



还原绿色的地球
Rebuild the Green Earth

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FOCUS TECH-LONG

聚焦 達意隆

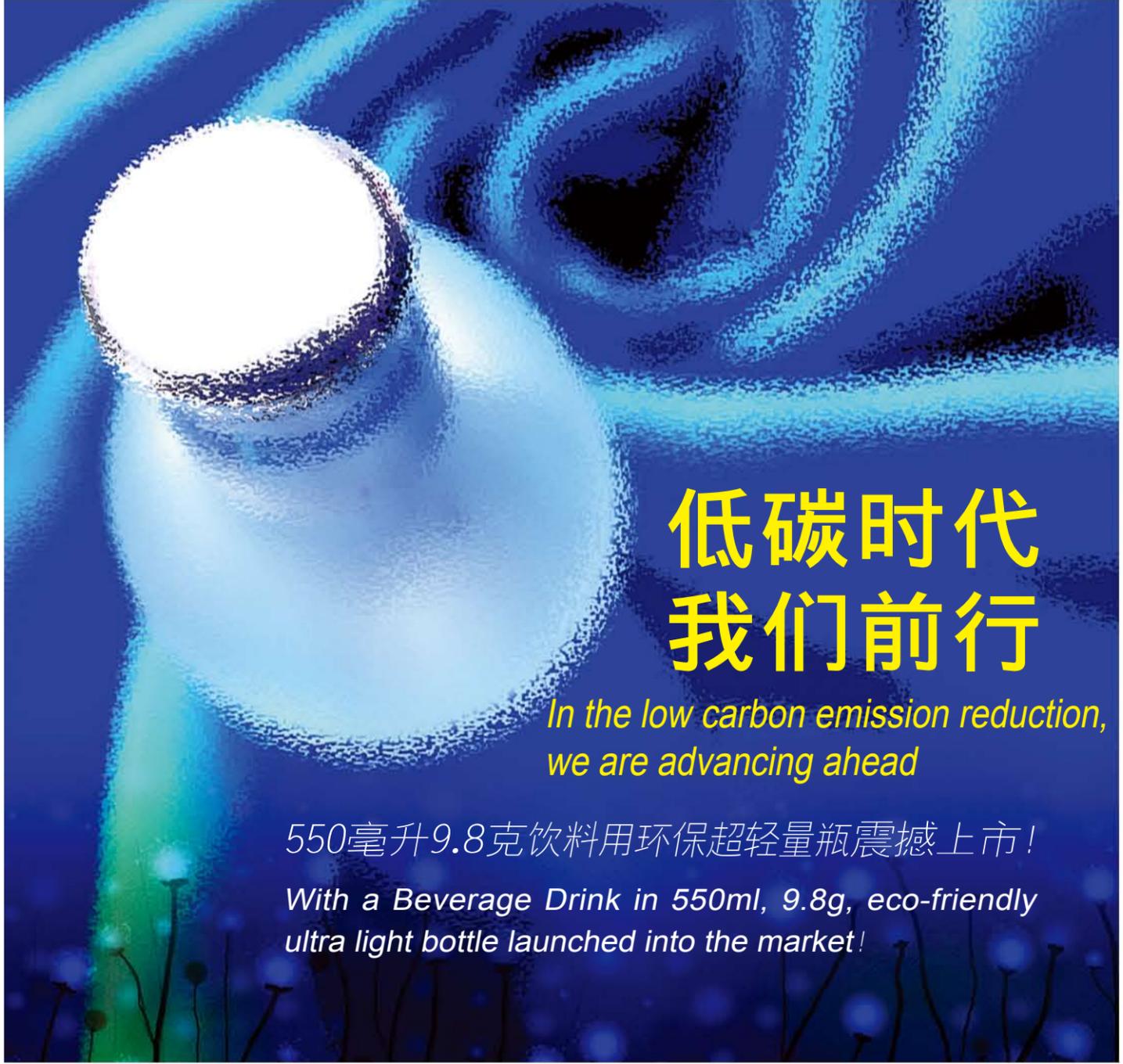
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低碳时代 我们前行

*In the low carbon emission reduction,
we are advancing ahead*

550毫升9.8克饮料用环保超轻量瓶震撼上市!

*With a Beverage Drink in 550ml, 9.8g, eco-friendly
ultra light bottle launched into the market!*

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领跑，路更宽

Leading To A Broader Way



成就 ◎ 百年 ◎ 梦想

Achieve ◎ the centennial ◎ dream

达意隆要成为中国饮料包装机械行业的领导者；
向全球的饮料包装行业客户提供高品质的产品及
优良的服务；

打造百年老店，塑造国际品牌！

Our Mission

Tech-Long is striving to develop into the leading role in the Chinese beverage packaging machinery industry;

Provide quality products and service globally;

Structure a centennial company, Build an international brand name!

达意隆董事长:张颂明先生
Tech-Long chairman: Mr. Zhang Songming

2010年达意隆展会安排 2010 Tech-Long Exhibition Locations

展会名称 Exhibition Name	参展日期 Exhibiting Date	国别. 城市 Country.City	举办地点 Site
107届广州春季交易会 The 107th China Import and Export Fair	2010年04月15-19日 April 15-19, 2010	中国. 广州 China. Guangzhou	中国进出口商品交易会展馆 China Import & Export Fair Hall
2010年阿尔及利亚国际包装印刷展 Printpack Alger 2010	2010年05月03-05日 May 3-5, 2010	阿尔及利亚. 阿尔及尔 Algeria. Alger	阿尔及利亚展览中心 Algeria Exhibition Center
第26届巴西国际食品及饮料工业技术展 Fispal Tecnologia 2010	2010年06月08-11日 June 8-11, 2010	巴西. 圣保罗 Brazil. Sao Paulo	圣保罗安年比展览中心 Sao Paulo Anhembi Exhibition Centre
中国国际啤酒、饮料制造技术及设备展览会 China Brew 2010、China Beverage 2010	2010年09月07-10日 September 7-10, 2010	中国. 北京 China. Beijing	中国国际展览中心 China International Exhibition Center
108届广州秋季交易会 The 108th China Import and Export Fair	2010年10月15-19日 October 15-19, 2010	中国. 广州 China. Guangzhou	中国进出口商品交易会展馆 China Import & Export Fair Hall

2010(第九届)中国国际啤酒、 饮料制造技术及设备展览会

The 9th International Brew & Beverage Processing
Technology and Equipment Exhibition For China

最值得期待的行业盛会!

The most expectant machinery show in the industry!

中国国际啤酒、饮料制造技术及设备展览会(CHINA BREW CHINA BEVERAGE)是国际液态食品机械及相关领域具有广泛国际影响力的品牌展会，是液态食品技术领域商家在亚太地区与用户直接交流、掌握行业发展动向、构建市场营销网络的首选商务平台。

China Brew with wide influence in the international liquid food machinery and relative fields, is the preferred business platform for in liquid food technology field for direct communication with users, mastering industrial development trend and constructing marketing network in Asia-Pacific region.

展位面积: 2626 平方米

Tech-Long Total Exhibition Area 2626m²

HALL 5 展馆

展会时间: 2010年9月7日-10日

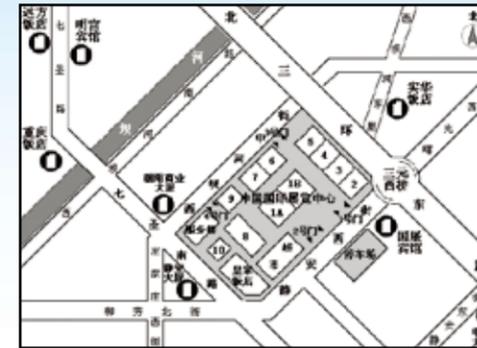
展会地点: 北京·中国国际展览中心

主办单位: 中国建材轻工机械集团公司

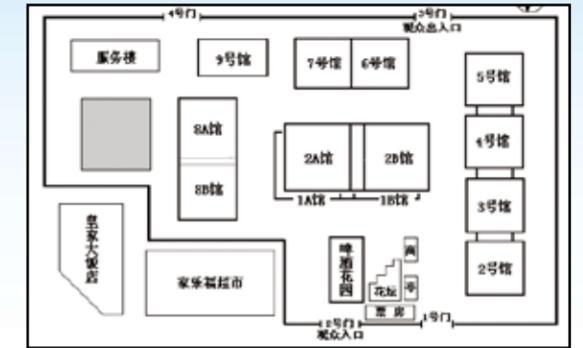
Date: September 7-10, 2010

Location: Beijing China International Exhibition Center

Sponsor: China National Building Material & Light Industrial Machinery Group Corp



