司的总经理Alexander和Jim Costa
Left picture, Meeting Vladimir, Unimilk corporation GM, Alexander Millisecond Processing company GM and Jim Costa

右图：达意隆团队在展会现场
Right picture, Tech-Long team at the exhibition



达意隆正式进入玻璃瓶灌装领域

越南THP集团订购达意隆首条玻璃瓶灌装设备

Tech-Long formally launches into the filed of beer packing machine

Vietnam THP Group orders the first glass bottle filling equipment from Tech-Long

2008年3月7日，越南最大的饮料生产企业THP集团与达意隆签订了一条40000BPH的玻璃瓶灌装线设备，合同的签订地点在达意隆的广州总部，THP集团由董事长Dr. Tran Qui亲自率领代表团，达意隆董事长张颂明及公司高层热烈欢迎。这是达意隆经历数年研发后投入市场的第一条玻璃瓶灌装线，也是继公司2008年1月份上市推出的第一个重量级新产品，该线的产能为4万瓶每小时，标志着达意隆正式进入了玻璃瓶啤酒/饮料高速灌装设备的新领域。

On March 7th, 2008, Tech-Long and THP Group which is one of the biggest beer and beverage manufacturers in Vietnam signed the purchasing and selling contract on "40000 BPH glass bottle beer filling entire line equipments". The contract was signed in Tech-Long Guangzhou Head Office by Chairman of Tech-Long Zhang Songming and Chairman of THP Group Dr. Tran Qui. It is the first glass bottle beer filling line after years of research and development by Tech-Long, and is also the key and new product promoted by Tech-Long after listing into the stock market in January 2008. The output capacity of the line reaches 40000 bottles/h, which symbolizes that Tech-Long has formally launched into the field of top beer packing machine.

这是达意隆与THP的第三次合作，2007年12月，达意隆与THP公司成功签定了第二条28000BPH热灌装整线合同，包括2台RM14、1套16T前处理、90包/分钟膜包机及25包/分钟纸包机；另外还单独签定了2套16T前处理系统。2008年1月25日，距合同签订仅过了一个月时间，这条热灌装线已经全线成功运转，在只运行一台RJM14吹



3月7日，THP集团Dr. Tran Qui Than与达意隆董事长张颂明在达意隆广州总部正式签署40000BPH玻璃瓶灌装线合同

On March 7th, THP Group Dr. Tran Qui Than and Tech-Long Chairman Zhang Songming signed the contract on 40000BPH glass bottle filling line in Tech-Long Guangzhou head office

瓶机的条件下，灌装机能力已经达到18000BPH，即单模腔吹耐热瓶的速度已经达到1300BPH左右。达意隆整线设备的顺利投产，得到了THP方面的高度肯定。

It is the third cooperation between Tech-Long and THP, on 12th December, 2007, Tech-Long and THP successfully signed the contract on the second 28000 BPH PET beverage hot filling entire line equipments, including two RM14, one set of 16T pretreatment equipment, 90 CPM film wrapper and 25 CPM paper wrapper; and two sets of 16T pre-treatment systems. On 25th, January 2008, only 1 month after signing the contract, the hot filling line has successfully put into production. Under the condition when only one RJM14 bottle blowing machine is working, filling capacity has reached 18000BPH, which means that the speed for blowing heat-resistant bottle of single chamber has reached about 1300BPH. The operation of Tech-Long entire line equipments has earned high praise from THP.

达意隆在PET瓶装饮料包装设备领域，市场占有率已经连续数年稳居国内首位，2007年度出口额也已经占销售总额的30%。2008年1月30日，达意隆股票（代码002209）成功登陆中国A股市场，多年来在包装设备行业积累的雄厚技术及丰富的市场资源，加上资本的引入，加速了达意隆在玻璃瓶啤酒/饮料包装设备领域的发展，第一条线的产能就达到4万瓶每小时，也预示着达意隆在该领域瞄准的是高端客户群体，同时本次与THP的成功合作也必然坚定了达意隆将继续加大在玻璃瓶啤酒/饮料包装设备领域作更大投入的信心和决心。

Tech-Long, as the leading enterprise in Chinese beverage packing machine, ranks leading in terms of market share for several years in the field of beverage packing equipment, in 2007, the export volume occupies more than 30% of the total sales volume. On January 30th, 2008, Tech-Long (Code: 002209) successfully listed in the Chinese Stock Market A. Since the establishment, with strong technical and rich market resources in the packing equipment industry, after introducing capital, Tech-Long has accelerated the developed in the field of beer packing machine, it means that Tech-Long targets the high grade clients since the output capacity of the first line reaches 40000 bottles/h, at the same time, the successful cooperation with THP has also promoted the confidence and determination of Tech-Long in powerfully develop the market of beer packing machine.

Text by: Tech-long Adam.Luo
Pictures by: Wu Shanghua



HASSANI

多元化发展的集团公司

Group with Multiple Business

HASSANI投资的迪拜最大的
工业园规划图
Layout Drawing of Dubai
Biggest Industrial Park
Invested by HASSANI

Hassani集团是一个设立于U. A. E, 并在5个国家设有分部的家族企业。它拥有遍布世界各地的无数的合作伙伴。集团业务主要涉及4大领域：贸易业、制造业、时装零售业以及服务业。

Hassani Group of Companies is a family owned organization based in the U.A.E operating directly in five countries with number of associates in different parts of the world. Its activities are split into 4 major categories that are: Trading, Manufacturing, Retail/Fashion and Services.

Hassani集团在U. A. E的第一次商业行为可以追溯至1912年。当时，Baba Hassan Hassani先生在人口尚稀少的迪拜开办了一家供应一些基本设施的便利店。在1950年初，Mohammad Hassani创建了Hassani贸易公司（HTC），为今天闻名遐迩的HASSANI集团公司奠定了基础。如今，多元化发展的HASSANI集团拥有30多家不同的子公司，员工人数超过2000人并在持续增长中。

Hassani Group's first commercial activity in the U.A.E can be traced back to 1912 when Mr. Baba Hassan Hassani founded a small convenience store to supply basic amenities to scarcely populated Dubai. In early 1950's Mr. Mohammad Hassani, established Hassani Trading Company (HTC), which laid the foundation for what is known today as HASSANI GROUP OF COMPANIES a dynamic and diversified group with over 30 different subsidiaries employing over 2000 people and growing.

HASSANI先生是集睿智、勇敢、幽默、行事果断等优点于一身的成功商人。他的HASSANI集团在迪拜有很广的影响力，是集房地产、工业、旅游贸易于一体的大型综合性集团。该集团与汇丰

银行的合作长达60年，参股世界有名的迪拜港，名下开办的工厂有几十个，分布在中东和非洲区域，业务涉及范围有食品加工、制罐、印刷、家具、饮料、服装等，而且目前还在继续扩张。HASSANI最近投资工业园据说是迪拜最大的工业园。

Mr. HASSANI is a sagacious, brave, humorous and successful merchant. His HASSANI Group has high influence in Dubai as a big and comprehensive group with business covering real estate, industry, tourism and trade. The group has cooperated with HSBC Bank for over 60 years, and shared the world famous Dubai Port, with dozens of factories in Middle East and Africa with business covering foods processing, can making, printing, furniture, beverage and garment with sustainable extension. It is said that the Industrial Park invested by HASSANI is the biggest industrial park in Dubai.

HASSANI先生对中国制造情有独钟，据他的中国采购商透露，HASSANI每年要从中国采购大约2千万美元的产品。HASSANI很多工厂所用的原材料和机器设备大部分都从中国采购。

Mr. HASSANI has deep emotion to "Made in China". It is revealed from his Chinese suppliers, HASSANI purchases about USD20 million of products from China. And most raw materials and machines for many HASSANI factories are purchased from China.

HASSANI先生是一个特别喜欢挑战的人。他每年都会去非洲大草原打猎，挑战大自然，与凶猛的野兽和变幻莫测的气候环境斗智斗勇，他也会去世界上最原始最大的亚马逊热带雨林，在冰冷的亚马逊河里游泳，洗刷都市的尘埃，体验返璞归真宁静和谐的大自然。

Mr. HASSANI likes challenge and hunts in Africa prairie each year, challenges the nature, he also visits the world biggest Amazon tropical rain forest, and swims in the cold Amazon River for purifying the dust in the city and experiencing the calm and harmonic nature.

HASSANI先生这种富有挑战性的精神和达意隆人不畏艰难，勇于拼搏，不断超越自我的精神追求是相吻合的。

The challengeable spirit of Mr. HASSANI and the spirit of Tech-Long in constant surpassing are harmonic.



HASSANI先生喜欢挑战的个性不仅体现在工作中，在生活中也无处不在

Mr. HASSANI challengeable personality shows not only in the work but also in daily life



HASSANI先生一行与达意隆销售总监孔祥捷及国际部项目负责人在达意隆总部签约现场。

Mr. HASSANI and Tech-Long Sales Supervisor Ben Kong Xiangjie and International Department project staffs at Tech-Long head office for signing contract

达意隆成功向HASSANI提供

从注坯到码垛的整线包装生产线

Tech-Long successfully provided entire packaging product line from bottle feeding to stacking equipments to HASSANI

2007年8月20日，达意隆在Sure International LLC公司的大力协助下，与中东迪拜的HASSANI集团正式签订了一条15000BPH从注坯到码垛的矿泉水整线订单。这个项目的成功签订让整个达意隆都为之兴奋，也让国内外包装机械行业为之震惊：这是达意隆目前为止在中东非洲区单笔成交金额最大的订单；是达意隆第一台海外注塑机定单；达意隆成为目前世界上唯一能够为客户提供从注坯到包装码垛的完整PET饮料包装生产线解决方案的中国包装机械企业！达意隆向世界证明了中国制造的能力，让世界感受到了中国制造的魅力！

On August 20th, 2007, under the valuable help of Mr. Jinesh from Sure International LLC, Tech-Long formally signed the contract with Dubai HASSANI Group for a 15000BPH mineral water line from preform injection to palletizer .. The success of this project made all Tech-Long employees excited and astonished the entire domestic and foreign packaging machine industry:

this is the order with highest value in Middle East and Africa area for Tech-Long; and is the first order in injection moulding machine in the abroad market for Tech-Long; Tech-Long is the only one Chinese packaging machine enterprise who can provide complete PET beverage packaging product line solution from bottle feeding to packaging stacking service! Tech-Long proves the capacity of "Made in China" to the world, and make the world realize the attraction of "Made in China"!

说起该项目的签定过程，充满了传奇色彩。从项目初期与HASSANI先生的认识与接触，到项目的成功签定只用了仅仅一天的时间。但是正如HASSANI的中国采购商所说的，该项目的成功签定不是偶然，而是偶然中存在的必然。

The course of signing the contract is legendary. It only cost one day from contacting with Mr. HASSANI to the successful signing of the contract. However, as what the Chinese suppliers of HASSANI said, the successful signing of this project is not by chance but the necessary.

首先，HASSANI先生对该项目的计划已经酝酿很

久了，他本人已经有长时间想投资饮料行业的意愿，并且做了长期的、周详的的市场调研；同时他也与像意大利SIPA这样的优秀供应商接触过多次；

First, Mr. HASSANI has prepared for the project for a long time, and he also had intensive desire to invest in beverage industry with long term and detailed market investigation; additionally, he also contacted with Italy SIPA for several times;

其次，HASSANI先生一行于2006年8月到达意隆进行实地参考后，对达意隆完善的管理运营机制、雄厚的科研力量、完善的售后服务体系；运行稳定、质量可靠的产品生产链；严谨踏实、反应敏捷的团队合作以及达意隆在国内业界的影响力印象非常深刻；采购商诚意、大力的推荐以及达意隆与HASSANI先生相互信任的良好关系，为这个项目的成功确定奠定了良好的基础。该项目将会投放在伊朗与伊拉克边界地区，该地区经济稳定、环境优美、水质优良。该项目的主要目标市场在拥有巨大潜力的伊朗和处于长期战乱水产品严重缺乏的伊拉克，这也体现了HASSANI先生的睿智果敢！

Second, after visited Tech-Long in August, 2006, Mr. HASSANI had very deep impression to the complete management and operation system, strong technical strength, complete after service system, outstanding production chain with stable operation and reliable quality, careful and fast response team and the influence of Tech-Long in the industry at home; the sincerity of the purchaser, powerful recommendation and the relation between Tech-Long and Mr. HASSANI have also set a solid foundation for the success of the project. The project will be located in the area neighboring Iran and Iraq where has stable economy, beautiful environment and high water quality. The main target market of the project is Iran where has enormous market potential and Iran which has been destroyed by war with serious shortage of water products, which also shows the wisdom and courage of Mr. HASSANI!

Text and pictures by :Tech-long Aeron Gao

充分兼顾啤酒行业需求 把握包装机市场脉搏

Meet the requirements of beer industry

Grasp the pulse of packaging machine market

中国啤酒工业的发展

作为中国液态包装食品半壁江山的中国啤酒工业发展始于20世纪初期,进入80年代以后得到了迅速的发展。2002年,中国啤酒首次超过美国,成为世界第一啤酒大国,此后啤酒产量仍然保持年均增长10%的速度已经连续五年保持第一的位置。2007年国内的啤酒增长达14%以上,中国的啤酒行业已经进入了准高速增长阶段,而且由于国内啤酒厂商不断地整合,国内啤酒行业的啤酒利润率不断上升。作为日常消费品的啤酒产品正在面临着消费升级的重大机遇。在青岛、华润、燕京、珠江等一批大型啤酒集团进行自主创新实践的带动下,中国啤酒正以百倍的努力向世界啤酒强国冲刺。伴随着啤酒行业的高速发展,啤酒二次包装行业蕴蕴而生。

Development of Chinese beer industry

Beer industry, which occupies half of the fluid packaging foods market, develops from early 20th century, and obtained fast development after 1980s. In 2002, China surpassed USA and developed into the biggest country in producing beer for the first time, from then on, beer output still keeps the increase speed at 10%, and China has ranked at the first for continuous 5 years. In 2007, the increase of beer industry at home exceeded 14%, and the Chinese beer industry has entered into the quasi high speed increase phase, as the integration of domestic beer producers, the profit of domestic beer industry also keeps rising. As the daily consumable, beer is facing the opportunity of consumption

达意隆包装系统 Tech-long Packaging System



Packaging System

upgrading. Under the leadership of big beer groups such as Tsingtao, China Resources, Yanjing, Zhujiang, China is striving for the world strongest country in beer. As the fast development of beer industry, beer secondary packaging industry is also keeping development.