中国国际展览中心地理位置
Location of China International Exhibition Center



中国国际展览中心展厅分布图
Hall Layout of China International Exhibition Center

展机信息 Exhibiting Products



吹瓶 Blow Molding

- RJM20
- CPXD6



灌装 Filling

- DRDS20-36000



包装 Packaging

- 一整条包装线
An entire packaging line

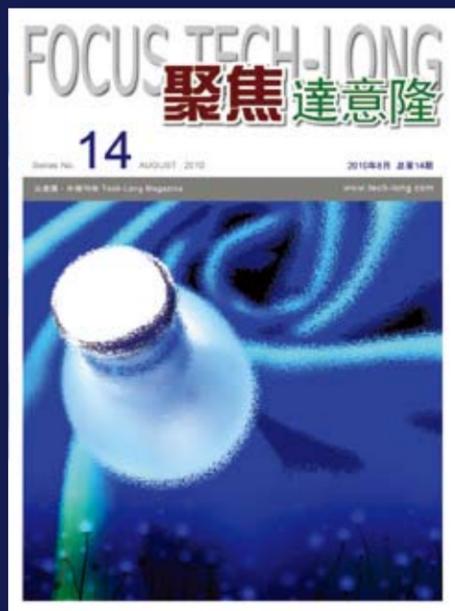


贴标 Labelling

- TL18G框架总装
 - TL24-8-6A
 - TL42-8-9整机
- TL18G frame assembly
TL24-8-6A
TL42-8-9 overall unit



吹灌旋一体设备 Blow-fill-cap 3 in 1 Combi Line



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550毫升9.8克饮料用环保超轻量瓶震撼上市！

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550ml 9.8g beverage eco-friendly ultra light weight bottle launches into the market !

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National Standard of PET Bottle Rinser-Filler-Capper Seminar was Successfully Held in Tech-Long

2010年，中国饮料装备制造业内市场中的翘楚企业——广州达意隆包装机械股份有限公司宣布550毫升9.8克超轻量瓶锐意上市，并成为全球唯一已生产出此环保瓶的领先企业。作为中国液体包装行业领先的设备供应商，达意隆又一次领跑行业趋势，成功催化了低碳环保风暴在全球的迅速席卷，更为中国本土企业抢尽了市场先机！

In 2010, Tech-Long, as a leading enterprise in the beverage machinery industry, announced the success of the ultra light weight water bottle © 9.8g for 500ml, which is the lightest bottle globally. Once again, TL-lead the trend and low carbon storm.



低碳经济下的环保先锋

Eco-friendly pioneer under the low carbon economy

近年来，伴随着消费者对健康饮料的需求和要求标准不断攀升，瓶装饮用纯净水和矿物质水的销量持续以每年增长一倍的速度迅速递增。一项研究表明，预计到2012年，全球每年将消费2800多亿升瓶装水。而由此衍生出的一系列关于环保问题的争议，比如，如何最大限度地削减塑料包装材料的使用量，同时实现节能减排目标，已成为行业内的一个重要课题。

在经济发展呈几何级数的中国饮料市场中，提效降耗、节能减排，更是每家企业管理者议事日程上的重中之重。环保在中国，不仅关乎全球环境，更与企业效益直接相关。

作为饮料装备制造制造业中国本土市场中的领军企业，广州达意隆包装机械股份有限公司早在三年前就敏感地意识到了低碳经济对于中国瓶装水市场的影响。作为全球唯一一家已生产出9.8克轻量瓶包装的国内企业，此次达意隆的这项研发成果对于全球“减少碳足迹”行动和趋势而言均具有重大意义。

In recent years, as the increase of consumer's demands and requirements for the healthy drink, the sales volume of bottled purified water and mineral water doubles each year. One research shows, the annual consumption of bottled water will exceed 280 billion liters in 2012. And a series of disputes on environmental protection, such as how to drop the use of plastic packing materials and achieve the target of energy saving and emission reduction, have become the important theme in the industry.

As Chinese beverage market is booming, to drop consumption, save energy and reduce wastage is not only relative to the global environment but also directly relative to the benefit of every enterprise in China.

As the leading role in the beverage equipment manufacturing industry in China, TL realized the trend of low carbon economy 3 years ago. As the only domestic enterprise who has produced the 9.8g light weight bottle, this achievement boasts important significance for the action and trend of "carbon reduction" in the world.



"冰露"环保轻量瓶

绿色收益的真实触摸

"Icedew" eco-friendly light weight bottle The real touch to green benefit

作为达意隆可持续包装的首次创新尝试，2010年4月26日，“冰露”作为可口可乐公司旗下著名的纯净水品牌，成功发布其由广州达意隆公司与可口可乐中国公司共同创新研发、精诚协作的终极产物——“冰露”。

冰露环保轻量瓶(550ml)瓶身仅重9.8克，通过降低瓶重，可节省同规格塑料35%以上的使用量，大大降低了塑料产品的消耗，减少了环境污染，为饮料行业的良性发展提供了充要条件。以每年10亿瓶“冰露”的基础销量计算，可口可乐“冰露”环保轻量瓶的推出将减少6200吨PET塑料，相当于降低了16400吨碳排放，也相当于新增了262平方公里(101平方英里)的森林。

“冰露”环保轻量瓶不仅为炎热的夏季带来了清新的“绿色”概念，其独特的瓶型设计和“绿色饮水三部曲”作为一种创新的概念和内涵，更将享用品质饮料与享受低碳生活变为一种趣味和习惯的完美融合体，其瓶身在饮用后可以轻松扭挤，在节省70%以上的回收空间的同时，也倡导了环保集瓶活动的广泛开展。此番新产品的问世，也标志着由达意隆潜心研发的低碳环保型吹灌旋一体机生产的超轻量瓶瓶装水劲爆登陆！

On April 26th, 2010, as the first approach for the sustainable packaging, Coca-Cola successfully launched the product jointly developed by Tech-Long and Coca-Cola --- "Icedew" to the market.

The new Icedew bottle (550ml) is only 9.8g, and saved 35% of plastic consumption, reduced environmental pollution, and provided the excellent condition for the sound progress of beverage industry. Baes on annual 1 billion bottles of sales volume, mew "Icedew" will reduce 6200 tones of PET plastic, which equals to the reduction of 16400T carbon emission, and increase of 262 square kilometers (101 square miles) of forest.

New "Icedew" only refreshes the "green" conception in hot summer, its unique bottle shape design and "3-step for green drinking water", as a kind of innovative conception and connotation, will also enjoy the interest and habit as the perfect combination of quality beverage and low carbon life, when saving over 70% of recycling space, it also advocate the wide spread of eco-friendly bottles collection activity. This product also symbolizes the launch of ultra light weight bottled water!



携手相拥的双赢未来

The win-win future by close cooperation

集合了环保、可持续、创新、全球领先等诸多优势，达意隆凭借其在技术领域的顶尖实力和锐意进取的市场引导能力，在全球低碳环境背景下，为中国本土液态食品生产企业打造了符合市场及企业需求的生产解决方案，帮助企业在提升产品附加值的同时以更具战略的眼光实现发展——关注低碳经济。同时，达意隆引领中国液态食品生产企业关注创新的生产及应用方式，以更好地迎合低碳经济的需求以及自身发展的需要。达意隆为中国企业及其自身打造了领先全球同行业的实力平台，一个双赢的未来已初露头角。

在全球利益与企业社会责任感息息相关的今天，达意隆已为企业自身赢得契机，获得了持续跻身全球液态食品装备领域的资历和实力。毋庸置疑，达意隆的前景与未来必将光辉无限！

With the advantages of eco-friendly, sustainable, innovative and world leading, Tech-Long, with the top technical strength and market leading ability, under the global low carbon environment, has developed the market and enterprise oriented solutions for the Chinese local liquid food producers, assist them to achieve development with strategic vision when increasing the additional value of products --- focusing on low carbon economy. In addition, Tech-Long is also leading the Chinese liquid food producers to focus on innovative production and application modes for perfectly meeting the demands of low carbon economy and the requirements of self development. Tech-Long has developed the platform for the Chinese enterprises and itself, and the win-win future is budding.

Today, when global benefit and the enterprise social responsibility are closely linked, Tech-Long has assisted the enterprises to win the opportunity, obtained the qualification and strengthen for ranking in the global liquid food equipment field. Undoubtedly, Tech-Long is facing a brighter prospect and future.