达意隆二次包装设备在啤酒行业的应用

达意隆—作为中国饮料包装行业的龙头企业,拥有亚洲最大的啤酒、饮料装备制造最大的厂房面积和最大规模的研发设计基地。在取得了饮料装备行业的骄人业绩,完成了从单一生产五加仑灌装设备到饮料工厂整厂解决方案的发展后,达意隆人并未就此止步,又一次的将目光投向了新的领域—啤酒行业。

Tech-Long secondary packaging equipment is applied in beer industry

Tech-Long, as the leading enterprise in Chinese beverage packaging industry, possesses the biggest workshop and biggest R&D design base in beer, beverage production industry in Asia. After obtaining the outstanding achievements in beverage equipments industry and developing from 5-gallon bottling equipment to beverage factory solution, Tech-Long has set the vision to the new field --beer industry.

自2006年底达意隆二次包装设备亮相北京啤酒饮料

展,到2007年底的一年多时间里,达意隆公司紧贴市场,以满足客户的需要为己任,独立开发出了全系列的包装设备,目前交付用户的产品已经涵盖纸箱全裹包装机、热收缩薄膜包装机、纸箱成型-装箱-封箱设备、码箱/空瓶垛机、卸瓶/箱垛机等数十种设备。截至2008年3月,达意隆已经成功为国内外几十家客户提供了上百套二次包装设备,继为可口可乐、汇源果汁、紫江企业、达利食品等国内外顶级企业提供服务后,国内多家知名啤酒企业如燕京啤酒集团、InBev啤酒、华润啤酒、嘉士伯啤酒、珠江啤酒等国内外知名啤酒企业也相继与达意隆达成了购买意向。2008年,达意隆公司将以证券交易所上市为契机,将面对国内外用户投放啤酒灌装生产线,形成一条完整的啤酒灌装、包装生产线。届时,达意隆将成为全球能够提供啤酒、饮料包装生产线全面解决方案的屈指可数的几家企业之一。

From Tech-Long secondary packaging equipment was exhibited in Beijing Beer Beverage Exhibition in late 2006 to late 2007, Tech-Long follows the market, undertakes the responsibility of meeting the demands of clients, has developed entire series of packaging equipments, and dozens of products such as carton wrapping and packaging machine, hot shrink film packaging machine, carton shaping - packing -sealing equipment, case palletizer / empty bottle depalletizer, bottle removing/ stacking machine has been delivered to clients. Till March 2008, Tech-Long has successfully provide nearly 100 sets of secondary packaging equipments for dozens of domestic and foreign clients. When providing service for Coca Cola, Huiyuan, Zijiang and Dali, several domestic famous beer producers such as Yanjing beer Group, InBev beer, China Resources beer, Carlsberg beer, Zhujiang beer have also reached the intention to purchasing equipments with Tech-Long. In 2008, Tech-Long, grasping the opportunity of listing in Shenzhen Stock Exchange, will launch beer filling product line into the market, form complete beer filling, packaging product line. At that time, Tech-Long will become one of the several enterprises who are capable of providing beer, beverage packaging product line complete solution in the world.

“梅花香自苦寒来,宝剑锋从磨砺出。”在短短的一年多时间里,达意隆二次包装设备开发团队经历了挫折和失败,在不断探索和总结的基础上,完成了从模仿到创新的过程,不断进行新型包装设备研发。目前,达意隆是国内唯一拥有热收缩薄膜包装机技术专利的二次包装企业,研发的一系列啤酒包装设备已在啤酒行业广泛应用。截至发稿前,去年交付用户的二次包装设备高达一百多套。

“The fragrance of plum blossom sharpens in the bitter cold, The edge of a sword becomes keener through honing”, in a short 1 year, Tech-Long secondary packaging equipment development team experienced frustration and failure and developed from

imitation to innovation on the basis of constant exploring and summarizing, and has constantly developed new packaging equipments. Currently, Tech-Long is the only enterprise who possesses hot shrink film packaging machine technology patent at home, and a series beer packaging equipments have been widely applied in the beer industry. Till present, more than 100 sets of secondary packaging equipments have been delivered to users.

随着达意隆二次包装设备技术的日趋成熟,在未来,达意隆人将继续以客户需求为己任,市场需求为导向,潜心研发,制造出更多、更好、更能为客户创造价值的二次包装设备。

As the developing of Tech-Long secondary packaging equipment technology, in the future, Tech-Long will undertake the responsibility of meeting the requirements of clients and market, develop and manufacture more and better secondary packaging equipment for creating higher value for clients.

Text and by :Tech-long Mart.Wang
Pictures by:Tech-long Mukee.W



下图从左至右依次为北京中轻合力机械有限公司总经理蔡斌、中国酿酒工业协会啤酒分会理事长肖德润、广东省啤酒协会会长郭营新、中国饮料工业协会秘书长赵亚利在达意隆答谢晚宴现场,协会领导在晚宴中表示了对达意隆包装设备前景的看好。

(From left) Beijing Zhongqing Heli Machine Co., Ltd. General Manager Cai E, Beer Brach China Alcoholic Industry Association Director Xiao Derun, Guangdong Province Beer Association Chairman Guo Yingxin, China Alcoholic Industry Association Secretary-General Zhao Yali on the site of Tech-Long Thanksgiving Party. Officers of the Association expressed their confidence to Tech-Long packaging equipments.

童话般奇迹的 嘉士伯啤酒

Miracle Carlsberg beer

“Probably the best beer in the word (嘉士伯-可能是世界上最好的啤酒)”这句看似平常，实际上却带有深刻内涵的广告词，仿佛在向我们诉说着这家有着160多年的历史啤酒公司骄傲。

“Probably the best beer in the word”, the slogan which looks simple with profound connotation looks to explain the pride of the beer company with more than 160 years of history.

丹麦是安徒生的故乡，他的童话丰富了世界文学宝库，为亿万儿童和成人所熟知。诞生于丹麦的嘉士伯啤酒，就是创造童话般奇迹令丹麦人自豪的巨型企业。

Denmark is the hometown of Andersen whose fairy tales enriched the world literature and were known by millions of children and adults. Carlsberg beer, which was born in Denmark, is the big enterprise which creates fairy miracle and is proud for Denmark people.



位于丹麦哥本哈根的嘉士伯酿酒公司总部
Carlsberg Brewing Co., Ltd. Head Office in
Copenhagen of Denmark



嘉士伯总部的啤酒历史展示
Exhibition of Beer History of Carlsberg Head Office

从哥本哈根中央火车站附近的旅馆前往市区南部的瓦尔比坡地，汽车穿过一道造型别致、极具建筑价值的“大象门”，即到了嘉士伯酿酒公司总部。

From the hotels near the Central Railway Station in Copenhagen to the Waerbi slope in south of urban area, the car crosses the “Elegant Gate” which has unique appearance with extremely high architectural value, there is the head office of Carlsberg Brewing Co., Ltd.

1847年11月，哥本哈根青年J·C·雅可布森在首都旧城墙外的瓦尔比坡地开办了一座工业化啤酒厂，取名“嘉士伯”，意即“卡尔的坡地”，卡尔指雅可布森之子，坡地就是指瓦尔比坡地。1871年，卡尔·雅可布森子承父业，投身酿造事业，并在1882年创立了新嘉士伯啤酒厂。1906年，新老嘉士伯啤酒厂合并，改名嘉士伯酿酒公司。1970年，嘉士伯与杜伯公司合并，成立嘉士伯股份有限公司，业务范围是啤酒和软饮料的生产与销售。作为一家国际著名企业，嘉士伯已在全球150多个国家和地区建立了庞大的业务网络，在五大洲拥有100多个生产基地，年产啤酒80多亿升，为世界第五大啤酒制造商。为保证质量、改进工艺和开发新产品，早在1875年，嘉士伯就设立了研究室。1976年，研究室扩建为能容纳150名员工的研究中心，主要从事广泛的科学和生物技术基础研究以及与啤酒相关领域的应用研究。

In November 1847, a youth in Copenhagen name J·C·Jacobsen established a beer factory in Waerbi slope outside of the old rampart of the capital and named it as "Carlsberg" which means "Slope of Karl", Karl is the son of Jacobsen, and slope means the Waerbi Slope. In 1871, Karl · Jacobsen succeeded to father's business, and set up the new Carlsberg Beer Factory in 1882. The new and old Carlsberg beer factories were emerged in 1906 and was renamed as Carlsberg Brewing Co., Ltd. In 1970, Carlsberg was emerged with Dubai Company and established Carlsberg Co., Ltd. with

business covering beer and soft beverage producing and selling. As the world famous enterprise, Carlsberg has set up enormous sales network in more than 150 countries and regions with more than 100 produce bases in five continents with annual output of beer exceeding 8 billion liters as the world fifth biggest beer producer. In order to assure the quality, improve the technique and develop new products, as early as in 1875, Carlsberg has set up the Research Institute. In 1976, the Research Institute was expanded to the Research Center for more 150 staffs for wide scientific and biological technical research and beer-related fields application research.

嘉士伯不仅仅是一家啤酒厂，它的企业文化也已经融入丹麦社会的各个方面，成为不可或缺的一部分。丹麦是世界上人均啤酒消费量最高的国家之一，平均每人年约105升。嘉士伯品牌在丹麦市场占有率有统治地位，每5杯啤酒中就有4杯来自嘉士伯，另外，由J.C. 雅可布森设立于1876年的嘉士伯基金会，对丹麦科学的进步、公益事业的发展和文化遗产的继承都做出了重要贡献。如1859年冬，建于16世纪的丹麦国王行宫——菲德烈堡被一场大火几乎焚毁，2/3的皇家艺术品荡然无存。后来，雅可布森捐赠了全部修缮款，并提出把此宫辟为博物馆。1878年，菲德烈堡正式成为国家历史博物馆，被誉为“丹麦的凡尔赛宫”。1913年，卡尔·雅可布森请雕刻家艾里克森雕铸“美人鱼”铜像，并作为礼物送给哥本哈根市，将她安放在朗厄里尼港湾畔，从此“美人鱼”成了哥本哈根的象征。

Carlsberg is not only a beer factory, its enterprise culture has integrated into various aspects in Denmark society as one of the necessary part. Denmark has most beer consumption per person in the world, and the annual consumption per person reaches 105L. Carlsberg brand is regnant in Denmark market, 4 cups of every 5 cups of beer are from Carlsberg, additionally, the Carlsberg Fund which was set up by J.C.Jacobsen in 1876 has also provided significant contribution to the scientific improvement, public welfare establishments and cultural relics of Denmark. For example, in the winter of 1859, Denmark King Xanadu --- Frederiksborg Slot which was constructed in the 16th century was destroyed by a fire, and 2/3 royal arts & crafts were destroyed. Later, Jacobsen donated to repair Frederiksborg Slot, and presented to develop it as the museum. In 1878, Frederiksborg Slot became the national history museum formally and was praised as the "Palace of Versailles in Denmark". In 1913, Karl · Jacobsen asked sculptor Erikson to sculpt "The Little Mermaid" and sent it to Copenhagen City as gift, and settled "The Little Mermaid" in the Batemans Bay, from then on, "The Little Mermaid" has become the symbol of Copenhagen.



宁夏西夏嘉酿公司的啤酒产品--西夏啤酒
Beer product of Ningxia Xixia Jianiang Co., Ltd. --Xixia beer

牵手嘉士伯 展望大西部

Cooperate with Carlsberg, Prospect the West China

经过两年多的时间，目前嘉士伯啤酒在中国的投资总额为12.32亿元人民币，拥有19家酿酒工厂，4500多名员工。嘉士伯啤酒在中国的主要全资企业有：嘉士伯啤酒（广东）有限公司及其下属的北京、上海、广州、成都分公司，主要负责嘉士伯系列品牌啤酒在全中国的生产和销售业务；昆明华狮啤酒有限公司及其属下各分公司，是云南省第一家啤酒企业，具备生产世界一流啤酒的能力，拥有KK啤酒和白龙潭啤酒的生产和销售权；大理啤酒（集团）有限责任公司及旗下的4间公司，是云南省最大的啤酒酿造集团，拥有大理啤酒及风花雪月两大主要品牌。合资企业主要有：拉萨啤酒、兰州黄河企业股份有限公司、新疆乌苏啤酒、宁夏啤酒，嘉士伯与其合作伙伴在中国西部地区的总市场占有率已经处于绝对领先的地位。

More than 2 years later, currently, the total investment of Carlsberg beer in China reaches RMB1.232 billion with 19 brewing factories and more than 4500 employees. The wholly owned enterprises of Carlsberg beer in China include: Carlsberg beer (Guangdong) Co., Ltd. and Beijing, Shanghai, Guangzhou, Chengdu branches, which mainly take charge of the production and sales business of Carlsberg brand beer in China; Kunming Huashi Beer Co., Ltd. and branches, which is the first beer enterprise in Yunnan Province with the capacity of producing world top beer with the production and sale right of KK beer and Bailongtan beer; Dali Beer (Group) Co., Ltd. and its 4 branches, which is the biggest beer brewing group in Yunnan with Dali beer and Fenghuaxueyue brand. Joint ventures mainly include: Lhasabeer, Lanzhou Huanghe Co., Ltd., Xinjiang Wusu Beer, Ningxia Beer, the market share of Carlsberg and the partners in West Chain ranks absolutely leading.

2007年9月，在经过了长达半年的技术交流与沟通后，达意隆接到了嘉士伯啤酒中国区正式的竞标邀请，参加全自动纸箱全裹包装机的投标，并于11月与嘉士伯啤酒（银川工厂）正式签订合同。

In September 2007, after half a year of technical exchange and communication, Tech-Long received the invitation for attending the bidding of Carlsberg beer Chinese Area to bid the fully automatic wrap around machine, and formally signed the contract with Carlsberg Beer (Yinchuan factory) in November.

由于宁夏西夏嘉酿啤酒有限公司所处环境特殊，高纬度，冬季气温低，对设备性能的要求较高，这对达意隆的包装设备又提出了一个新的挑战。达意隆为了能圆满的完成此次项目，专门成立了项目管理小组，对于嘉士伯订购设备的要求和工期与公司相关部门进行了多次关于生产组织、工程安装、项目执行的会议，并分别安排了具体人员对分解的项目进行跟进和联络。经过了几个月的积极准备和克服年初的雪灾困难后，设备已经顺利交货，目前调试工作正在紧张进行中。

Since Ningxia Xixia Jianiang Beer Co., Ltd. is located in the special environment with high latitude, low temperature in winter and high requirement on the performance of equipment, which has presented a new challenge for Tech-Long packaging equipment. In order to smoothly complete this project, Tech-Long has established the Project Management Team with several conferences on production organization, engineering installation and project execution with relative departments according to the

requirements and schedule of Carlsberg, and arranged specific technicians for follow-up the divided project. After several months' of preparation and conquering the snow disaster in early 2008, the equipments have been smoothly delivered to the factory and are under test run currently.