Text by : Tech-long Yang Liu

Pictures by : Tech-long Rainmy.chan



↑ 生产轻量瓶的吹灌旋一体机

Blowing, Filling and Capping Combi for Producing Light Weight Bottle

↓ 生产现场

Production Site



可口可乐首推“冰露”环保轻量瓶

Coca-Cola promotes the "Icedew" eco-friendly light weight bottle

环保大使刘翔“轻松一扭”

Eco-friendly ambassador Liu Xiang

“easily twists the bottle”

在 2010上海世博会来临之际，可口可乐公司旗下著名水品牌——“冰露”发布环保轻量瓶包装。

作为“冰露”环保大使的刘翔应邀参加发布活动，与现场志愿者互动，演示绿色饮水三部曲：选择环保轻量瓶，享用“冰露”纯净水，扭转好回收。刘翔表示：“环保其实很简单，绿色生活其实可以从身边的点滴做起，轻松扭一扭正是这样有趣有效的环保小举动。”

“作为饮料行业的领导者，可口可乐公司深知我们业务的发展是与世界的可持续发展息息相关的，如何在确保产品品质和消费者饮用感受的前提下，优化包装的能源和原料的使用一直是我们的关注领域。‘冰露’环保轻量瓶是我们在中国完成研发的环保包装设计。”可口可乐大中华区整合市场营销总监嘉景荣先生介绍说，“‘冰露’环保轻量瓶的推出是我们履行可持续包装的一种全新尝试，也希望消费者与我们一起为实现可持续发展的世界而共同努力。在未来，我们还将加大在可持续包装领域的投入，针对不同的产品特性推出环保包装。到2015年实现包装使用效率较2008年降低7%，这相当于减少55,000吨的包装材料。我们还将致力于减少制造环节的能源消耗，并争取在2020年将碳排放强度较2004年降低40-45%”。

据悉，“冰露”环保轻量瓶将从今年5月开始陆续在深圳、西安、厦门等城市上市，并逐步推广到全国。同时，作为2010年上海世博会指定饮用水品牌，“冰露”环保轻量瓶包装也将于5月进驻世博园可口可乐企业馆。

可口可乐公司提供的数字显示，通过逐步优化包装材料的使用，与2006年的设计方案相比，2007年到2009年期

间，可口可乐中国系统节省了24,464吨PET和15,434吨玻璃。此外，通过升级包装设计，减少了铝材和塑料封盖的使用。

When the come of 2010 Shanghai Expo, the famous water brand of Coca-Cola --- "Icedew" launched light weight bottle package. The body of the bottle is only 9.8g, which drops the weight by over 35% compared with original bottle, and reduces over 35% of carbon emission. Additionally, the bottle can be easily twisted after use for saving over 70% of recycling space.

As the eco-friendly ambassador of "Icedew", Liu Xiang attended the launching activity, and demonstrated the three steps for drink water with the site volunteers: select eco-friendly light weight bottle, enjoy "Icedew" purified water, twist for better recycling. In addition, the eco-friendly bottles collection activity was also started in Shenzhen. Liu Xiang expressed: "environmental protection is actually simple, green life can start from small things beside you, the bottle twisting is just the interesting and effective behavior on environmental protection."

"As the leader in the beverage industry, Coca-Cola has deeply realized that the development of business is closely related to the sustainability, we always care about how to optimize the use of energy and raw material for package when assuring product quality and excellent



taste. "Icedew" light weight bottle is the eco-friendly package developed by us in China. Through dropping the weight of bottle body, the light weight bottle can reduce carbon emission by 35% compared with original bottle and can save 70% of recycling space. "Coca-Cola Great China Region integrated marketing supervisor Mr. Jia Jingrong introduced, "the promotion of new 'Icedew' bottle is our new attempt for performing sustainable packing, we also hope that consumers can make efforts to achieve sustainability with us. In the future, we will also strengthen the investment in sustainable package and promote eco-friendly package for different products. The efficiency to 2015 may drop 7% compared with 2008, which means to reduce 55,000 tons of packaging materials. We will also devote to the reduction of energy consumption in

producing procedure, and strive for dropping the carbon emission by 40-45% in 2020 compared with 2004".

It is known, "Icedew" light weight bottle will launch in Shenzhen, Xi'an and Xiamen from May 2010, and then gradually extend to the entire country. Additionally, as the designated drink water brand for 2010 Shanghai Expo, "Icedew" eco-friendly light weight bottle package will also enter in Expo Park Coca-Cola Enterprise Hall in May.

It is shown from the data provided by Coca-Cola, through gradually optimizing the use of materials, compared with the design plan in 2006, Coca-Cola China system has saved 24,464 tons of PET and 15,434 tons of glass during 2007 to 2009, and reduced the use of aluminum and plastic cap.

Quote from "Guangzhou Daily"

可口可乐中国区创新事务技术总监
Coca-Cola China Region Innovative Affairs Technical Supervisor



“要把中国瓶做得比日本还轻” “Make Chinese bottle lighter than Japanese bottle”

可口可乐中国区创新事务技术总监欧阳荣告诉记者，轻量化“环保瓶”最早诞生在日本。“现在中国的瓶子比日本更轻了，日本瓶超过12克，而中国瓶目前能轻至9.8克。”

“在这个瓶里面，我们花了很多的工夫。”欧阳荣说，过程需要突破常规。先是研究瓶盖，它的用料要比原盖节省50%，但是功能一样；其次是瓶身，瓶壁大概只有0.1毫米厚度，这就需要材料分布得很均匀，让纹路在设计上符合人体力学；第三是底瓶，因为它有一定的压力，所以整个需要重新开发。最后就是标签，不能用任何的PVC材料。

“环保瓶”最大的问题在于手感，怎么解决这个问题呢？欧阳荣说，在一个很薄的瓶子里面要维持瓶型，需要创新。“为了保持瓶身的硬度和完整性，我们加了一点氮气增强刚性。”

欧阳荣说轻量化一方面让材料使用少了，但是前期需要投入研发费用，生产分析的器械等也要投入资金，所以整体的成本和未创新时差不多。

Coca-Cola China Region Innovative Affairs Technical Supervisor Ouyang Rong told the reporter that the light weight "eco-friendly bottle" was applied earliest in Japan. "Currently, the Chinese bottle is lighter than the Japanese bottle which exceeds

12g, but Chinese bottle is 9.8g, which means reduce the carbon emission by over 35% compared with original bottle."

"We have invested great effort on this bottle." Ouyang Rong said, the process requires breaking the convention. First, the cap, the material is 50% less than the original cap, but the function keeps the same; then the bottle, the wall is about 0.1mm thick, which requires very even distribution of materials, meet the body mechanics; third is the base, since it needs to stand pressure, the entire base shall be developed. Finally, the label, any PVC material is not used.

The biggest problem of "eco-friendly bottle" is how to hold? Ouyang Rong said, it requires innovation to maintain the shape of a very thin bottle. "we close a little nitrogen to strengthen the bottle."

Ouyang Rong said that light weight reduced the materials, but it required more costing R&D in early phase, so do the production analysis apparatus, therefore, the general cost is almost the same comparing to original package.

DRINKTEC2009

展会上的达意隆力量

TECH LONG POWER ON DRINKTEC2009



百事可乐全球CEO卢英德女士亲临达意隆展台
CEO and president of Pepsi Cola Ms. Indra Nooyi visited Tech-Long booth

为期六天、四年一届、全球饮料与液态食品工业领域的顶级盛会drinktec2009在德国慕尼黑新国际会展中心落下帷幕。达意隆带着喜悦，怀揣着自信，挺着胸膛离开了慕尼黑，并且掷下四年后再给全球饮料工业一个更大惊喜的庄严承诺。

本次展会上，达意隆采用公司最新研发的具有自主知识产权的新一代吹瓶机cpxx14展机，色彩鲜明，结构紧凑，现场演示运营效果良好，是为达意隆展台点睛之作，而展台设计围绕以产品为中心、整体风格以乳白色与绿色相结合采用特装的框架型开放式展示平台设计风格，展台风格与展机遥相呼应，相得益彰。

本次展览达意隆展台参观观众多达2000人次，接待各类客户500人次。展览期间，世界知名饮料品牌百事可乐、可口可乐、嘉士伯等企业高层相继云集达意隆展台，特别是百事可乐全球CEO卢英德女士亲临达意隆展台，除了表达

其对达意隆近年来取得成绩的惊讶之外，也对达意隆设备在百事系统的运营状况表示满意，同时她也毫不忌讳的表达了深入与达意隆的进一步合作意向，她的到来引起中国展馆区的阵阵轰动，掀起中国馆区一个又一个高潮，另外国内知名品牌青啤、燕京、华润等企业高层相继参观达意隆展台，除此之外土耳其、罗马尼亚、俄罗斯、埃及、日本、韩国、菲律宾、巴基斯坦、伊朗、越南、香港等国或地区市场老客户及潜在客户受邀或慕名来达意隆展台洽谈合作。客户在寻找答案，达意隆给了他们最好的答案。

达意隆展览期间展示的新一代产品知识产权方面的不懈可击让一些竞争对手铩羽而归，同时达意隆人面对他们的不遮不掩，并能敞开心扉，也充分展示了达意隆的自信。世界饮料工业正在见证中国饮料工业装备领导力量——达意隆实力与品牌形象的崛起。



Drinktec 2009 was unveiled in Munich Germany, Tech-Long left Munich with pleasure and self confidence, and left with the promise of more pleasant surprise to the global beverage industry 4 years later.