此次嘉士伯向达意隆订购的全自动纸箱全裹包装机进一步完善了宁夏西夏嘉酿啤酒厂二次包装的能力；同时也标志着达意隆再一次与顶级国际性啤酒集团合作的开始，达意隆通过嘉士伯啤酒在中国西部的领先地位这一优势平台，全面进入到中国西部广阔的市场当中。

The fully automatic wrap around machine powerfully improved the secondary packaging capacity of Ningxia Xixia Jianiang Beer Factory and also symbolized the start of Tech-Long in cooperating with world top beer groups, Tech-Long has completely launched into the wide market in West China through the leading status of Carlsberg beer.

Text and by: Tech-long Chen Haowei
pictures by Tech-long Chen Haowei / Mukee. W

赞比亚

真正的非洲

Zambia

Real Africa



举世闻名的维多利亚瀑布在赞比亚与津巴布韦的交界处
The world famous Victoria Falls locates at the boundary of Zambia and Zimbabwe

真正的非洲在赞比亚，是一片充满震撼美的大地，尤其在雨季。绣红土的太阳之路被维多利亚瀑布常年氤氲的水汽笼罩，水汽凝结成厚重的青得发乌的云，在野旷天低的灌木草原上空升腾跑动，转瞬又化为骤雨扑落大地。从约翰内斯堡繁忙的国际机场向北飞，越过津巴布韦就是非洲中南部的赞比亚了，它在殖民时期被称为北罗得西亚。

Real Africa is in Zambia which is the land full of astonished beauty, particularly in rainy season. The road of sun covered with red soil is vested in the water vapor of Victoria Falls, which forms the dark cloud, and moves on the bush steppe, and then change into rain. Fly to the north from the busy international Johannesburg airport, it is the Zambia in the central south Africa after crossing Zimbabwe which was named as North Rhodesia during the colonial period.

赞比亚自然资源丰富，采矿业、农业和旅游业是赞比亚经济的三大支柱。铜在赞比亚经济中占重要地位，国家外汇收入的80%都来自铜出口。农业产值约占赞比亚国内生产总值的15.3%，农业人口约占总人口的一半。

Zambia has abundant natural resources with three backbone economic industries: mining, agriculture and tourism. Copper occupies an important status for Zambia economy, and 80% of foreign exchange income of Zambia is from copper exporting. Agriculture occupies 15.3% of Zambia GDP, and agricultural population is half of total population of Zambia.

赞比亚拥有丰富的旅游资源。非洲第四大河赞比西河流经赞比亚四分之三的国土，它在赞比亚与津巴布韦交界处，形成世界著名的维多利亚瀑布，每年吸引着世界各地的旅游者前来观光。赞比亚还有19个国家级野生动物园，并辟有32个狩猎管理区。

Zambia also possesses abundant tourism resources. The 4th biggest river in Africa --- Zambezi River flows 3/4 of Zambia and forms the world famous Victoria Falls at the boundary of Zambia and Zimbabwe which attracts the world wide tourists. Additionally, Zambia has 19 national class wild zoos and 32 hunting management zones.

卢萨卡市一座以铜窗铜墙为特征的大楼

The building with bronze window and wall in Lusaka City



赞比亚当地居民





赞比亚可口可乐技术负责人特派出常务董事Ajesh (左三) 先生和生产经理Allan先生 (右二)、等到达意隆进行实地考察

Zambia Coca Cola technical charger assigned the Standing Director Mr. Ajesh (the third from left) and Production Manager Mr. Allan (the second from right) to visit Tech-Long

达意隆与赞比亚可口可乐的首次合作

First cooperation between Tech-Long and Zambia Coca Cola

随着赞比亚可口可乐公司的正本信用证于2008年1月31号到达中国银行，达意隆再一次在世界上与可口可乐公司成功的携手合作，充分证明了世界饮料巨头对达意隆的信任！

As the formal L/C of Zambia Coca Cola reaching Bank of China on January 31st, 2008, Tech-Long successfully cooperated with Coca Cola for another time, which completely proves the trust of world beverage tycoon to Tech-Long!

与以往不同的是此次达意隆是第一次在非洲的土地上为可口可乐公司提供饮料灌装

设备生产线。非洲地大物博，人口众多，气候炎热，对饮料需求巨大，近年来经济发展加快，是一块具有巨大潜力的新兴市场。此次达意隆的饮料灌装生产线将会投放在赞比亚。赞比亚可口可乐公司在非洲有很大的影响力，从东至肯尼亚到南至南非都拥有自己的生产线和合作伙伴。此次双方的成功合作，对达意隆在开拓非洲市场，进一步拓大和占领非洲市场具有非洲重要的现实的战略意义。

What is different from the past is: it is the first time for Tech-Long to provide beverage filling equipment product line to Coca Cola in Africa. Africa has vast territory and abundant resources, high population and hot climate, with enormous consumption on beverage, and is a fresh market with high potential as the acceleration of economic development. This time, Tech-Long beverage filling product line will work in Zambia. Zambia Coca Cola has high influence in Africa with product line and partners from Kenya in the east to South Africa in the south. The successful cooperation has strategic significance for Tech-Long to develop the Africa market.

达意隆与赞比亚可口可乐公司的第一次对话在07年11月初。赞方很重视此次来访，特派出常务董事Ajesh先生和生产经理Allan先生，达意隆由国际部张胜总经理领衔，参与此次谈判。双方准备都很充分，各种资料、图纸、数据全部就绪。此次谈判是在愉快、友好的气氛中进行的。达意隆认真务实的工作态度，对客户的需求的快速反应，加之达意隆雄厚的软硬件实力，给对方留下了非常深刻的印象。这也促使了赞方在参观完其他供应商后第二次到访达意隆。此次双方进一步进行了更深入的谈判，并最终达成协议。

The first dialogue between Tech-Long and Zambia Coca Cola was in early November 2007. Zambia Coca Cola emphasized this visitation and assigned Standing Director Mr. Ajesh and Production Manager Mr. Allan, Tech-Long assigned International Department General Manager Johnson Zhang for the negotiation. Both parties were well prepared with complete documents, drawings and data. The negotiation was promoted in the delighted and friendly atmosphere. The practical work attitude, fast response to client's demands and strong strength in software and hardware of Tech-Long deeply impressed Zambia Coca Cola, which also promoted the second visitation of Zambia Coca Cola to Tech-Long. At this time, both parties held deep negotiation and reached the agreement.



Text by: Tech-Long Aeron. Gao
pictures by: Tech-Long Aeron. Gao / Mukew.W



宝洁项目小组与达意隆
日化项目小组在达意隆
合影

P&G project team and
Tech-Long daily chemical
project team in Tech-Long

法国宝洁 达意隆欧洲市场的第一步

高粘度灌装机顺利验收

France P&G the first step for Tech-Long in European Market

High viscosity filling machine smoothly passed examination and acceptance

宝洁项目，向发达国家迈进

高黏度灌装设备是达意隆2007年研发成功并投放市场的用于日化洗涤用品的新型灌装设备，2007年上半年，达意隆研发的第一台高黏度灌装设备成功销往宝洁捷克工厂；随后，宝洁与达意隆的合作逐步深入，捷克工厂开始了与达意隆的第二次合作；随后，达意隆又与宝洁的俄罗斯工厂顺利签订订单；同年7月，达意隆第四台高黏度灌装设备第一次销往欧洲市场——宝洁法国工厂，开启了达意隆通往欧洲市场的第一扇大门。

P&G project, advance to the developed country

High viscosity filling equipment is the new type filling equipment developed by Tech-Long in 2007 for daily chemical washing products. In early 2007, the first Tech-Long high viscosity filling equipment was successfully exported to P&G Czech Republic factory; later, P&G deepened the cooperation with Tech-Long, Czech Republic factory started the second cooperation with Tech-Long; Tech-Long and P&G Russia factory smoothly signed the contract; in July, 2007, the 4th Tech-Long high viscosity filling equipment was exported to the European market -

-P&G France factory for the first time, which opened the first gate for Tech-Long to the European market.

从细节入手，全面提升品质

2007年7月，宝洁的法国工厂与达意隆签订了一台TFC4016.64A高黏度灌装机的订单，这台设备是同一系列的第四台机，也是高黏度灌装设备的设计开始定型的一台机，与欧洲制造业最先进的国家之一法国的合作，加上交货期的紧迫性，都使这个项目充满了挑战性。

From the details, completely improve quality

In July 2007, P&G France factory and Tech-Long signed the contract on buying one TFC4016.64A high viscosity filling machine which is the 4th product of same series, and is the first machine after design finalizing of high viscosity filling equipment and the cooperation with one of the most advanced countries in European manufacturing industry -- France, and the project is challengeable due to the urgent delivery time.

2007年9月，设备正式开始制造；10月，是零件加工最关键的一个月，达意隆从外协配件入手，加大质检力度，派遣经验丰富的质检员进驻重要

的供应商工厂，和供应商携手共同解决一线问题，全面提升机械外协加工件的质量，从而从根本上提高机器性能。

In September 2007, equipment was formally put into production; October is the key month for parts processing, Tech-Long strengthened the QA and assigned experienced QA technician to the important supplier's factory for solving problems and completely improving the quality of incoming parts, thus powerfully improving the performance of the product.

11月底，全面进入设备装配阶段，“我们不只是在组装一台能实现灌装旋盖功能的机器，我们是在加工一件艺术品。”这就是宝洁项目组的工作理念。宝洁公司的细致加工的理念感染了达意隆项目组的每个人，虽然交货时间已非常紧迫，但是项目组依然强调从细节入手，为了使零部件更加精细，达意隆新添置的一台激光切割机也发挥了巨大的作用。将设备品质提升到一个新的水平。

In late November, the machine was put into assembly, "we are processing an artistic product instead of assembling the machine for filling and capping function", this is the work principle of P&G project team. This thought of P&G affected every technician of Tech-Long Project Team, although it is urgent, the Project Team still emphasizes the details. In order to achieve high precision, Tech-Long

also introduced one laser cutter and improved the product quality to a new level.

12月底，装配基本完毕，开始进行调试。调试过程一开始并不是十分顺利——旋盖机震动，托瓶板不灵活……设计、调试工程师及时改进设计；机加、外协加急赶制更改的零件，装配工人两个星期的日夜奋战，终于将问题一个个解决。使大家面对即将来临的全面验收，都充满了信心。

In late December, the machine has finished assembly and started for test. It was not smooth at the beginning of test --- capping machine was vibrating, bottle supporting plate was not flexible design and test engineers timely improved the design; and the suppliers also supported Tech-Long to process the modified parts, after 2-weeks of effort, every problem was solved. And everyone was confident to the complete examination and acceptance.

以达意隆速度成功验收

从零件加工开始，经历了100天，迎来了第一周的FAT，首先进行了灌装测试，2L灌装到最后50瓶时灌装量急剧下降，检查发现我们供水系统的管径太小，宝洁项目小组提出要求，在第二轮FAT之前务必换好所有供水管道。为了保证供水压力，我们必需更换管道，但供水罐在工厂二楼，更换管道是一个相当浩大的工程。但是第二



法国宝洁订购的灌装
设备在达意隆安装调试
现场

Filling Equipment for
France P&G is on the
installation and test site in
Tech-Long

天一早，当宝洁项目小组来到现场的时候，看到的除了六位装配工人红肿的双眼外，还有更换一新的供水管道……

Pass examination and acceptance at Tech-Long speed

For 100 days from parts processing, Tech-Long greeted the first week of FAT, first, filling test was performed, 2L filling to the acute dropping of 50 bottles/h filling capacity, it was found that the pipe of water supply system was small after inspection, P&G project team presented the requirement to replace all water supply pipe before the second FAT. In order to assure the water pressure, we must replace the pipes, but water supply tank was on the second floor of the factory, it was a very big engineering to replace pipes. However, in the next morning, when P&G project team reached the site, they saw the new water supply pipes besides the flared eyes of 6 assembly engineers...

这次的验收同样和以往的几个项目一样，宝洁项目小组在首次验收过后，都会根据偏好提出新的要求，而每次第二天清晨，他们都会看到前一天提出的要求80%都已经完成。

The same as the previous projects, P&G project team also provided the new requirements after the first examination and acceptance, and they would see that 80% of their new requirements had been performed on the next morning.

2008年2月1日，是持续两周的FAT的最后一天，所有的测试全部一次性通过。2月11日，大年

初四，发往宝洁（法国）的设备开始打包发货。在这次战役中，达意隆人不辱使命，四个月的奋战，用达意隆的速度，诠释了“为您而转”这一核心理念，使设备从外观、性能上再一次得到了飞跃。接下来，宝洁的天津、罗马尼亚等工厂都会与达意隆展开合作，达意隆也通过与宝洁的合作不断的进步、成长，未来，达意隆通往世界的道路也将越来越宽广。

On February 1st, 2008, the last day for the 2-week FAT, all tests passed at one time. On February 11th, the fourth day of the New Year, the equipment for P&G (France) was packaged. In this battle, Tech-Long explained the core thought of "Runs for You" after 4 months of efforts at Tech-Long speed, and the appearance and performance of the equipment were developed to a new level. Later, P&G Tianjin and Romania factories will start the cooperation with Tech-Long, and Tech-Long is also developing through the cooperation with P&G. In the future, Tech-Long is also facing the wider and wider road to the world market.

Text and pictures by: Tech-long Hangtian Zhang



雀巢水业认可达意隆技术

达意隆五加仑灌装生产线
在雀巢水业巴基斯坦工厂运转

Nestle Water recognizes
Tech-Long technology

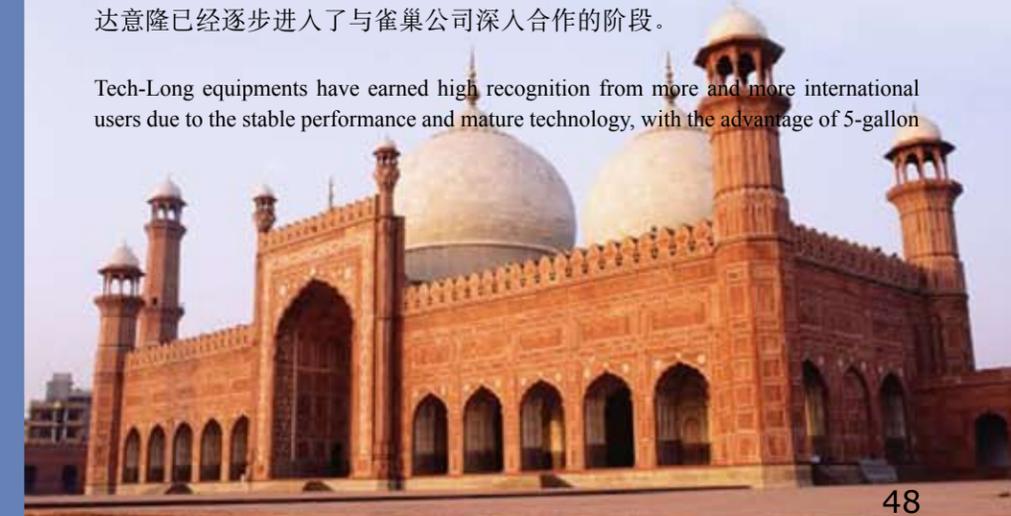
Tech-Long 5-gallon filling line is
successfully working in Nestle Water
Pakistan Factory

巴基斯坦首都--伊斯兰堡，是全国的政治中心，也是一个美丽的花园城市。位于国境东北部海拔540米的山麓平原上，北靠马尔加拉山，东临拉瓦尔湖，西南距拉瓦尔品第11公里。城市交通发达，有重要的公路干线通向四面八方。全球最大的饮用水公司之一雀巢水业集团在巴基斯坦的工厂就位于伊斯兰堡。

Capital of Pakistan - Islamabad is the political center and a beautiful garden city in Pakistan, located on the piedmont plain with elevation reaching 540m in the northeast of frontier, neighboring Merjiala Mountain in the north, Rawal Lake in the east and is only 11km to Rawalpindi with developed urban traffic. The factory of Nestle Water Group which is the biggest drink water producer in Pakistan is located in Islamabad.

随着达意隆设备性能的稳定及技术的成熟受到越来越多国际用户的认可，以及五加仑设备在国际市场上优良的性能优势，雀巢水业对达意隆关注已久，其位于巴基斯坦的工厂于2007年8月与达意隆展开了五加仑900桶整线设备的合作。项目在设计初期，雀巢公司就提出了很多达意隆从来没有接触过的技术要求，再一次考验了达意隆的技术能力，达意隆凭借丰富的整厂设计经验及技术实力，经过了将近5个月的努力，进入了整线设备的安装调试阶段。2007年12月26日，这条生产线完全通过了巴基斯坦工厂的全面验收，并于2008年4月份正式投产。项目的成功标志着达意隆的五加仑灌装设备已经达到世界饮用水设备的最高水平，并且在此基础上，达意隆已经逐步进入了与雀巢公司深入合作的阶段。

Tech-Long equipments have earned high recognition from more and more international users due to the stable performance and mature technology, with the advantage of 5-gallon



equipments with high cost performance in the international market, Nestle Water has paid high attention to Tech-Long, and the Pakistan Factory of Nestle performed the cooperation with Tech-Long in ordering 5-gallon 900 barrel enter line in August 2007. In the early phase of project design, Nestle presented a lot of technical requirements which are not professional for Tech-Long, with rich experience and technical strength in entire factory design, after nearly 5 months of striving, Tech-Long entire line equipment was put into installation and test. On December 26th, 2007, the product line completely passed the complete examination and acceptance of Pakistan factory and was put into production in April 2008. The success of the project symbolizes that Tech-Long 5-gallon bottling equipment has completely reached the top level of world drink water equipment, on this base, Tech-Long has gradually entered into the phase of deep cooperation with Nestle.

随着项目的顺利开展，双方的了解逐步深入，雀巢希望达意隆能成为雀巢长期的设备供应商合作伙伴。这是雀巢水业基于对品质高要求的基础上，对达意隆长期考察并成功合作后对达意隆所作出的高度肯定。

As the smooth promotion of the project and the understanding of both parties, Nestle hopes that Tech-Long may become the long term equipment supplier of Nestle. Which is the highly praise from Nestle after long term investigation and successful cooperation with Tech-Long.

达意隆在与巴基斯坦工厂的合作中，深刻地体会到雀巢对产品品质的契而不舍的追求，以及从不忽视每一个可能会影响到产品品质的细节。这些优秀的品质都深深影响了达意隆人。

During the course of cooperating with Pakistan factory, Tech-Long has deeply realized the persistence of Nestle in product quality, and doesn't neglect every detail which may possibly influence the product quality. These outstanding quality thoughts have also deeply influenced every Tech-Long staff.

此时，我们又接到来自卡拉奇工厂和胡志明工厂的询价和项目洽谈，相信达意隆与雀巢将会成为很好的合作伙伴。

At this time, we received the enquiry and project negotiation with Karachi factory and Ho Chi Minh factory, we believe that Tech-Long and Nestle will become the excellent partners.

Text and pictures by: Tech-long Tim. Tian



五加仑灌装设备
5-gallon Filling Machine



城在海上，海在城中 美丽的厦门

The city on the sea,
The sea within the city

Beautiful *Xiamen*



厦门优越的地理及经济环境

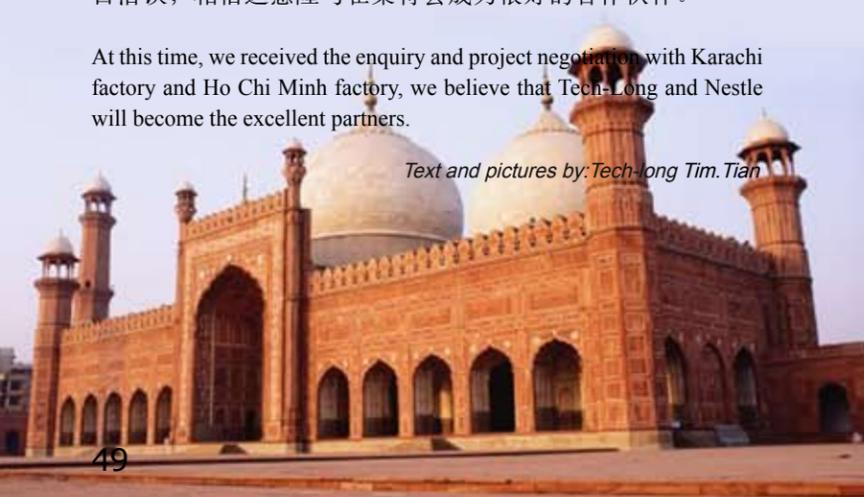
厦门是福建省第二大城市，位于福建省东南部，其东南濒临东海，与金门隔海相望，是著名的海港城市，“城在海上，海在城中”是厦门无可争议的特色。厦门地处亚热带，属海洋性气候，这里四季如春，厦门原本为一岛屿，随着高集海堤、厦门大桥、海沧大桥的相继建成，厦门已由海岛型城市向海湾型城市转变。

Xiamen has advantaged geological and economic environment

Xiamen is the second biggest city of Fujian Province and is located in southeast of Fujian, neighboring the East Sea in the southeast, facing Jinmen from the sea as the famous harbor city. It is the feature of Xiamen that “the sea within the city and the city on the sea”. Xiamen has subtropical ocean climate, and the climate of the city is temperate and pleasurable throughout the year, Xiamen was originally an island and has transferred from the island city to harbor city as the constructing of Xiamen Bridge and Haicang Bridge.

厦门是中国设立最早的四个经济特区城市之一，享有省级经济管理权限和拥有地方立法权，历史上就是中国东南沿海对外贸易的重要口岸。1980年10月国务院批准设立厦门经济特区，20年来的特区建设和改革开放使厦门发生了历史性的变化，国民经济持续快速发展，城市设施日臻完善。

Xiamen is one of the 4 economic special zones set earliest in China, and enjoys the provincial class economy administration right and local legislative, and has been the important port for foreign trade in southeast coast since ancient. In October 1980, the State Council approved to set Xiamen Special Economic Zone, for 20 years, Xiamen has occurred historical improvement due to the special economic zone construction and opening policy, the national economy develops steadily and healthily, and the urban facilities become complete.





陈嘉庚先生故居,体现了厦门浓郁的人文气息

Former residence of Mr. Chen Jiageng, shows the dense humanistic atmosphere of Xiamen

厦门的饮料产业现状

厦门饮料产业的结构非常合理,拥有外资、国有、民营等产业类型的多个知名品牌,品牌密集程度较高,饮料产业近年已开始产生产业集聚、品牌集聚,产品多元化迈开步伐。厦门优良的地理及经济环境适宜食品、饮料的生产,同时,厦门的城市知名度有利于品牌的推广,而更为重要的是,厦门饮料产业具备先进的技术和生产设备,并且形成了完整的产业链条——农业基地、果蔬加工、饮料罐装、包装外销、品牌营销,领先打造了完整饮料产业链。

Current situation of beverage industry in Xiamen

Xiamen beverage industry has reasonable structure with several famous brands with foreign-owned, state-owned and private enterprises. In recently years, beverage industry has become industry and brand centralization, products have also advanced the step of diversification. Xiamen is suitable for foods and beverages producing due to excellent geographic and economic environment. At the same time, the awareness of Xiamen also benefits brand promotion. What is more important is that Xiamen beverage industry has advanced technology and production equipments, and has formed complete chain --- agricultural base, fruit and vegetal processing, beverage filling, packaging and exporting, brand marketing, and has constructed the complete beverage industry chain.

来自厦门市经发局产业处的消息称,厦门将整合位于同安的“轻工食品园”与位于翔安的“厦门银鹭高科技园区”,将这两块约12.8平方公里的土地打造成为厦门的“生态食品工业园区”,进一步加快厦门饮料产业的集聚效应,吸引更多的国内、国际饮料食品企业来厦设立生产基地。

It is known from Industry Office of Xiamen Economy Development Bureau: Xiamen will integrate the "Light Industry Foods Park" in Tong'an and "Xiamen Yinlu Hi-Tech Park" in Xiang'an, and develop the 12.8 square kilometers land into the "Ecological Foods Industrial Park", accelerate the centralizing effect of beverage industry, and attract more domestic and international beverage foods enterprises to set up product base in Xiamen.

厦门著名景区鼓浪屿街道一角
Gulangyu Street, the famous scenery spot in Xiamen



厦门环岛路风光
Scenery of Huandao Road in Xiamen



银鹭集团

创造领先的饮料产业环境

Yinlu Group

Create leading environment for beverage industry



银鹭集团位于首批全国乡镇企业科技园区——厦门银鹭高科技园区,是国内最大的罐头、饮料生产基地之一。银鹭拥有当今国内外食品饮料行业先进水平的现代化生产线30多条(套),具有较强的专业化、集约化、规模化生产能力,年可生产各类食品饮料罐头80万吨,位居全国同行业前列。在发展与巩固以食品饮料生产为主业的同时,银鹭集团实施二次创业,进军电子科技、房地产开发等领域,适度介入资本市场,实施跨行业多元化发展,着力打造“百年银鹭”。银鹭人本着“精诚团结、开拓进取、敬业奉献、志创一流”的经营理念,努力创造着美好的未来。

Yinlu Group is located in the first batch of State Township Enterprise Technical Park --- Xiamen Yinlu Hi-Tech Park and is one of the biggest produce base in can and beverage in China. Yinlu possesses more than 30 world top product lines in foods beverage industry with strong professional, centralized and mass production capacity with the annual output of foods, beverage and cans reaching 800,000 tons, and ranks leading in the industry. When developing and reinforcing the foods and beverage production, Yinlu Group has also launched into the electronic technology and real estate development industry with moderate involvement in capital market with multiple business for developing "Eternal Operation". Insisting on the operation principle of "team work, striving, dedicating and perfection", Yinlu is creating the beautiful future.

银鹭集团先进的生产线是开放式的,不仅为自己服务,也为可口可乐、统一等国内外著名饮料厂商代加工产品。银鹭通过建设自己的果蔬生产基地满足果蔬饮料对原料的特殊要求。在技术实力和设备先进性方面,银鹭的PET无菌冷灌装技术的产业化应用,开创我国饮料生产史上新的里程碑,创造了领先的饮料产业环境。

Yinlu Group has advanced and open product line which also serves themselves but also provides OEM products for such famous beverage producers as Coca Cola and Uni-President. Yinlu meets the special requirements on fruit and vegetal beverage through constructing its own fruit and



银鹭集团部分饮料产品
Yinlu Group
Some beverage products

银鹭茶饮料灌装生产现场
Yinlu tea beverage filling site



vegetal produce base. In terms of technical strength and equipments, Yinlu PET aseptic cold filling technology has developed the new mile stone in Chinese beverage producing history and created leading environment in the beverage industry.

目前银鹭旗下饮料品牌主要包括：银鹭瓶装饮用水（含纯净水和矿泉水）、银鹭植物蛋白饮料、银鹭天然椰子汁、杏仁露、银鹭花生牛奶、清菊花茶饮料等。
Currently, Yinlu beverage brands mainly include: Yinlu bottled drink water (purified water and mineral water), Yinlu vegetal protein beverage, Yinlu natural coconut juice, almond seed juice, Yinlu peanut milk, mum tea beverage etc.

银鹭集团信赖

达意隆灌装、吹瓶技术的成熟及性能的稳定

Yinlu Group trusts mature and stable Tech-Long filling, bottle blowing technology

灌装设备和吹瓶设备是达意隆的两大核心产品，凝聚了达意隆人的智慧，经过几年坚持不懈的研究与探索，达意隆的灌装和吹瓶技术取得了突破性的飞跃，设备运行稳定性达到目前世界先进水平。
Filling equipment and bottle blowing equipment are the two key products of Tech-Long, after constant research and development, Tech-Long filling and bottle blowing technology have obtained outstanding development, and the stable performance of the equipments ranks leading in the world.

达意隆致力于新产品研发及提升设备运行的稳定性，用心听取用户意见，给用户的需求提供最佳的解决方案，切实为用户提升价值，与用户共同成长。
Tech-Long is dedicated to developing new product and improving the stability of equipments, and provides best solution according to user's demands, increases value and develops together with the client.