In this exhibition, Tech-Long exhibited the new generation blow moulding machine cpxx14, the bright color and compact structure with excellent demo effect attracted visitors.

About 2000 visitors came to Tech-Long booth during the exhibition, including more than 500 customers. Top management team of world famous beverage brands such as Pepsi Cola, Coca-Cola and Carlsberg visited Tech-Long booth, CEO of Pepsi Cola Ms. Indra Nooyi, expressed her impression on TL's high speed progress and achievements in a short time. She was happy about the TL cooperation with Pepsi. Her visitation made a stir and aroused one and another climaxes in the Chinese exhibition area. Additionally, the senior staffs from domestic famous brands such as Tsing Tao Beer, Yanjing Beer and China Resources also visited Tech-Long booth, moreover, the old customers and potential clients from Turkey, Rumania, Russia, Egypt, Japan, South Korea, Philippines, Pakistan, Iran, Vietnam and Hong Kong also visited Tech-Long booth for cooperation with invitation or admiration. Customers are seeking the answer, and Tech-Long have given them the best answer.

During the exhibition, Tech-Long new generation products made the competitors return disappointedly due to unassailable intellectual property, additionally, Tech-Long has also thoroughly shown the self-confidence. The world beverage industry is witnessing the strength of Chinese beverage industry equipment --- the rise of Tech-Long power and brand image.

Text and Pictures by : Tech-long Zhou Hua



旱灾无情 人间有爱

Drought is heartless, love in the world

记达意隆捐水支援抗旱救灾
Report on Tech-Long donating drinkwater



2010的春天，富饶的西部失去了它往日的美丽，河水干枯、田地荒芜、庄稼枯死、颗粒无收。滇桂黔川渝五个省市遭遇百年不遇的大旱，给人民群众的生活造成了严重影响。据统计，干旱受灾人口达到5000多万人，逾两千万人饮水困难……

In the spring of 2010, the fertile and beautiful west lost its beauty, the river became dry, the field became deserted and the crops withered up. Five provinces such as Yunan, Guizhou, Guangxi, Sichuan and Chongqing suffered the drought waste in 100 years, which caused serious influence for the life of people. According to the statistics, the stricken population exceeded 50 million, and more than 20 million people were short of drink water……

贵州旱灾牵动着亿万人的心，面对严重的灾情，2010年3月25日，达意隆公司董事长张颂明先生立即组织抗旱救灾。当时，公司营销总部郑总正在贵州拜访公司客户，于是，张董指示马上联系贵州省慈善总会，深入了解当地旱情最严重的地区，经了解，黔西南旱情十分严重，尤其是贵州省贞丰县！

在领导们的安排下，达意隆决定立即在贵州省最大的饮用水生产企业（贵州北极熊实业有限公司）购买饮用矿泉水，直接送到灾区群众手中。

此次达意隆捐赠饮用水总计达42吨，于2010年4月3号，从贵州北极熊饮用水生产基地，分装4车奔赴贞丰县，由于路途遥远，从当天下午2点发车到晚上11点半才到达目的地，第二天在贞丰县民政局领导的带领下，我们将水送到受灾最严重的4个乡镇的灾民手中，其中有一车饮用水送到当地沙坪乡一所小学。

做好企业，回报社会，是企业公民责无旁贷的社会职责。达意隆自成立以来，一直把公益事业作为企业发展的重要部分，在环境保护、城市绿化、灾区救助、教育扶贫等方面一直在积极努力，希望通过企业



的绵薄之力，支援需要帮助的弱势群体，建设城市更美好的未来。同时，达意隆员工将以抗旱救灾为契机，厉行节约，杜绝浪费，以实际行动倡导健康低碳生活！

Guizhou drought affected millions of people, on March 25th, 2010 facing the serious drought, Tech-Long chairman Mr. Zhang Songming immediately organized the drought relief. At the time, Mr. Zheng of regional sales director was visiting customer in Guizhou, therefore, Chairman Zhang instructed him to immediately contact Guizhou Charity Federation to get more information of the most serious area suffering from drought, it is know that the drought in southwest of Guizhou was serious, especially in Zhenfeng County.

Tech-Long decided to immediately purchase mineral water from the biggest drink water producer (Guizhou Beijixiong Industry Co., Ltd.), and directly delivered to local people.

In this action, Tech-Long donated 42 tons of drink water to Zhenfeng County by 4 trucks from Guizhou Beijixiong Drink Water Produce Base, and reached the designation in 23:00, on the next day, with the help of Zhenfeng County Bureau of Civil Affairs, Tech-Long delivered the drink water to the people of 4 towns, and one truck was to a primary school in Shaping Village.

Be a good enterprise, return to society, it is the social responsibility for the corporation. Since the establishment, Tech-Long has taken an the important part of charity for the enterprise development, and has contributed to environmental protection, city greenery, disaster relief, education poverty alleviation, and support the weak group to construct a brighter future.

Text and Pictures by : Tech-long He Zhiguo / Yang Liu

达意隆 绿 点缀南极大陆

Tech-Long GREEN Sprinkles the Antarctic continent

2009年11月29日，2041团队历时13天的南极探险拯救地球绿色之旅宣布圆满结束。作为本次活动的赞助商之一的达意隆通过2041团队在南极大陆发出来自中国企业“拯救地球”的呐喊，特别是在全球气候变暖，人类生存环境日益恶化的当前，达意隆的呼喊显得格外绿。

On November 29th, 2009, the 13-day Journey of Antarctic Adventure for Saving the Green Earth of 2041 team successfully completed. As one of the sponsors of the activity, Tech-Long appeal for "saving the earth" the 2041 team in the Antarctic continent, As the global warming effects human survival environment, Tech-Long's appeal appears extremely GREEN.



风起十年·志高·路更宽 For 10 years, ambitious vision, wide road!

2009年12月18日，庆祝广州达意隆包装机械股份有限公司成立十周年庆典活动在本部厂区隆重举行。

公司董事长张颂明先生、副董事长陈钢先生等公司高层及所有达意隆员工共同参加了庆典活动，此外，前来出席的还有达意隆的客户及供应商们。下午17:30分，晚会正式开始。整台晚会，现场气氛非常热烈，节目十分精彩，大家举杯欢庆，共同庆祝达意隆十周岁的生日！而此刻，作为一名达意隆人，我们感到无比的骄傲和自豪！我们坚信：在公司领导的英明决策与带领下、在社会各界朋友的大力支持和深切关怀下，达意隆的明天将更加美好，百年的梦想定将实现！

On December 18th, 2009, the Tech-Long 10th Anniversary Ceremony was held in the Headquarter

Mr. Zhang Songming Chairman and Mr. Chen Gang vice chairman and all Tech-Long staffs attended the ceremony, Tech-Long customers and suppliers also attended the ceremony. At 17:30, the party started. The entire party had very hot atmosphere with wonderful performances, and all staffs cheered for the 10th birthday of Tech-Long! This moment, as the Tech-Long staff, we felt very proud, we believe: with the wise leadership, with the powerful support of friends, Tech-Long is facing a brighter future, and the dream will come true.