银鹭集团（以下简称“银鹭”）在2006年以前采购和使用的生产设备全部是KHS、SIDEL、KRONs、珀克玛等进口设备，对国产饮料设备的技术和性能以及运行的稳定性一直信心不足。随着达意隆在饮料包装设备行业的影响力扩大及品牌形象的提升，从2003年起，银鹭就已经开始关注达意隆的发展，2006年，银鹭高层领导在达意隆的热情邀请下到达意隆广州总部进行了实地参观、考察，对达意隆在短短几年时间就发展成为国内领先的饮料整线设备应商以及现有的规模和实力表示了赞赏和感叹。

Yinlu Group (hereinafter shortened as "Yinlu") applied such imported equipments as KHS, SIDEL, KRONs, BKM before 2006 since they had inadequate confidence to the performance and stability of homemade

beverage equipment. As the improving of awareness of Tech-Long in beverage packaging equipment industry and the improving of brand image, since 2003, Yinlu has paid attention to the development of Tech-Long, in 2006, Yinlu senior officers visited Tech-Long Guangzhou head office with invitation, and expressed their praise and plait to Tech-Long who developed into the domestic leading beverage entire line equipment supplier with big scale and high strength in short period.

随后，银鹭即与达意隆达成了购买设备的意向，并在2006年到目前为止的一年多时间内向达意隆订购了涵盖瓶装水灌装设备、热灌装设备、全自动吹瓶机、水处理系统及空瓶输送系统等设备。这充分表示了银鹭对是达意隆制造的认可和肯定。
Later, Yinlu reached the intent in ordering equipments from Tech-Long, and ordered such equipments as bottled water filling equipment, hot filling equipment, fully automatic bottle blowing machine, water treatment system and empty bottle conveying system from Tech-Long, which completely shows their recognition and confidence to Tech-Long products.

2006年9月，达意隆与银鹭签订两台RJM14全自动吹瓶机订单，2007年4月，第一台吹瓶机通过严格的厂内测试后交付银鹭，从安装、调试、试产到设备验收并交付给客户使用仅用了一个多月时间，并于5月中旬通过了银鹭集团的全面验收。达意隆全自动吹瓶机配合了银鹭国内领先的无菌冷灌技术，吹瓶设备从机械设计到自动化控制等电气控制上已经完全能够取代进口设备。

In September 2006, Tech-Long and Yinlu signed the contract on two RJM14 fully automatic bottle blowing machines, in April 2007, the first bottle blowing machine passed strict interior test and was delivered to Yinlu, which only cost one month from installation, test production, examination and acceptance to delivery, additionally, the product passed the complete examination and acceptance of Yinlu Group in mid May. Tech-Long fully automatic bottle blowing machine matches Yinlu's leading aseptic cold filling technology, bottle blowing equipment and can completely substitute imported equipments from design

to automatic control.

在灌装设备方面，银鹭选用了达意隆36000瓶/小时瓶装水生产线，24000瓶/小时瓶装热灌装线，用来生产矿泉水、纯净水瓶装水产品及冰红茶、绿茶、菊花茶等茶饮料产品。灌装设备运行的稳定性得到了银鹭的高度评价。

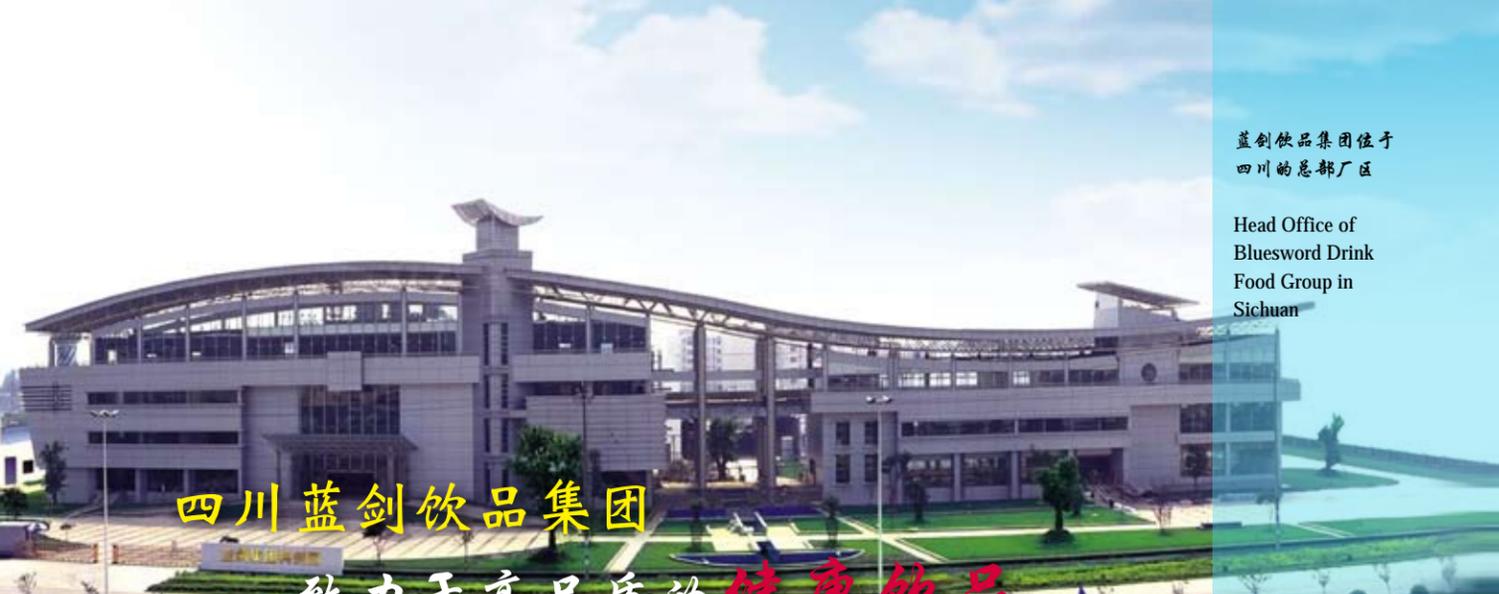
In terms of filling equipment, Yinlu selected Tech-Long 36000 bottles/h bottled water product line and 24000 bottles/h bottled hot filling line for producing mineral water, purified bottle water product, iced black tea, green tea and chrysanthemum tea. And Tech-Long filling equipment has earned high praise from Yinlu due to high working stability.

银鹭集团在其二十多年的发展过程中，结合自身特点与实际，巩固企业发展现状和充分利用现有资源，为逐步实现“走出去”的发展战略而迈出了坚实的步伐。
Yinlu Group, during over 20 years of development, combining the characteristics and actual situation, has reinforced the development and utilized the resources, which has achieved a big step for the development strategy of "Stepping Out".

08年是银鹭集团“走出去”发展战略的一年，1月，银鹭再次与达意隆签订了RJM14和CPXX20全自动吹瓶机订单，用来配套正在建设中的山东工厂的无菌生产线。此项合作是银鹭在与达意隆的多次合作中，对达意隆制造的进一步认可，是对达意隆技术及产品性能稳定的信赖，更加确定了达意隆设备已经完全可以替代进口设备。

2008 is the year for Yinlu Group's development strategy of "Stepping Out", in January 1, Yinlu ordered Tech-Long RJM14 and CPXX20 fully automatic bottle blowing machine for the aseptic product line in Shandong which is still under construction. This cooperation is the further recognition of Yinlu "Tech-Long products with higher confidence to Tech-Long technology and product stability, which has also confirmed that Tech-Long equipment is completely capable of substituting imported equipments.

Text by: Tech-long Zheng Qiongqiu / Mukew.W
Pictures by: Tech-long Jia Yangfeng



蓝剑饮品集团位于四川的总部厂区

Head Office of Bluesword Drink & Food Group in Sichuan

四川蓝剑饮品集团

致力于高品质的健康饮品

Sichuan Bluesword Drink Food Group Be dedicated to quality and healthy

四川蓝剑饮品集团有限公司，下属8家子公司3个原料（原酒）生产基地，主要从事植物蛋白饮料、矿泉水、低度酒的生产及销售，生产规模已突破100万吨，饮料产销量连续四年蝉联西南第一。植物蛋白饮品居西部第一，全国第三；瓶装水市场占有率列西南第一；矿泉水产销量跻身全国第二，2008年有望跃居第一；并取得了全国第一个“中国矿泉水之乡”的品牌独家使用权及矿泉水资源独家开发权。旗下“冰川时代”荣膺四川饮料行业唯一一个“中国名牌”；四川名牌“唯怡”植物蛋白饮品在中国乳品市场掀起了三次“白色浪潮”；全国免检产品、中国名牌“蓝剑 冰川时代矿泉水”和“蓝剑富氧薄荷水”已成为中国西部最具竞争力的饮用水品牌，全力打造中国同行业第一品牌。

Bluesword Drink & Food Holding Co., Ltd., under Bluesword Group, having 8 subsidiaries and 3 production bases for raw materials or raw alcohol, is specialized in the manufacture and marketing of beverages from vegetable protein, mineral water, and alcoholic beverages at an annual capacity of some 1,000,000 tons. Bluesword's vegetable protein beverage ranked the first in western China as well as the third in China; the market share of bottled water ranked the first in western China; the output and sale volume of mineral water ranked the second in China, and is expecting the first in 2008; additionally, Bluesword has awarded the exclusive usufruct and mineral water resources development right of the first "Chinese mineral water hometown" in China. The "Iceage" awarded as the only "China Famous Brand" in Sichuan beverage industry; Sichuan Famous Brand "Viee" vegetal protein beverage aroused three "white tides" in Chinese milk market; Product Exception from National Inspection, China Famous Brand "Bluesword • Iceage mineral water" and "Bluesword hi-oxygen mint water" have become the drink water brands with highest competitive force in western China. Currently, Bluesword is powerfully developing into the first brand in the industry in China.

中国最大的矿泉水企业蓝剑饮品集团本着“我们只销售健康”的经营理念，立足“整合、创新、突破”的发展战略，取得了长足发展，通过了“ISO9001:2000”国际质量体系认证，先后获得了“中国饮料企业500强”、“四川省经济效益显著企业”等殊荣。

Followed the business policy, "We provide healthiness only", and the development strategy, "Consolidation, Innovation, Breakthrough", Bluesword has obtained tremendous development and won many honors such as "Top Beneficial Result Enterprises of Sichuan Province", "National 500 Key Beverage Enterprises" and "ISO9001:2000 Conformity".

蓝剑饮品集团立足西部，拓展全国，致力于为消费者提供高品质的健康饮品，持续提升顾客满意度，以进入全国行业前三为奋斗目标。

Setting foot in the west, marching into the whole country, Bluesword will devote to providing top-quality healthy beverage for our consumers and promote customer satisfaction continuously. Our goal is to be "The top 3 of the drinking water industry in China".



蓝剑饮品集团的主要瓶装水品牌
Bluesword Drink & Food Group focuses on bottled water brand

达意隆与蓝剑饮品的合作

Cooperation between Tech-Long and Bluesword Drink & Food

蓝剑饮品集团自2002年底正式进军饮用水行业，与达意隆的第一次合作始于2003年1月，当时订购了两条15000瓶/小时瓶装水生产线及一条900桶/小时五加仑生产线。2004年初，新产品上市仅上市一年时间，蓝剑系列（包括冰川时代）瓶装饮用水就被“中华全国商品信息监评中心”评为西南饮用水市场占有率第一名称号。

Bluesword Drink & Food Group formally launched into the water industry in late 2002, and the first cooperation of the group with Tech-Long was in January 2003, and purchased two 15000 bottles/h bottled water product line and one 900 BPH 5-gallon product line. In early 2004, after the new products launched into the market for 1 year, Bluesword series (including Iceage) bottled drink water was entitled as the brand with top market share in drink water market in western China by "All China Commodities Information Inspection Center".

由于蓝剑饮品集团在饮用水市场的不断开拓进取，规模逐步拓大，2004年1月，再次向达意隆订购了一条20000瓶/小时瓶装水生产线；2004年3月，蓝剑重庆公司向达意隆订购了一条15000瓶/小时瓶装水生产整线；2004年12月订购了一条900桶/小时桶装水生产线；2007年1月订购了一条2000桶小时桶装水生产整线；2007年11月订购了两条2000桶/小时桶装水生产线。

Due to the constant development of Bluesword Drink & Food Group in the drink water market, the scale of the group is expanding gradually, in January 2004, the group ordered another Tech-Long 20000 BPH bottled water product line; in March 2004, Bluesword Chongqing Company ordered one Tech-Long 15000 BPH bottled water entire line; In December 2004, ordered another 900 barrels/h barrelled water product line; in January 2007, ordered one 2000 BPH barrelled water

entire line; in November 2007, ordered two 2000 barrels/h barrelled water product line.

在双方合作的五年里，达意隆设备的高品质充分得到了蓝剑集团的信任。在整个蓝剑集团，所有水厂的灌装线设备均为达意隆提供，双方已结成相互支持、互相信任的战略合作伙伴关系。

During the cooperation for 5 years, the outstanding quality of Tech-Long equipment has earned high confidence from Bluesword Group. In the entire Bluesword Group, all filling line equipments for all water factories are provided by Tech-Long. And both parties have formed the strategic partnership with mutual support and high confidence.

作为中国饮用水名牌产品，“蓝剑冰川时代矿泉水”继2006年荣膺中国登山队专用饮用水后，2007年又成为国家男女篮球队全球唯一指定饮用水，随着蓝剑饮品集团借助中国奥运会的体育营销战略，大举进军全国市场，蓝剑饮品的路将越走越宽，与达意隆也将会有更多领域、更深层次的合作。

As the drink water famous brand product in China, "Bluesword Iceage mineral water", following the award as "Special Drink Water for Chinese Mountain Climbing Team in 2006", awarded as the "Only Specific Drink Water by State Men's and Women's Basketball Team" in 2007, with the sports marketing strategy of Bluesword Drink & Food Group of the Olympic Games, Bluesword is powerfully expanding in the domestic market, the road of Bluesword Drink & Food becomes wider and wider, and Bluesword is also developing the cooperation in more fields and wider range with Tech-Long.

Text and pictures by: Tech-long Yang Jian

达意隆2007大事记 Tech-Long 2007 Memorabilia

成功上市

- 2007年12月12日，达意隆顺利通过了中国证监会评审，2008年1月30日成功登陆中国A股市场

Successfully list in Shenzhen Stock Exchange

- On December 12th, 2007, Tech-Long smoothly passed the reviewing of China Security Regulatory Commission and successfully listed in the Share A of Shenzhen Stock Exchange on January 30th, 2008

获得荣誉

- 2007年达意隆先后被评选为广州市自主创新优秀企业、广东省首批创新型试点企业等称号
- Tech-Long商标被评选为广东省著名商标

Honors

- 2007, Tech-Long was awarded as Guangzhou Outstanding Enterprise in Independent Innovation, Guangdong Province First Batch of Innovative Sample Enterprise
- Tech-Long trade mark was awarded as Guangdong Province Famous Trade Mark

客户合作

- 澳大利亚可口可乐24000瓶/小时热灌装线顺利验收，标志着达意隆整线产品已得到世界最高水准的认可；
- 与全世界最大的食品饮料公司—法国雀巢首次成功合作，第一条5加仑生产线已顺利验收并发货；
- 与全世界最大的日用化工企业宝洁合作进展顺利，日用化工产品灌装技术取得突破性进展；
- 与达利再度合作，一次性签定11条整线设备。

Cooperation with Clients

- Australia Coca Cola 24000 BPH hot filling line smoothly passed examination and acceptance, which symbolized that Tech-Long entire line product had earned world to recognition;
- Successfully cooperated with world biggest foods beverage Company--France Nestle for the first time, the first 5-gallon product line smoothly passed examination and acceptance, and had been delivered to client
- Smoothly promoted the cooperation with world biggest daily chemical producer P&G, daily chemical product filling technology achieved outstanding progress
- Cooperated with Dali for another time, signed the contract with Dali on selling 11 entire lines

技术研发

- 吹瓶机单腔产能已超过1600瓶/每小时，达到世界最高水平；
- 热灌装吹瓶技术取得突破性进展，并已取得市场效果；
- 吹瓶/灌装/旋盖一体机成功亮相中国饮料装备技术展，取得多台重要客户订单

Technical R&D

- The output capacity of bottle blowing machine with single chamber exceeds 1600 BPH, which reaches the world top level;
- Hot filling bottle blowing technology achieved outstanding progress with favorable benefit in the market;
- Blow-Filli-Cap BFC-Block successfully exhibited in China Beverage Equipment Technology Exhibition with orders from several key clients

销售增长

- 2007年全年订单首次突破5亿元人民币，继续向大型机械制造企业的目标迈进；其中出口订单超过总订单的30%，为公司实现国际化打下基础

Sales Increase

- The order value in 2007 exceeded RMB500 million, Tech-Long keeps advancing towards the big machine manufacturer; among which, export exceeded 30% of total, which had set solid foundation for the internationalization of the enterprise

厂区建设

- 成功购买公司的第五期新发展用地，建筑面积1万多平方米

Factory Area Development

- Introduced the world most advanced horizontal processing center with RMB10 million, which powerfully improved the processing capacity and precision, purchased the land for the Phase 5 development of the company, and the floor area exceeds 10,000m2

Text by: Tech-long Hakim.Wang
Pictures by: Tech-long Mukke.W / Hakim .Wang

关键词：成功上市

Key Words: Successfully list in Shenzhen Stock



关键词：CCA热灌装线

Key Words: CCA. hot filling line



关键词：宝洁高粘度灌装机

Key Words: P&G. high viscosity filling machine



关键词：吹瓶机

Key Words: Bottle blowing machine



关键词：达利集团

Key Words: Dali Group



关键词：吹灌装一体机

Key Words: Blow-Filli-Cap BFC-Block





上海饮料科技展达意隆展位和汇聚了达意隆领先的灌装和吹瓶技术的吹灌旋一体机
Tech-Long blowing, filling and capping integration machine which collects Tech-Long leading filling and bottle blowing technology in Shanghai Beverage Technology Exhibition

达意隆“吹灌旋一体机” 成功亮相CBST2007

Tech-Long “Blow-Fill-Cap BFC-Block”
Successfully exhibited in CBST2007

2007年12月3日至12月5日，达意隆参加了2007年中国饮料行业内规模最大，最为重要的专业性展览会——第三届中国国际饮料工业科技展（简称CBST2007）。此次CBST2007展在上海光大会展中心举办，展出面积达到8000平米，为期3天，接待了来自国内外饮料行业的5000多名专业参观人员。同期举行了“饮料协会副理事长扩大会议”、“饮料协会技术工作委员会大会”、“饮料工业科技报告会”、“天然矿泉水分会常务理事扩大会议”，盛况空前，为持续增长中的中国饮料工业添上了绚丽的一笔，对中国饮料工业今后的发展必将产生重要的作用。

During December 3rd-5th, 2007, Tech-Long attended the biggest and most important professional exhibition in China --- 3rd China International Beverage Technology Exhibition (Referred to as CBST2007), CBST2007 was held in Shanghai Everbright Exhibition Center with the exhibition area exceeding 8,000m², and attracted more than 5,000 professional visitors from domestic and foreign beverage industry for 3 days. At the same time, “Beverage Association Vice Director Expansion Conference”, “Beverage Association Technology Committee Conference”, “Beverage Industry Technology Report Conference” and “Natural Mineral Water Branch Standing Council Expansion Conference” were also held, which has drawn the splendid brush for the developing Chinese beverage industry with high significance for the development of Chinese beverage industry.

CBST2007展对达意隆而言，有着非同一般的意义。达意隆继续沿用着其现代风格的“系统组件”展台搭建，打造其定位服务于高端客户的企业形象，充分地借用了此次CBST2007展优秀平台，推出全新一代高端设备--吹灌旋一体机，该设备能够由单机完成从瓶坯到瓶装饮料的包装全过程，该创新技术在中国乃至亚太地区首屈一指，正是源于达意隆为全球少数几家同时掌握PET吹瓶和灌装两大关键技术的供应商，并基于丰富的整线项目经验，整合“吹瓶技术”和“灌装技术”，才从根本上保障并实现了吹灌旋技术的应用。得益于技术的成熟，在展馆现场，机器从定位、拼装、外罩安装、调试到正常吹瓶旋盖，整个过程累计用时仅仅15小时。

CBST2007 is also significant to Tech-Long. Tech-Long still keeps the modern style “Modular Exhibition System” for constructing the booth, and developed the enterprise image of serving top clients, and promoted the new generation high grade equipment --- Blow-Fill-Cap BFC-Block, integration machine with the outstanding platform.

The product can fulfill the entire process from bottle feeding to bottled beverage packaging with single machine, and this innovative technology is outstanding in China and even Asia-Pacific. With two key technologies in PET bottle blowing and filling and rich experience in entire line project, after integrating “bottle blowing technology” and “filling technology”, Tech-Long has assured the application of blowing, filling and capping technology. Due to mature technology, in the exhibition site, it only cost 15 hours for positioning, assembling, enclosure installing and testing to normal bottle blowing, filling and capping for the entire machine.

本次展出的DCGS22吹灌旋一体机，配备了22腔吹瓶模、60头灌装阀、18只旋盖头，对于生产500毫升的瓶装水可达每小时33,000瓶的标准产能。与传统的吹瓶机通过风送连接三合一灌装机的模式比较，由于技术上的革新，减少了风送道及洗瓶机，因此设备投资成本将有所下降，尤其厂房的占地面积降低达35%。整个吹瓶灌装及封盖在一台机器内完成，由于减少了中间环节，整体效率也将得到5%左右的提升，同时能耗大幅下降，无需冲瓶水，水处理系统可降低35%的产量需求。整个过



汇源集团董事长朱新礼(中)、达意隆董事长张颂明(左)、达意隆总经理王忠(右)在展会现场，朱总对达意隆最新推出的吹灌旋一体机表示出浓厚的兴趣。

Huiyuan Group Chairman Zhu Xinli (Middle), Tech-Long Chairman Zhang Songming (Left), Tech-Long General Manager Wang Zhong (Right) are on the exhibition site, Chairman Zhu expressed dense interest to the newly promoted blowing, filling and capping integration machine of Tech-Long

程在几乎密封的空间完成，降低交叉污染，为卫生的安全性带来可靠的保障……

DCGS22 Blow-Fill-Cap BFC-Block exhibited this time is equipped with 22 molds, 60 filling valve and 18 capping heads, with the output capacity for 500ml water bottled reaching 33,000 BPH. Compared with traditional bottle blowing machine which connects 3-in-1 filling machine through air blowing, it doesn't need air flue and bottle washing machine as a result of technical innovation, therefore, the investment in the equipment is dropped, and the occupation also drops by 35%. The entire bottle blowing, filling and capping process is finished in one machine, and the general efficiency also improves by about 5% since it drops the intermediate procedures, additionally, the energy consumption has also powerfully dropped, it doesn't need water for flushing bottle, and the demands on water treatment system drops by 35%. The whole process is completed in nearly closed space, reduce crossed pollution, which powerfully assures the sanitation and safety……

在此次会展中达意隆接待了来自国内外的1500余位客人，其中包括20多次媒体与行业机构采访会谈。凭借整体的实力及成功亮相的吹灌旋一体机，毫无疑问，达意隆的展位成为展馆中最为吸引人的亮点，在CBST2007 成功亮相的达意隆吹灌旋一体机，不仅值得达意隆人自豪，同时也为中国饮料包装工业技术的发展揭开了新的篇章。

During the exhibition, Tech-Long received nearly 1500 domestic and foreign clients with more than 20 interviews with media and industry organizations. With powerful strength and advanced Blow-Fill-Cap BFC-Block, it is undoubtedly that Tech-Long booth has become the focus in the entire exhibition hall. And Tech-Long Blow-Fill-Cap BFC-Block exhibited in CBST2007 is not only worthy of pride of Tech-Long but also promoted the development of Chinese beverage packaging technology to a new stage. with more than 20 interviews with media

Text by: Tech-long Hakim.Wang
Pictures by: Tech-long Mukee.W / Hakim .Wang



荣格贸易主要负责人为达意隆代表颁奖
The main charger of Ringier Trade is rewarding Tech-Long representative

11月19日，荣格贸易在上海希尔顿酒店举办了“荣格技术创新奖颁奖典礼”。达意隆的机器人设备荣获本届“包装应用”技术创新奖。

On November 19th, Ringier Trade held the "Ringier Technical Innovation Prize Award Ceremony" in Shanghai Hilton Hotel. Tech-Long robot awarded "Ringier Technical Innovation Prize".

荣格技术创新奖均由专家委员会独立评审决议，以企业技术、产品优势，以及对对中国包装业所做的重大贡献做为依据，这就要求获奖企业具有较高的整体实力。

Ringier Technical Innovation Prize was independently selected by the expert committee through reviewing the technology, product advantages and contribution of the enterprise to Chinese packaging industry, which requires high general strength to the enterprises.

背景资料:

荣格贸易出版有限公司总部设在苏黎世的瑞士荣格集团 (Ringier AG) 成立于1831年，是瑞士荣格集团设在香港的分支机构。



**达意隆机器人设备荣获
"荣格技术创新奖"
Tech-Long robot awarded
"Ringier Technical
Innovation Prize"**

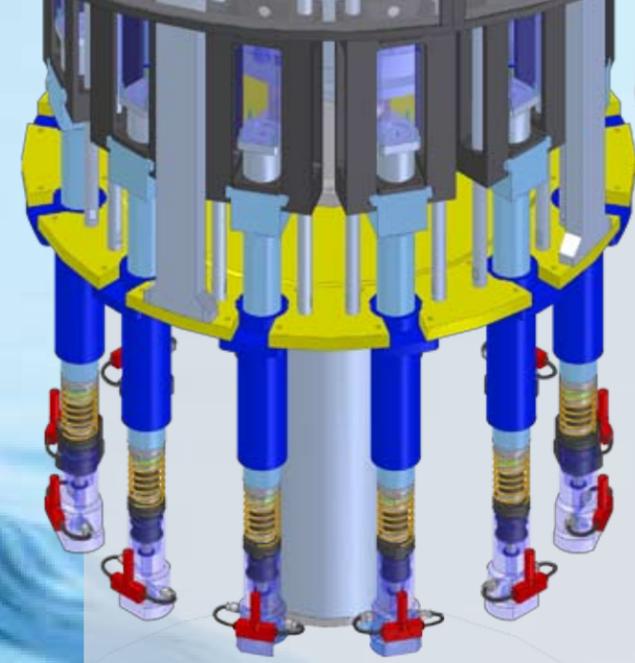
Background:

Ringier Trade Publishing Ltd. is the branch of Ringier Group (Ringier AG) whose head office is located in Zurich and was established in 1831 in Hong Kong.

荣格贸易出版有限公司目前面向中国市场出版多达26种简体中文版专业刊物及电子杂志，杂志每月送达中国逾58万买家手中——涵盖主要加工及工业金属加工等行业，此外还面向东南亚出版4本中英文双语刊物，每年举办20个行业技术研讨会，经营www.industrysourcing.com行业网站，聚合众多商贸团体。是为中国及亚洲工业界提供广泛的新技术与新产品报导，技术转让、实用解决方案及技术应用信息，帮助快速成长的工业领域提高效率和生产力、改善利润率。

Ringier Trade Publishing Ltd. is publishing more than 26 kinds of simplified Chinese professional magazines and electronic magazines to the Chinese market, and the magazines are delivered to more than 58 Chinese buyers each month --- covering major processing and industrial metal processing fields, and also publishes 4 kinds of Chinese and English bilingual publications to Southeast Asia, and holds 20 industrial technology seminars, operates www.industrysourcing.com industry website with various business and trade organization. It provides wide report on new technologies and products, technology transferring, practical solutions, technology application information for Chinese and Asian industry, assist them to fast development, improve the efficiency and productivity, and increase the profit rate.

Text and pictures by: Tech-long Hong Feng



伺服旋盖系统

使灌装设备运转更加稳定

Server capping system makes filling equipment working more stably

达意隆正在研发的伺服旋盖系统，将应用于日化灌装设备及无菌灌装设备，伺服旋盖系统的优秀性能，将使灌装设备的运转更加稳定。

Server capping system which is under developing by Tech-Long will be used for daily chemical filling equipment and aseptic filling equipment. It has outstanding performance and can make the filling equipment working more stably.

磁性旋盖头的工作原理

机械式磁性旋盖头是靠极性正反相间的两块环型磁环形成离合扭矩，通过调整两块磁环相对距离或者相对重合面积来达到扭矩的调整，在达到设定扭矩（过载扭矩）时，两磁环就会相对转动（打滑），由于正反相间磁粒间的间隙会使打滑端产生不断的扭矩冲击，使最终旋盖扭矩不稳定。

Work Principle of Magnetic Capping Head

Machine type magnetic capping head forms clutch torsional moment with two magnetic rings which has reversed polarity, and can adjust the torsional moment through adjusting the relative distance or the superposition area of both magnetic rings. When reaching the set torsional moment (over torsional moment), the magnetic rings may rotate at reserved direction (slide), and the clearance between the positive and negative magnetic particles may generate constant torsional moment impact, the final capping torsional

moment may become unstable.