Text and Pictures by : Tech-long Yang Liu



加快技术创新 迎接低碳时代

Accelerate technical innovation Greet the low carbon era

2010年广州包装机械技术和产业联盟研讨会在达意隆顺利召开
2010 Guangzhou Packaging Machinery Technology and Industry Alliance Seminar was successfully held in Tech-Long



2010年1月28日，以“加快技术创新、迎接低碳时代”为主题的2010年广州包装机械技术和产业化联盟研讨会在广州达意隆包装机械股份有限公司成功举行。来自联盟盟主广州达意隆包装机械股份有限公司的董事长助理庄志扬、吹瓶事业部技术总监邹大群、灌装事业部技术总监程文杰、包装及吹瓶事业部总监罗文海；联盟成员广东工业大学自动化学院院长王钦若；广州市光机电技术研究院麦静惠副院长、赵博博士；广州恒星冷冻机械制造有限公司技术总监；SEW传动设备（广州）有限公司李超等代表出席了会议。

研讨会在热烈的气氛中举行，各参会成员代表各抒己见，在如何进行技术创新迎合低碳经济潮流的主题上进行了积极、充分和深入的探讨，迸发出了不少精彩的火花，为联盟在低碳时代的发展目标起到了积极的引导作用。

研讨会上，达意隆公司介绍了该公司为迎接低碳时代而最新研制的轻量化PET瓶吹瓶和无菌灌装技术以及相关设备的研发情况，阐述了在研发中的优势、已取得的成果以及在产业化中遇到的困难等。达意隆公司从生产商和使用商的角度去分析了饮料灌装技术的发展趋势，分析了目前正在全力开发的“PET瓶轻量化吹灌旋一体机”和“无菌灌装成套设备”应对低碳时代应用的节能减排的技术设想，以及这两个新技术在未来几年中对行业的重大影响。“PET瓶轻量化吹灌旋一体机”能够实现550ML的PET瓶重量从16克降低到9.8克，能降低包装物的成本接近40%；“无菌灌装成套设备”通过瞬时杀菌技术实现饮料从热灌装升级到冷灌装，使饮料

的PET瓶从31.5克降到24克，降低包装物成本25%，并将实现整机效率提高而能耗降低20%的节能减排目标。据介绍“PET瓶轻量化吹灌旋一体机”和“无菌灌装成套设备”均达到目前国际领先的技术水平型，除达意隆外，全球仅一家国外企业能够生产“PET瓶轻量化吹灌旋一体机”。

对于达意隆这种通过把最新突破的技术应用到新一代包装设备生产上，从而使客户在材料和能耗上降低损耗，压缩大量成本的做法，与会成员均表示赞赏，并针对自身的特长提出各自的技术应用思路。SEW传动设备（广州）有限公司代表介绍了该公司在节能减排应对低碳经济时代所做的技术研究，并介绍该公司最新的节能技术和产品，以及公司在未来迎接低碳经济时代的规划和技术发展趋势；广东工业大学代表也介绍了该校适应低碳时代的技术研发成果和将来的研究方向，并和达意隆公司、SEW公司技术人员当场探讨了电气控制、加热环节、同步技术等节能领域的问题，大大的拓宽了技术思路、加强了技术交流；广州市光机电技术研究院副院长也介绍了该院的一些研发成果和在低碳时代该院的研究方向。与会代表在迎接低碳时代的技术及其发展方向问题上产生了较多的共鸣，在低碳经济时代的节能降耗技术上

初步达成了合作互助的意向。恒星公司在无菌车间的应用上有丰富的技术经验，其技术总监对于无菌级别更高的“无菌灌装成套设备”也提出了很多富有创造性和实用性的观点，并表示愿意共同进行研发和解决技术难点。

最后，与会的联盟成员一致认为，这两个项目在节能减排方面有重大的突破，是为低碳时代的到来而开发的新型设备，各成员将抓紧时间消化技术难题，在下一次的联盟会议中提出解决方案，以进一步推动这两个创新产品尽快投入市场。

广州包装机械技术和产业联盟是为应对全球经济危机，在广州开发区科技发展和科技局的支持下于2009年成立的，目前有包括广州达意隆包装机械股份有限公司、广东工业大学、广州市光机电技术研究院等企业、高校、研究院所近十位成员，且正在不断吸收新成员，涵盖了包装机械产业链的上下游链条组成部分。该联盟在经济危机的恶劣环境下实现联盟成员之间的资源共享、技术交流和产学研合作等方面发挥了积极的作用；“抱团取暖”在帮助企业走出金融危机影响的过程中起到了有效的作用；带动了广州市包装技术设备产业链的健康快速发展。

另外，此次研讨会召开时间和国家能源委员成立的时间几乎同步，也从侧面反应了广州开发区经济发展和科技局的前瞻性和对国家政策的高效执行力、联盟与国家能源政策的高度统一性。

On January 18th, 2010, with the theme of "accelerating technical innovation and greeting the low carbon times", the 2010 Guangzhou Packaging Machinery Technology and Industrialization Alliance Seminar was successfully held in Guangzhou Tech-Long Packaging Machinery Co., Ltd. Chairman assistant Zhaung Zhiyang, Technical Supervisor of Bottle Blowing Department Zou Daun, Technical Supervisor of Filling Department Cheng Wenjie, Supervisor of Blowing Department Luo Wenhai from the director of Guangzhou Tech-Long Packaging Machinery Co., Ltd.; the members President of Automation College of Guangdong University of Technology Wang Qinruo; Guangzhou Optical, Vice Director of Mechanical and Electronic Technology Institute Mai Jinghui and Doctor Zhao Bo; Technical Supervisor of Stars (Guangzhou) Refrigerating Equipment Manufacturing Co., Ltd. and Lichao from SEW-Eurodrive (Guangzhou) Co., Ltd. attended the seminar.

The seminar was held in the hot atmosphere, and the attendants presented their opinion with active and deep discussion on how to greeting the low carbon economy trend through technical innovation, which had active guidance function for the development target of the alliance in the low carbon times.

In the seminar, Tech-Long promoted the latest light weight PET bottle blowing and aseptic filling technology as well as R&D of relative equipments newly developed for greeting the low carbon times, introduced the advantages, achievements and difficulties during industrialization. Tech-Long

prospected the development trend of beverage filling technology from the angle of manufacturer and user, analyzed the technical presumption of "PET bottle light weight blow-fill-cap 3 in 1 combi line" and "aseptic filling set equipment" for the energy saving and emission reducing in the low carbon times, and the significance of above two new technologies to the industry in the coming years. "PET bottle light weight blow-fill-cap 3 in 1 combi line" is capable of dropping the 550ml PET bottle weight from 16g to 9.8g, and can drop the cost on packing materials by 40%; "aseptic filling set equipment" is upgraded from hot filling to cold filling through instantaneous sterilizing technology, and drops the beverage PET bottle weight from 31.5g to 24g, and can drop the cost on packing materials by 25%, and will also increase the overall unit efficiency, drop the energy consumption by 20%. It is introduced that "PET bottle light weight blow-fill-cap 3 in 1 combi line" and "aseptic filling set equipment" have reached the world leading technical level, besides Tech-Long, there's only one foreign enterprise is capable of manufacturing "PET bottle light weight blow-fill-cap 3 in 1 combi line" in the world.

The attendants have also expressed praise to Tech-Long who applies the latest technology for manufacturing new generation packing equipment to drop the cost in materials and energy, and presented their technical application opinion on their own advantages. The representative of SEW-Eurodrive (Guangzhou) Co., Ltd. introduced the technical research on energy saving and emission reducing for the low carbon economy times, and

introduced the latest energy saving technology and products as well as the plan and technical development trend of the company in greeting the low carbon economy times; The representative of Guangdong University of Technology also introduced the technical R&D achievement and research direction for adapting the low carbon times, and discussed the electric control, heating procedure and simultaneous techniques with Tech-Long and SEW, which powerfully expanded the technical thought and strengthened the technical communication; Guangzhou Optical, Mechanical and Electronic Technology Institute vice director also introduced the R&D achievement and the research direction in low carbon times. The attendants had more common senses in terms of the technology and development trend in the low carbon times, and achieved primary cooperative intent in terms of energy saving and consumption reducing technologies. Star Group boasts rich technical experiences in the application of aseptic workshop, and the technical supervisor also presented many creative and practical opinions on "aseptic filling set equipment" and expressed the wish of joint R&D for solving technical difficulties.

At last, the attendants unanimously believed that above two projects had important achievements in energy saving and emission reducing, and are the new equipments developed for the low carbon times, and the members would waste no time to digest the technical difficulties, present solutions in the next meeting for promoting above two innovative products to quickly launch into the market.

Guangzhou Packaging Machinery Technology and Industrialization Alliance was established in 2009 with the support of Guangzhou Development Zone Science & Technology Bureau for coping the global economic crisis, currently, it has nearly 10 members including Guangzhou Tech-Long Packaging Machinery Co., Ltd., Guangdong University of Technology, Guangzhou Optical, Mechanical and Electronic Technology Institute, and is constantly absorbing new members, covers the downstream components in the packaging machinery industry. The alliance achieves the resources share and technical communication among the members in the economic crisis with active functions in production, learning and research cooperation; "Embracing Each Other to Warm up" has excellent effect in assisting the enterprises to walk out of the financial crisis; promoted the healthy and fast development of Guangzhou packing technology and equipment industry.

Additionally, the seminar was held at the same period with the establishment of the National Energy Commission, which also shown the far-sighted vision of Guangzhou Development Zone Economy Development and Science & Technology Bureau and effective execution force and high accordance with the national policies.