同时从旋盖开始到旋盖结束，旋盖速度都是一成不变的，虽然每个旋盖头的静态扭矩恒定，但由于在高速下不可控的惯性冲击原因会使瓶盖的最终扭矩很难控制，不可避免的会产生一定的偏差。

At the same time, from the start to the end of capping, the capping speed keeps unchanged, although the static torsional moment of every capping head is constant, due to the uncontrollable impact under high speed may cause the final torsional moment of cap out of control, therefore, it may cause deviation.

伺服旋盖的结构

伺服旋盖装置是由伺服电机及伺服控制器、减速机、抓盖头等组成，通过伺服电机提供

动力配合抓盖头等一起完成旋盖动作。

Structure of Server Capping

Server capping device composes of server motor, server controller, decelerator and cap holding head, and can finish capping with the power from server motor together with the cap holding heads.

伺服旋盖的性能

利用到伺服电机精确的速度控制、位置控制和力矩控制，在旋盖过程中对各区段旋盖速度及扭矩做一定的定义，在快结束旋盖动作时让速度降低，在低速甚至零速下维持所设定的旋盖扭矩，避免惯性冲击，使最终扭矩值更加稳定。

Performance of Server Capping

With the precise speed, position and moment control of server motor, define the capping speed and torsional moment of different sections when capping, drop the speed before finishing capping, maintain the set capping torsional moment, for avoiding inertia impact under low and even zero speed, thus providing more stable torsional moment.

机械式磁性旋盖装置只能处理圆形无方位的盖型，且只能完成旋盖功能；对于有方位区别的方型异型盖就需要用到伺服旋盖装置，利用到伺服电机的位置控制，可以驱动抓盖头方位与盖型及瓶型方位一致，实现方型异型盖的处理，并能实现压盖功能（伺服电机不转），加大了配套设备的使用范围。

Machine type magnetic capping device is only applicable for round and non directional caps and is only applicable for capping; for square and non standard cap, it requires server capping device, with the position control of server motor, it can drive the position of cap holding head for keeping accordant with the position of bottle, thus handling square and non standard caps with cap pressing function (server motor doesn't work), which can expand the using scope of the matching equipments.

伺服电机通过搭配不同速比的减速机可以得到更大的扭矩范围，同时对扭矩的设置是通过软件直接输入，操作更为方便；通过控制软件还可以在线监控实际旋盖扭矩大小以做出正确的调整动作。

Server motor provides higher torsional moment range through equipping decelerator of different speed ratio, the setting of torsional moment is input through software with convenient operation; operation can also monitor the actual capping torsional moment for assuring correct adjustment online through the control software.

随着自动化技术的普及，伺服系统的应用成本也日益降低，更有个别伺服生产商为液体包装行业开发了专业伺服模块，大大推动了伺服旋盖装置在行业内的应用。

As the application of automatic technology, the application cost of server system is also dropping, some server manufacturers have developed professional server module for fluid packaging industry, which has powerfully promoted the application of server capping device in the industry.

Text by: Tech-long Fandy
Pictures by: Tech-long Rao Yanxin





水平加温机

进一步稳定PET瓶胚的加热

Horizontal heating machine

Stabilize the heading of PET bottle

>>> 水平加温机的设计理念

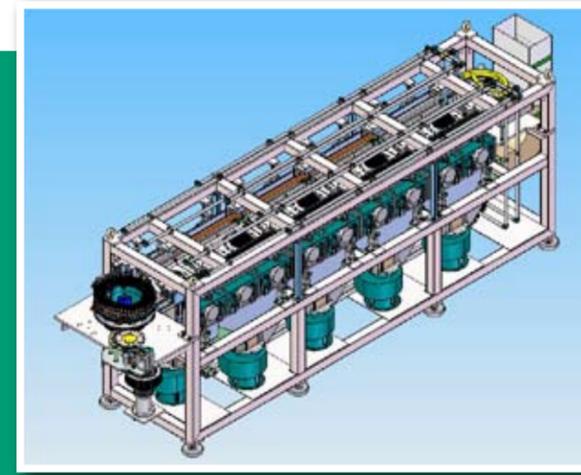
水平加温机是07年吹瓶技术部重点开发的一个项目，为稳定PET瓶胚的加热，提高吹瓶的质量和产量，加温机的结构和性能显得十分重要。新型水平加温机是在吸收原有立式加温机优点的基础上，经过改进和创新，设计出全新的加温设备。

>>> Design thought of horizontal heating machine

Horizontal heating machine was the key project of Bottle Blowing Technology Department in 2007 with excellent performance in stabilizing the heating of PET bottle, improving the quality and output capacity of bottle blowing, optimizing the structure and performance of heating machine. New type horizontal heating machine was newly designed through innovating the advantages of original vertical heating machine.

>>> 水平加温机的类型

加温机类型分为两大类，一类是JWS系列，加温链节距为50.8，适合吹制38等大规格的瓶口；另一类为JWSA系列，加温链节距为38.1，适合吹三旋、PCO、结晶口等规格的瓶口，此系列加温机链节距与50.8相比，间距缩短了1/4，在相同产量和加温时间的情况下，节约能耗15-20%，目前是国内外同类产品加温链节距最小的一种，属于国内首创。加温机型号可依据吹瓶产量和瓶口的规格进行选配，规格型号见表格。



水平加温机效果图
Effect Drawing of Horizontal Heating Machine

水平加温机效产能一览
List of Efficiency and Output Capacity of Horizontal Heating Machine

| 加温链节距38.1mm Heating chain pitch 38.1mm | | 加温链节距50.8mm Heating chain pitch 50.8mm | |
|---|--|---|--|
| 规格型号 Specification and Model | 理论最大产量(瓶/小时) Max Theoretical Output (bottles/h) | 规格型号 Specification and Model | 理论最大产量(瓶/小时) Max Theoretical Output (bottles/h) |
| JWSA6 | 12600 | JWS6 | 9812 |
| JWSA8 | 16900 | JWS8 | 12725 |
| JWSA10 | 21200 | JWS10 | 15750 |
| JWSA12 | 25400 | JWS12 | 19000 |
| JWSA14 | 29600 | JWS14 | 22200 |
| JWSA16 | 33900 | JWS16 | 25375 |
| JWSA18 | 38000 | JWS18 | 28500 |
| JWSA20 | 42400 | JWS20 | 31750 |

>>> Types of horizontal heating machine

Heating machine composes of two varieties: one is JWS series, heating chain pitch is 50.8, applicable for blowing 38 and other big bottle mouth; the other is JWSA series, heating chain pitch is 38.1, applicable for blowing triple rotary, PCO and crystal bottle mouth, compared with 50.8, the chain pitch of this series of heating machine chain pitch is dropped by 1/4, under same output and heating time, it can save 15-20% of energy consumption, currently, it is the product with lowest heating chain pitch at home and abroad, and is originally developed at home. The model of heating machine may be selected according to the bottle blowing output and specification of bottle mouth, please see the table for the specification and model.

>>> 水平加温机的性能

水平加温机主要有进胚机构、传动机构、加温链、加温箱、风循系统、冷却系统、检测和控制等部分组成，零部件的通用性和互换性强，有利于组织生产和降低成本。样机经验证，插胚、卸胚、加温和风循环等性能指标，完全满足设计和使用要求，现已小批量生产。

>>> Performance of horizontal heating machine

Horizontal heating machine mainly composes of bottle feeding mechanism, driving mechanism, heating chain, heating cabinet, air circulating system, cooling system, testing and control etc. It applies universal parts and accessories and can benefit to organize production and drop cost. The sample machine has been verified, and such indices as base feeding, base unloading, heating and air circulation completely meet the design and use requirements. Currently, it has put into mass production.

Text and Pictures by: Tech-long Zou Daqun



德国魅力城市 杜塞尔多夫

Duesseldorf - Germany

Duesseldorf

Attractive City in Germany Dusseldorf



著名设计师云集的国际时装展
International Fashion Exhibition
with Numerous Designers

Duesseldorf



浓郁的商业气息，
欣欣向荣的经济
Dense business atmosphere,
flourishing economy

Duesseldorf



风景如画的莱茵河畔
Beautiful Rhine River Bank



迷人的夜色
Beautiful night scenery

Duesseldorf



老城中心广场1711年建城的约翰威廉姆公爵青铜像

John Williams Duke Bronze in the central plaza constructed in 1711

位于城南的奔阿特城堡 Oss Benrath in south of urban area



严谨又不失幽默的杜塞尔多夫人民
Precise and humorous Dusseldorf people

游人聚集的杜塞尔多夫河畔
Dusseldorf River with crowded visitors



杜塞尔多夫交通发达，拥有德国西部最大的国际机场，距离市区10公里。前往杜塞尔多夫可经由法兰克福转机。此外法兰克福机场的机场的火车站有便捷的高速火车通达杜塞尔多夫，行车时间仅一个半小时。

Dusseldorf has developed traffic with the biggest international airport in west Germany which is only 10km to urban area. Guests may transfer from Frankfurt Airport to Dusseldorf. Additionally, there's convenient high speed railway from Frankfurt Airport to Dusseldorf with only one and a half hours of journey.

美丽的杜塞尔多夫，
绚丽的自然和人文景观
Beautiful Dusseldorf, Splendid Natural and Human Landscapes

老城 Altstadt
老城古色古香，完整地保存有德国传统的民居建筑。老城的中心是集市广场，广场旁是杜塞尔多夫的市政厅，相比德国其他城市的市政厅要小多了。广场中心是1711年雕成的约翰威廉姆公爵的青铜骑像，是他造就了杜塞尔多夫成为文化名城。老城还有一处全市最破旧的房子是海涅的故居。

Old City--Altstadt
The old city is ancient and completely keeps the Germany traditional folk houses. The center of the old city is the bazaar plaza with Dusseldorf City Hall beside, which is much smaller compared with the city halls of other cities in Germany. The center of the plaza locates the John Williams Duke Bronze which was sculpted in 1711, who promoted Dusseldorf as the famous cultural city. There's the most old house in the

德国西部经济重镇,多元化的商业城市:
Important economy city in west Germany,
city with multiple business:

杜塞尔多夫的不同拼法 Düsseldorf, Duesseldorf或Dusseldorf, Dorf在德语中是“村庄”之意，因此有人戏称杜塞尔多夫是“欧洲最大的村庄”。

Dusseldorf has different spelling such as Düsseldorf, Duesseldorf or Dusseldorf, Dorf means “village” in Germany, therefore, some people named Dusseldorf as “the biggest village in Europe”.

杜塞尔多夫是德国北莱茵西法仑也称北威州的州府所在地。位于莱茵河畔，面积217平方公里，人口58万人，是德国西部重要的经济、金融中心，水、陆、空交通枢纽，在德国位居第九大城市。位处德国鲁尔重工业区的中心，设在这里的钢材、钢管、钢铁、机械、化工和玻璃等工业企业享有世界声誉。德国大公司Thyssen蒂森，Henkel德国汉高等总部设在这里。此外杜塞尔多夫还是德国的时装之都，也是世界著名的时装城市。

Dusseldorf is the capital of Nordrhein Westfalen of Germany and is located beside the Rhine River with area reaching 217 square kilometers, population reaching 580,000 people as the important economy and finance center as well as the water, land and air traffic hub in west of Germany, and is the 9th biggest city in Germany. In the center of the Ruhr heavy industrial zone in Germany, and the steel, steel pipe, iron and steel, machinery, chemicals and glass enterprises earn world class reputation. The head offices of such big Germany enterprises as Thyssen and Henkel are also located here. Additionally, Dusseldorf is also the capital of fashion in Germany and the world famous city of fashion.

杜塞尔多夫在同远东的联系上扮演者日益重要的角色。日本有300家公司在此设立了分支机构。日侨500多人，形成欧洲最大的日本人聚居区。在中心火车站附近有一条街叫Immermannstrass，这里有日本的文化中心、日本的饭店、银行、学校、商店等等。另外在杜塞尔多夫还有台湾贸易中心及韩国办事机构等。

Dusseldorf acts as the more and more important role in terms of contacting the Far East. 300 Japanese

enterprises have set up branches here with more than 500 overseas Japanese, which has formed the biggest Japanese resident in Europe. Near the central railway station, there's a street named Immermannstrass where has Japanese cultural center, Japanese restaurants, bank, school and stores. Additionally, Taiwan Trade Center and South Korea Office are also set in Dusseldorf.

杜塞尔多夫还是德国著名的国际化美食之城，餐馆、酒吧之密集在欧洲城市中是不多见的。这里除了有著名的法国餐馆、意大利餐馆、西班牙餐馆、希腊餐馆、俄罗斯餐馆等欧洲风味餐馆外，还有正宗的中国餐馆、正宗的日本餐馆、正宗的韩国餐馆、正宗的泰国餐馆等等。

Dusseldorf is also the famous international city for delicate foods in Germany, it is seldom that there's such a density of restaurants and bars in European cities. Besides the famous France restaurants, Italy restaurants, Spain restaurant, Greece restaurants and Russia restaurants, Chinese restaurants, Japanese restaurants, South Korea restaurants and Thailand restaurants.



随处可见的街头酒吧
Bars are everywhere on the street



在街头表演的艺术家，
成为杜塞尔多夫一道特别的风景
Artists perform on the street are the special scenery in
Dusseldorf



杜塞尔多夫国际会展中心，每年举办约40种展会，有23种是在世界范围内属于业内最大的主导展会
Dusseldorf International Exhibition Center, holds about 40 exhibitions each year, 23 of the exhibitions are the biggest and main exhibitions in the industry in world range

old city where is the former residence of Heinrich.

德国以啤酒闻名，杜塞尔多夫以啤酒馆闻名。在不到半平方公里的范围内有众多的啤酒馆、酒吧及各国风味的饭店200多家。杜塞尔多夫当地著名的啤酒是Altbier意为“老啤”这种啤酒为德国西部所独有。老城中最大也是最著名的啤酒馆是Uerige，这里可饮到现场酿造的新鲜黑啤酒。

Germany is famous for beer, Dusseldorf is famous for beer houses. There're more than 200 beer houses, bars and restaurants within half square kilometers. The local famous beer is Altbier which means "ancient beer" and is unique in west Germany. The biggest and most famous beer house in the old city is Uerige, and guests may enjoy fresh black beer produced on site.