■ Text and Pictures by : Tech-long Liu Jiwei

国家标准《塑料瓶冲洗灌装封盖机》 研讨会在达意隆圆满落幕

National Standard of PET Bottle Rinser-Filler-Capper Seminar was Successfully Held in Tech-Long

2009年9月8日，由全国包装机械标准化技术委员会主办、广州达意隆包装机械股份有限公司承办的国家标准《塑料瓶冲洗灌装封盖机》研讨会在广州举行。广州经济技术开发区经济发展和科技局夏平华副处长应邀出席了本次研讨会并欣然致辞，此外应邀参会的还有来自中国食品发酵工业研究院的蔡林昌教授、浙江大学的刘东红教授、华南理工大学的唐伟强教授以及来自上海可口可乐、太古可乐、屈臣氏的客户代表；江苏星A、廊坊百冠、江苏新美星等业界同行以及西门子等国际知名供应商。

《塑料瓶冲洗灌装封盖机》国家标准研讨会将就塑料瓶冲洗灌装旋盖机的术语和定义、型号、型式、基本参数及工作条件、要求、试验方法、检验规则、标志、包装、运输及贮存等要求进行统一规定，将适用于饮料、调味品等行业的螺纹密封塑料瓶的液体低温灌装、常温灌装、热灌装的回转式塑料瓶冲洗灌装旋盖机。

会议由全国包装机械标准化委员会陈润洁秘书长主持，会上开发区经济发展和科技局夏处长对达意隆能承办国家标准研讨会表达了高度的赞许，希望开发区企业能够再接再厉，通过国家标准、行业标准的制定，赢得市场竞争中的“话语权”。夏处长表示，区科技局对像达意隆这样有战略眼光的企业将积极扶持，也希望此次到会的专家、客户、供应商和同行一如既往支持开发区这种有潜力的企业，促进民族企业的发展壮大。此外，张颂明董事长也代表公司热烈欢迎远道而来的参会代表，希望大家能够对此国家标准献言献策，共同建立一种良好的行业秩序。陈润杰秘书长



PET瓶冲洗灌装封盖机》国家标准研讨会



本次讨论会后，该标准将报国家标准委员会审批，计划将于2010年正式出版发行、颁布实施

The standard would be submitted to the Standardization Administration of the People's Republic of China after the seminar, and was planned to formally publish and enact in 2010

也在会上简要介绍了包装机械国内外标准化形势及《塑料瓶冲洗灌装封盖机》工作过程。之后，参会专家、客户、供应商和同行对标准进行了广泛和深入的讨论，讨论的重点集中于定义、型号及灌装精度、合格率、试验条件、试验方法、包装件合格率试验等方面，其中关于灌装精度和合格率试验方法要求的讨论尤为激烈。整个讨论会参会代表发言积极、建议中肯，会场气氛热烈，与会代表也对该标准基本上达成了共识。

On September 8th, 2009, national standard of PET Bottle Rinser-Filler-Capper seminar sponsored by National Technical Committee on Food Packaging Machinery of Standardization Administration of China and undertaken by Guangzhou Tech-Long Packaging Machinery Co., Ltd. was held in Guangzhou. The vice director of Guangzhou Economical and Technological Development Zone Economy Development and Science & Technology Bureau Xia Pinghua attended the seminar and gave speech with invitation, additionally, such professional gentries as Professor Cai Linchang from China National Research Institute of Food & Fermentation Industries, Professor Liu Donghong from Zhejiang University, Professor Tang Weiqiang from South China University of Technology and representatives from Shanghai Coca-Cola, Swire Coca-Cola and Watsons, and Jiangsu Shine Fate, Langfang BestCrown, Jiangsu Newamstar and Siemens supplier attended the seminar with invitation.

“Plastic Bottle Rinsing, Filling and Capping Machine” national standard seminar will regularize the term, definition, model, type, basic parameters, working conditions, requirements, test method, test regulations, mark, package, transportation and storage of plastic bottle Rinsing filling and capping machine, and will be applicable for fluid low temperature filling, constant temperature filling of beverage and flavoring thread sealing plastic bottle, hot filling rotary plastic bottle Rinsing filling and capping machine.

The seminar was presided by the secretary-general of National Technical Committee on Food Packaging Machinery of Standardization Administration Chen Runjie, and director Xia from Development Zone Economy Development and Science & Technology Bureau expressed high praise for Tech-Long to undertake the national standard seminar and hoped that enterprises in the Development Zone enterprise could keep constant efforts and win the “Discourse Right” through the constitution of national and industry standard. Director Xia also pressed that the Development Zone Science & Technology Bureau will actively support the enterprises with strategic vision such as Tech-Long, and also hopes that the experts, customers, suppliers and professions may also continue to support the potential enterprises, promote the development of national enterprises. In addition, Chairman Zhang Songming also extended warm welcome to the attendants on behalf of Tech-Long, and hoped that they may present their opinions on the national standard and jointly construct the excellent industrial order. Secretary-general Chen Runjie also briefly introduced the domestic and foreign standardization situation of packaging machinery and the work process of “Plastic Bottle Rinsing, Filling and Capping Machine”. Later, the experts, customers, suppliers and professions had wide and deep discussion to the standard, and the discussion focused on the definition, model, filling precision, qualification rate, test conditions, test methods, packing parts qualification test and so on, and the discussion on the test method of filling precision and qualification rate was very intensive. The attendants actively presented their opinions in the seminar with hot atmosphere, and basically reached common sense on the standard.

Text and Pictures by : Tech-long Wang Yannan



实例 Product Running Status

达意隆与达能集团再次牵手 Tech-Long and Danone Group

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Tech-Long and Danone Group
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- 41 打造精品 全新跨越 开启酱油生产线之门
Develop exquisite product with new surpass ,Open the door for soy sauce production line
- 45 达意隆闪耀中东和东非市场
Tech-Long shines in the Middle East and East Africa market
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The first cooperation between Tech-Long and Honchuan Group



世界著名品牌-达能 World famous brand-Danone

总部设于法国巴黎的达能集团是一个业务多元化的跨国食品公司，集团的业务遍布六大洲、产品行销100多个国家。在法国、意大利及西班牙，达能集团都是最大的食品集团，达能亦是当今欧洲第三大食品集团，并列全球同类行业前六名之一，其它重要的排名还包括：世界最大、欧洲最大的鲜乳制品生产商；世界最大、欧洲最大的饼干生产商；世界第二、欧洲第二矿泉水生产商；欧洲最大的酱料及调味品生产商欧洲第二的啤酒生产商；欧洲第二的面条生产商；欧洲第二的玻璃容器生产商；欧洲第三的方便食品生产商……

2000年，达能集团收购了广东乐百氏集团的92%股权，乐百氏成为达能集团成员之一。2003年，达能以风靡欧洲的运动型饮料MYZONE为基础，在中国通过乐百氏推出脉动，成为当年最成功的饮料产品之一，年销售额一度高达8亿元。

脉动维生素水：脉动快速“卖动”。脉动上市后在很短的时间内，就形成了热销全国的局面，在持续几个月的时间里，脉动全国的经销商都必须等待货物的到来……

Danone Group whose headquarter is located in Paris of France is a multi-national foods company with diversified businesses, and the business covers six continent with the products selling well in more than 100 countries, and is the biggest foods group in France, Italy and Spain, Danone is also the third foods group in Europe, and ranks top 6 in the industry, its important titles also include: biggest fresh milk producer in Europe and the world; biggest biscuit producer in Europe and the world; second biggest mineral water producer in Europe and the world; biggest sauce and flavoring producer in Europe, the second biggest beer producer in Europe; the second biggest noodles producer in Europe; the second biggest glass containers producer in Europe; the third biggest instant foods producer in Europe……

In 2000, Danone Group purchased 92% shares of Guangdong Robust Group, and Robust became one of the members of Danone Group. In 2003, Danone promoted Mizone through Robust in China basing on the European popular sports beverage MYZONE, which was one of the most successful beverage products of the year with the annual sales volume reached RMB800 million.

Mizone vitamin water: Mizone is hot sale quickly, and form the hot sale situation in China after launching into the market, and the national distributors of it must wait for the products in continuous several months……



达意隆与达能的缘分 Cooperation between Tech-Long and Danone

2008年7月，达能集团中国总部以及中山工厂的负责人与达意隆项目负责人重新坐到谈判桌前，开始洽谈全自动吹瓶机采购合同的细节，这标志着达意隆与达能集团中断了2年的合作得以恢复。

达意隆与达能的合作始于2002年，当时达意隆生产的国内第一条高速热灌装线正是在达能乐百氏丰润工厂投产的，随后双方合作更是在全世界范围内展开，但当时达意隆正在处在公司高速发展与扩张期，设备更新的速度太快，所以在服务沟通方面存在一些问题，达能方面因为生产需要选择暂时中断与达意隆的合作，但达意隆机器的可靠性与设备性能是值得信赖的。

之后，合作契机在2008再次出现，由于达能集团中山工厂的脉动生产线需要提速，而达意隆经过组织变革与调整，在设计、工艺、生产、服务等方面趋于完善，达意隆与达能再次合作的时机已经成熟，此时，达意隆再次信心十足地将自己推荐给达能，并获得达能的认可，调整后的达意隆营销总部显然已经不可同日而语，达意隆也用行动兑现了自己的承诺，新组织下的达意隆在销售、生产、工程安装等协调与沟通方面更为迅速便捷，具备为客户提供最优服务方案的能力与执行力。这一次，达意隆不仅按时将吹瓶机交付到对方工厂，并在一个月内完成安装生产并达到验收水平。达意隆用实力赢得了达能的青睐。随后，我们又按时完成了丰润工厂的提速改造，并在三个月内完成了武汉工厂的新灌装机的生产安装调试以及配套设备的提速改造。紧接着，中山工厂又给予我们一个艰巨的任务，即在100天内

完成24000BPH全自动热灌装生产线整线的生产、安装、调试工作，之所以说任务艰巨，是因为这100天，是从设备设计到完成安装的所有时间。在准备期间，有很多工作都待落实，比如生产布置图，由于中山工厂的场地有限，为了更科学的摆放设备，使之达到最大的效率，合作双方研讨了5次才最终定案。但在安装期间，我们遇到的挑战与困难更大，因为安装工作跨越整个春节，然而达意隆克服了一切困难，再一次给了达能一个惊喜，圆满完成了项目。为此，达能也给予达意隆极大的赞许。

2010年的3月底，基于对达意隆产品与服务的认可，法国达能总部的工业总监以及亚太区总裁一行前往参观考察达意隆，他们对达意隆这几年取得的进步惊叹不已，并重新认识了达意隆，更坚定了与达意隆继续合作的信念，相信双方合作前景会越来越多，越来越好！

In July 2008, Danone Group Chinese headquarter and the chief of Zhongshan Factory negotiated with the project chief of Tech-Long for the details on purchasing fully automatic bottle blow moulding machine, which symbolized that the cooperation between Tech-Long and Danone Group was recovered after 2 years of interruption.

The cooperation between Tech-Long and Danone started in 2002, at that time, the domestic first high speed hot filling line manufactured by Tech-Long was put into production in Danone Robust Fengrun Factory, later, the cooperation was extended throughout

the world, but Tech-Long was keeping the fast development and expansion period at that time, and the equipments are updated too fast, therefore, there was a little problems in service and communication, Danone selected to temporarily suspend the cooperation with Tech-Long due to the production requirements, but the reliability and performance of Tech-Long were worthy of trust.

Later, the cooperation occurred again in 2008, since the Mizone product line of Danone Group Zhongshan Factory should be upgraded, after organization modification and adjustment, Tech-Long improved the design, process, production and service, and the opportunity for the cooperation of Tech-Long and Danone became mature, Tech-Long was confidently recommended itself to Danone and obtained recognition from Danone, after the adjustment, it was obvious that Tech-Long marketing headquarter should not be named on the same day, Tech-Long also fulfilled the promise with action, and was convenient and fast in terms of sales, production, installation and communication under the new organization with the ability to provide and execute best service plan for customers. This time, Tech-Long not only timely delivered the bottle blow moulding machine to Danone factory, but also completed installation and reached the acceptance requirements within 1 month. Tech-Long won the trust from Danone with high strength. Later, we completed the speed improving reconstruction of Fengrun Factory, and

completed the installation and test of new filling machine and speed improving reconstruction of set equipments of Wuhan Factory, next, Zhongshan Factory provided the daunting task to complete the production, installation and test of 24000BPH fully automatic hot filling product line within 100 days, it was daunting since it only had 100 days for equipment design to installation. During the preparation period, many works were to be fulfilled, such as production layout drawing, since the Zhongshan Factory had limited site, in order to scientifically place the equipments for maximizing the efficiency, the plan was confirmed after 5 times of discussion by both parties. But during the installation period, we faced bigger challenges and difficulties since the installation crossed the entire Spring Festival, however, Tech-Long conquered all difficulties smoothly completed the project with a pleasant surprise to Danone, and Danone also expressed high praise to Tech-Long.

At the end of March, 2010, basing on the recognition to Tech-Long products and service, the industry supervisor of French Danone headquarter and the chairman of Asia-Pacific region visited Tech-Long, and exclaimed for the progress of Tech-Long with a new realization, which firmed the cooperation with Tech-Long. We believe that both parties are facing better and better cooperative prospect.

■ Text by : Tech-long Zeng Jing



怡宝再次向达意隆采购 多条高速生产线

*C'estbon purchased several high speed
production lines from Tech-Long again*





分享·信任·你我的怡宝

信任、分享，你我的怡宝

Trust, Share, our C'estbon

怡宝食品饮料（深圳）有限公司（下称怡宝）是由华润创业有限公司（华润集团属下香港上市公司）和SAB—米勒国际酿酒集团（世界第二大啤酒集团上市公司）合资组建。自一九八九年起，怡宝在国内率先推出纯净水，是国内最早专业化生产纯净水的企业之一，怡宝纯净水逾30万吨的年销量规模也带动了纯净水行业的高速发展，怡宝同时也是国家质监和卫生饮用纯净水国家标准的主要发起和起草单位之一，怡宝是当之无愧的国家包装饮用水行业的领导者之一。

C'estbon Foods and Beverage (Shenzhen) Co., Ltd. (hereinafter named as C'estbon) was jointly established by China Resources Enterprise Limited (Listed in Hong Kong Stock Exchange of China Resources Group) and SAB--- Miller Group (the world second biggest beer group). Since 1989, C'estbon has promoted the purified water is one of



the enterprises who produced purified water in China, the sales volume of C'estbon purified water exceeded 300,000 tons, which also promoted the high speed development of purified water industry, C'estbon is also one of the initiator and drafts of National Quality Supervisor and Sanitary Drink Purified Water National Standard, and C'estbon is one of the deserved leading role in packed drink water industry in China.

东莞莞怡食品饮料有限公司成立，并一次性向达意隆采购多条高速生产线

Dongguan Guanyi Foods and Beverage Co., Ltd. purchased several high speed product lines from Tech-Long

近几年来怡宝瓶/桶装水在东莞地区销量猛增，光靠怡宝广州、深圳、江门等几个分厂供货已难以为继。

2009年，广州、东莞、深圳等四家瓶/桶装水总经销商合资成立东莞莞怡食品饮料有限公司，主营业务是在东莞地区生产和销售“怡宝”瓶/桶装水。建厂于广东经济最发达的地区之一——东莞，直接面对东莞地区，不再需要从外地供货，大大减少了运输成本。

在达意隆与怡宝的长期合作中，达意隆设备的高品质，优秀的售后服务得到了怡宝的信任，特别是2005年采购的36000瓶/小时高速生产线一直正常使用起，期间又陆续采购了2条相同产量的高速线。

东莞莞怡食品饮料有限公司的投资人、项目部也充分信任达意隆，保持与我司进行技术方面的沟通，

并一次性订购36000瓶/小时水灌装线2条、40吨/小时二级纯净水处理系统2套整厂设备，这些设备的投产将大大缓解怡宝广州、深圳、江门等几个分厂的生产压力。如今，这两条生产线及水处理系统已开始试生产并运转良好。

In recent year, the sales of C'estbon water increased fast in Dongguan, and it was difficult to meet the market demands to supply products by C'estbon Guangzhou, Shenzhen and Jiangmen factories.

In 2009, altogether 4 water distributors in Guangzhou, Dongguan and Shenzhen jointly established the Dongguan Guanyi Foods and Beverage Co., Ltd. with the main business as producing and selling "C'estbon" water in Dongguan.

The factory was established in one of the most developed areas in Guangdong --- Dongguan for directly supplying the Dongguan market, which had powerfully dropped the transportation cost.

During the long term cooperation between Tech-Long and C'estbon, Tech-Long equipments have earned high trust from C'estbon due to quality products and considerate after sale service, particularly for the 36000 BPH high speed product line purchased in 2005 which keeps normal working till present, during this period, the factory purchased 2 high speed lines of same output capacity.