莱茵河畔公园 Rhein Park

位于莱茵河畔，是市民休闲，运动的地方。河畔原有1380年建成的公爵城堡，19世纪一场大火将城堡的大部分建筑摧毁，只剩下一座宫塔Schlossturm幸存下来。这座下半部为圆柱形，上半部为八角形的古塔成为了杜塞尔多夫的标志建筑。

Rhine River Bank Park--Rhein Park

Located beside the Rhine River, it is the place for leisure and sports for citizens, there was the duke castle which was constructed in 1380 beside the river, in the 19th century, a fire destroyed most of the buildings of the castle, and only one tower Schlossturm was survived. The ancient tower which has columniform lower part and octagonal upper part is the symbolic building in

Dusseldorf.

国王大道 Königsallee

中间是条水渠，两旁是林荫的栗树大道。传说普鲁士国王威廉四世巡游到此，愤怒的市民向这个专制的国王扔马粪，惹得国王大怒。为谢罪将此街改名国王大道。大道西侧是银行区。德国西部的主要银行分支机构大楼。东侧是高档商业区。有摩登豪华的时装服饰专卖店、珠宝店、瓷器店、古董拍卖行等。Schadow Strasse是老百姓的天下。此街是以著名的建筑师Schadow的名字命名的。这里大型百货连锁店比较集中。有Kaufhof, Karstadt, C&A等。此外还有鞋店，电器行等。

Königsallee

The middle is a aqueduct with chestnut trees on both sides. It is said that Prussia king William IV visited here, and the angry threw horse shit to the autocratic king, and made the king very angry. In order to offer the apology, this street was renamed as Königsallee. On the west side of the avenue is the bank area, including the main bank branches building in west Germany, east side is the high grade business area, including modern and luxurious fashion stores, jewelry stores, porcelain stores and antique auction stores. Schadow Strasse is the world for folks, and was named with the name of the famous architect Schadow. Here has centralized big department stores such as Kaufhof, Karstadt, C&A, additionally, there're shoe stores and electrical appliance shops.

奔阿特城堡 Schloss Benrath

距城南约20公里莱茵河畔，粉红色的巴洛克建筑是杜塞尔多夫仅存的古城堡。以前曾经是选帝侯的行宫。最具特色的还是宫后面的大花园，仿效法国式的宫廷花园而建。花园中间是条大水渠，旁边环绕着大片的森林。

Schloss Benrath

About 20km to the Rhine River Bank to the south of the city, pink barroque building is the only ancient castle in Dusseldorf which was the Xanadu of Kurfürsten. The big garden beside the Xanadu which was constructed as the French palace garden has most characteristics. A big aqueduct is in the middle of the garden with big forest surrounding

鲁勃庄园 Villa Hügel

位于埃森市郊。克鲁勃家族曾经是德国最显赫的钢铁大亨。家族的庄园占地28公顷，是德国最大的富商庄园。由宫殿、大片森林和绿草地组成。富丽堂皇的宫殿有269个房间，昔日的豪华程度可与皇宫相媲美。庄园还有介绍克鲁勃家族兴衰的历史展。位于索林根的南郊。雄居在一座小山之上，是座典型的德国古典城堡建筑。城堡内辟有博物馆，真实地展示城堡的历史、建筑过程。可以全面了解古代城堡的生活。

Villa Hügel

Located in the suburb of Essen, Hügel family was the most glorious iron and steel tycoon in Germany. The park of the family occupies 28 hektare and is the biggest manor in Germany. It composes of palace, big forest and green lawn. The magnificent palace has

269 rooms, and the luxury can compare with the royal palace. There is also the exhibition in the manor for introducing the history of the Hügel family. There's the typical Fermny ancient castle in the south side of Solingen on a small hill. There're museum in the casle which exhibits the history and construction of the casle, and guests may completely realize the life of the ancient castle.

国际展览中心， 世界展览中心的设计蓝本 International Exhibition Center, Original Version for Exhibition Center Design

杜塞尔多夫是德国著名的博览会城市，每年举办各种行业的国际大型展览会。杜塞尔多夫展览中心，德语是Messe，位于城北15公里机场附近。展馆有地铁通达市中心，地铁U78线的终点站就设在展馆内，可达市中心火车站。参展商可以凭入馆证免费乘坐市内公共交通。展会期间有展馆和设有到机场的免费班车服务。

Dusseldorf is the famous city for exposition in Germany and hold various international industrial exhibitions. Dusseldorf Exhibition Center, which means Messe in Germany, is near the airport 15km north of the city, subway connects the exhibition hall with the urban area, the terminus of U78 subway is set in the exhibition hall and extends to the railway station. Exhibitors may enjoy public traffic freely with the Exhibition Certificate, During the exhibition period, there's free shuttle bus between the exhibition hall and the airport.

杜塞尔多夫的MedienHafen传媒港，这里过去是莱茵河港口的一部分，如今已成为中国媒体公司的现代化办公区，传媒港建筑在世界上享受盛誉。

MedienHafen in Dusseldorf, which was one part of Rhine River Port, currently has become the modern office area of Chinese media companies, and the building of media harbor enjoys high reputation in the world.



杜塞尔多夫Handelsblatt出版集团发行的刊物是了解经济界动向的必读刊物。

Publications of Dusseldorf Handelsblatt Group are the necessary book for realizing the economic trend.

杜塞尔多夫的Rheinische Post是德国第二大订阅报

Dusseldorf Rheinische Post is the newspaper with second highest circulation in Germany

杜塞尔多夫展览中心现被作为世界许多其他展览中心的设计蓝本。17个底层展厅共约233,000平方米，重载车辆和设备可轻而易举地驶入或搬入展厅。环形的设计使出入便捷。同时展厅之间的通道均盖有顶棚，所以在阴雨天气也无需带伞。三个入口可避免排队等候入场，保证每个展厅都能迅速到达。直接的专用入口、可承受重压的展厅地面、高挑的天花板和宽阔的展厅大门，这一切都使得大型机械设备的组装和拆卸变得非常方便。

Dusseldorf Exhibition Center currently is looked as the original version for exhibition center design in the world. 17 exhibition halls occupy 233,000m2, heavy trucks and equipments can easily drive in the exhibition hall. The circular design makes it convenient to enter and exit the exhibition hall. Additionally, the corridors between the exhibition halls are installed with canopy, therefore, it doesn't take umbrella with you even in rainy day. Three entrances can prevent queuing and assure guests to quickly reach every exhibition hall. With special entrance, the heavy load floor, tall ceiling and wide gate, all these make it very convenient to disassemble and assemble big equipments.

由于展厅为正方形结构，立柱之间距离开阔，所有没有浪费丝毫空间，而参展商也不用担心被遮住或者忽略。展厅地面下包含复杂的全包容性管线系统，确保为每个展台提供电力、水和电信服务。展览中心还在不断地改进和扩建。新建Rheinhalle厅是美学与实用性完美结合的典范。另外还有服务周到的餐馆、残疾人设施、大型购物中心和宽阔

的绿化带，这一切构成了展览中心完整的风景。

Since the exhibition hall has square structure with wide distance between the columns, it won't waste any space, and exhibitors needn't to worry that they will be blocked or neglected. There's complicated pipeline system under the exhibition hall for assuring power, water and telecom services for every booth. The exhibition center is also under improvement and expansion. The newly constructed Rheinhalle Hall is the sample with the combination of aesthetics and practice. Additionally, there're restaurants, disabled people's facilities, big shopping center and wide green stripe, which forms the unique scenery of the Exhibition Center.

莱茵河上最大的国会中心、邻近的CCD（杜塞尔多夫国会中心）进一步完善了展览场馆的功能特征。CCD具有各种各样的房间和大厅设施，配有一流的搭建服务和创新的舞台系统。先进的多媒体设备和综合性的活动策划和组织服务，使杜塞尔多夫展览中心和CCD成为世界上最主要的交流平台之一。

The biggest Congress Center along the Rhine River, the neighboring CCD (Dusseldorf Congress Center) improved the functional properties of the exhibition halls. CCD has diversified rooms and lobby facilities as well as top construction service and innovative stage system. Advanced multi-media equipments and comprehensive activity planning and organizing service promote Dusseldorf Exhibition Center and CCD as one of the major exchange platforms in the world.

杜塞尔多夫展会在世界上的108个国家共有66个国外代表机构，它们构成了在当地和参展商联系的一个完善的网络。战略联盟、国际合作以及子公司保证了杜塞尔多夫展会可为国内外的展商服务，使得参展商们可以将其在当地的义务通过展会适调不断变化的市场需要。

Dusseldorf Exhibition has set up 66 offices in 108 countries which form the complete network for contacting local exhibitors. Strategic alliance, international cooperation and branches assure that Dusseldorf Exhibition can serve domestic and foreign exhibitors, and promote the exhibitors to constantly adapt the requirements of the market through the exhibition.

INTERPACK2008, 达意隆开拓欧洲市场的新平台

Interpack2008, The new platform for Tech-Long to develop European market

>>>饮料包装行业市场潜力巨大

Beverage packaging industry market has high potential

全球的包装机械需求每年以高于5%的速度增长，2006年达到400亿美元。
The demands on packaging machine in the world increases at the speed of over 5% each year, and reached USD40 billion in 2006.

德国包装机械在设计、制造、技术性能等方面居于领先地位。欧洲包装机械的70%为德国

生产，其产量77%出口，占世界包装机械出口市场的29%，德国主要的包装机械出口市场依次为美国、英国、法国、中国和俄罗斯，德国的包装机械凭籍85%的配额稳居世界首位。

Germany packaging machine keeps leading in terms of design, manufacturing and technical performance. 70% of packaging machines in Europe is made in Germany, and 77% of the Germany machines are exported, which occupies 29% of the total export volume of packaging machine in the world, the main export markets for Germany packaging machine are America, Britain, France, China and Russia by turns, Germany packaging machine ranks leading with 85% of market share in the world.

中国是德国包装机械的重要出口国，尤其是食品加工及包装机械。德国包装机械多年来始终处于稳定增长状态，其有两大特点：一是绝对数额大；二是相对比例高，德国包装机械的出口比例占80%左右，是世界上最大的包装机械出口国。而当前，我国机械的技术和质量还无法满足需求，仅25%的企业更新换代得到技术引进和改造，75%还处于落后的手工和半机械化加工，极需引进国外先进技术设备，同时80年代第一个进口高潮引进的设备大多已设备陈旧，需要进口大量高质量包装机械和食品加工机械，做为世界上规模最大、影响力最强的包装展览会-----杜塞尔多夫，将为您提供一个了解国际包装市场新动态，开拓欧洲包装市场的理想平台。

China is the important exporting market for Germany packaging machine, particularly for foods processing



第17届INTERPACK, 达意隆团队与客户
17th Interpack, Tech-Long Delegation and Clients



第17届INTERPACK, 达意隆展位
17th Interpack, Tech-Long Exhibition booth

and packaging machine. Germany packaging machine keeps stable growth with two characteristics: one is high absolute amount, second is high relative proportion, Germany packaging machine occupies 80% of the total market, and Germany is the biggest country in exporting packaging machine in the world. Currently, the technology and quality of Chinese machine can't meet the market demands, and 25% enterprises are upgraded through introducing and reforming technologies, and 75% enterprises still keep manual and semi-mechanical processing and are urgent for introducing advanced technologies and equipments. At the same time, most equipments introduced in the 1980s are dated, therefore, it requires introducing a lot of quality packaging machines and foods processing machines. As the world biggest packaging exhibition with highest influences in the world --- Dusseldorf, provides the ideal platform for enterprises to realize the t

>>> INTERPACK的影响力 Force of Interpack

杜塞尔多夫国际包装机械、包装及糖果机械展览会(Interpack)是由杜塞尔多夫展览机构主办,每三年一届,是全球规模最大、影响最大、最具有专业性的包装展览会之一,2008年为第18届。Interpack 2005取得了巨大的成功,展出面积持续增加,吸引了更多的参观者与展商。在此次展会上,展出净面积达163,405平方米,共有2668家参展商参展,吸引了109个国家的17,000名观众到场

参观,其中2/3的观众具有决策权。根据展后调查显示,在展商方面,认为该展十分成功的,对展会效果满意的占86%,期望在展后得到更多定单的占89.6%;在观众方面,98%的观众对展会的整体效果给予了积极的评价。

Dusseldorf International Trade Fair for Packaging Machinery (Interpack) is held once every 3 years by Dusseldorf Exhibition Center and is one of the professional packaging exhibitions with biggest scale and highest influence in the world. It is the 18th session in 2008. Interpack2005 obtained outstanding success with exhibiting area increased steadily and attracted more visitors and exhibitors. In Interpack2005, the exhibiting area reached 163,405m², altogether 2668 exhibitors and 17,000 visitors from 109 countries visited the exhibition, among which 2/3 of visitors has the decision making right. It was shown from investigation, in terms of exhibitors, 86% of exhibitors thought that the exhibition was very success and expressed their satisfaction to the exhibition, 89.6% of exhibitors obtained more orders after exhibition; in terms of visitors, 98% provided active praise to the general effect of the exhibition.

INTERPACK2008将使以更大的规模使参展商获取从制造过程到最终包装成品的各类信息;再到包装行业的发展趋势、革新产品和包装的挑战课题的专业解决方案,全方位的满足行业人士的不同需要。

Interpack2008 will promote exhibitors to obtain

professional solutions by providing various information from manufacturing process to final packaging products with biggest size, providing information on the development trend of packaging industry and new products, thus completely meeting the demands of different gentries.

达意隆率团参加INTERPACK2008 Tech-Long attends the Interpack2008

每三年一届的INTERPACK2008是全球最大的包装展会,达意隆于2005年参加了上一届的INTERPACK,在展会上得到了专业的行业信息及发掘了潜在客户,展会为达意隆拓展欧洲及全球市场起了至关重要的作用。2008年4月,达意隆将再次率团参加INTERPACK2008,面积增大至32平方米,并现场展示两台设备,相信通过这个大型的国际包装行业盛会,将进一步推动达意隆的出口业务及品牌形象。

Interpack2008 is the biggest packaging exhibition in the world, Tech-Long attended the Interpack2005 and obtained professional information and found potential clients in the exhibition. And the exhibition is also significant for Tech-Long to develop the European and global market. In April 2008, Tech-Long will attend the Interpack2008 with the booth area increasing to 32m², and will exhibit 2 equipments on site. It is absolutely that the exhibition will powerfully promote the export and improve the brand image of Tech-Long.

Text by: Tech-Long Mukee.W
Pictures by: Tech-Long Grace.Liw / Mukee.W