The investors and project department of Dongguan Guanyi Foods and Beverage Co., Ltd. also expressed high trust to Tech-Long and kept technical communication, and purchased two 36000 BPH water filling lines, two sets of 40 t/h second grade purified water treatment systems, and the output of the equipments will powerfully relieve the production pressure of C'estbon Guangzhou, Shenzhen and Jiangmen. Currently, two product lines and water treatment systems have started test production with excellent working.

采购日期 Date of Purchasing	采购工厂 Purchaser	采购设备 Equipments
2004年	怡宝 深圳公司 C'estbon Shenzhen Company	1200桶/小时五加仑线 1200 BPH 5 gallon line
2005年	怡宝 广州分公司 C'estbon Guangzhou Company	30000瓶/小时三合一1条 One 30000 BPH 3-in-1 lines
2007年		36000瓶/小时三合一2条(含机器人装箱机等) Two 36000 BPH 3-in-1 lines (including robot packer etc)
2007年	怡宝 江门分公司 C'estbon Jiangmen Company	36000瓶/小时三合一1条 (含机器人装箱机、机器人码垛机等) One 36000 BPH 3-in-1 lines (including robot packer, palletizer robot etc.)
2004年 2006年 2008年	河北宏伟白金源饮品有限公司 (怡宝矿泉水代加工厂) Hebei Hongwei Platinum Beverage Co.,Ltd. (C'estbon mineral water OEM factory)	20吨/小时矿泉水处理系统、600桶/小时五加仑线； 17吨/小时二级纯净水处理系统、13吨/小时矿化水处理系统； 15000瓶/小时四合一装水线 20 t/h mineral water treatment system, 600 BPH 5 gallon line; 17 t/h second grade purified water treatment system, 13 t/h mineral water treatment system; 15000 BPH 4-in-1 bottled water line
2009年	东莞莞怡食品饮料有限公司 (怡宝纯净水代加工厂) Dongguan Guanyi Foods and Beverage Co.,Ltd. (C'estbon purified water OEM factory)	40吨/小时二级纯净水处理系统2套、18吨/小时洗瓶水回收处理系统、36000瓶/小时水灌装线2条（含机器人装箱和套标机等） Two sets of 40 t/h second grade purified water treatment system, 18 t/h bottle washing water recycling treatment system, two 36000 BPH water filling lines (including robot casing and labeling machine etc.)

Text and Pictures by : Tech-long Kuang Minqiang

达意隆与达利 再次迎来发展合作的高峰

Tech-Long and Dali Group Comes to another Peak of Cooperation

达意隆与达利签定了10条24000瓶/时热灌装生产线, 24台全自动吹瓶机的采购合同
Tech-Long and Dali signed a contract of ten 24000 BPH hot filling production lines, 24 fully automatic bottle blow moulding machines

达意隆与达利的合作至今已第五年，期间，双方相互支持、合作无间，用实际行动完美的诠释了双赢。达利集团于2006年开始进军饮料行业，短短几年间饮料由零发展到年销售额达人民币二十多亿元。而与此同时，达意隆的发展也日新月异，于2008年1月成功的在深圳A股上市，成为中国唯一一家饮料机械行业的上市公司，新研发产品顺利地进入了日化包装、调味品、酱油包装等行业。

多年来，达意隆凭借优质的产品设备及完善的售后服务赢得了达利的长期信赖。2010年以来，短短的五个月时间，已经签定了10条24000瓶/时热灌装生产线，24台全自动吹瓶机的采购合同，双方再次迎来了合作发展的高峰！

It is the fifth year for the cooperation of Tech-Long and Dali, during this period, both parties supported each other with close cooperation and achieved win-

win with actual action. Dali Group launched into the beverage industry in 2006 and the sales volume of beverage exceeded RMB2 billion within several years. At the same time, Tech-Long also progressed with each passing day, and successfully listed in Shenzhen Stock Exchange in January 2008 as the only listed company in the beverage machinery industry, and the newly developed products have smoothly launched into the daily-chemical packing, flavoring, sauce packing industries.

For several years, Tech-Long has won long term trust from Dali with quality products and considerate after sale service. Since year 2010, within the 5 months, both parties have signed the contract on purchasing ten 24000 BPH hot filling product line and 24 fully automatic bottle blow moulding machines, and are greeting the peak of cooperation of both parties!



达利集团总部位于福建泉州惠安，现拥有福建达利食品集团有限公司、泉州嘉禾、成都达利、济南达利、湖北甘肃达利、马鞍山达利等十三大子公司、十六个生产基地。

达利集团推出了“和其正”凉茶、“达利园”含乳饮料、茶饮料、果汁饮料、植物蛋白饮料、八宝粥等六大品类、十一种产品、六十二种包装规格，品类之多、种类之广，在国内饮料界绝无仅有。

Dali Group headquarter is located in Hui'an of Quanzhou in Fujian Province with 13 subsidiaries and 16 produce bases such as Fujian Dali Foods Group, Quanzhou Jiahe, Chengdu Dali, Jinan Dali, Hubei Gansu Dali, Maanshan Dali etc.

Dali Group has promoted 6 varieties, 11 products and 62 packaging specifications including "Heqizheng" herbal tea, "Daliyuan" milk beverage, tea beverage, fruit juice beverage, vegetal protein beverage and eight-treasure porridge, which is seldom in the domestic beverage industry with complete varieties.

合作项目回顾 Review on cooperative projects:

- ◎ 2006年采购6条24000瓶/时热灌装生产整线；12台全自动吹瓶机；
- ◎ 2007年采购7条24000瓶/时热灌装生产整线；4条36000瓶/时瓶装水生产整线；28台全自动吹瓶机；
- ◎ 2008年采购3条24000瓶/时热灌装生产整线；12台全自动吹瓶机；
- ◎ 2009年采购12台全自动吹瓶机；
- ◎ 2010年采购10条24000瓶/时热灌装生产线；24台全自动吹瓶机；
- ◎ In 2006, purchased six 24000 BPH hot filling product lines; 12 fully automatic bottle blow moulding machines;
- ◎ In 2007, purchased seven 24000 BPH hot filling product lines; Four 36000 BPH bottled water product line; 28 fully automatic bottle blow moulding machines;
- ◎ In 2008, purchased three 24000 BPH hot filling product lines; 12 fully automatic bottle blow moulding machines;
- ◎ In 2009, purchased 12 fully automatic bottle blow moulding machines;
- ◎ In 2010, purchased ten 24000 BPH hot filling product lines; 24 fully automatic bottle blow moulding machines;

Text and Pictures by : Tech-long Wu Yongtao



达利集团总部
Dali Group headquarter





达意隆与峨眉信发 的首次合作

The first cooperation between Tech-Long and Emei Xinfu

如今的达意隆在饮料包装设备行业具有极大的影响力，是国内饮料设备的龙头企业，是亚洲最大的饮料包装设备制造基地，品牌销往世界各地。达意隆的辉煌顿时吸住了峨眉信发的眼球，2009年6月，峨眉信发王董事长一行来到达意隆广州总部进行了实地参观考察，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留下的深刻印象；对达意隆在短短几年时间就发展成为国内领先的饮料设备供应商、对现有的规模和实力以及不断地发展壮大表示了赞赏和肯定。

随后，峨眉信发即与达意隆达成了购买设备的意向，并于2009年7月向达意隆订购了一条涵盖矿泉水处理系统、注塑机、全自动吹瓶机、三合一灌装机、机械人装箱机等30000瓶/小时瓶装水整线设备。

“智者乐水，仁者乐山”，在峨眉信发人和达意隆人共同努力下，“峨眉山矿泉水”一定会成为中国水行业一颗璀璨的新星。

Currently, Tech-Long has possessed extremely force in the beverage packaging equipment industry as the leading role in domestic beverage equipment industry and the biggest beverage packaging equipment produce base in Asia with the products sold well all around the world. The brilliance of Tech-Long has attracted the eyes of Emei Xinfu, In June 2009, Emei Xinfu Chairman Wang visited Tech-Long Guangzhou headquarter for site investigation, and the complete management and operation system, strong scientific research strength, considerate after sale service system, stable and reliable products of Tech-Long have deeply impressed them; and Chairman Wang also expressed high praise and confirmation to the size, strength and expansion of Technology which has developed into the domestic leading beverage equipments supplier within several years.

Later, Emei Xinfu reached the intent to purchase equipments from Tech-Long and ordered one 30000 BPH PET water line covering mineral water treatment system, plastic moulding machine, fully automatic bottle blow moulding machine, 3-in-1 filling machine, robot case packer in July 2009.

“The wise enjoy water, the humane enjoy mountains”, with the common efforts of Emei Xinfu and Tech-Long, “Emei Mountain mineral water” will become the shining star in the Chinese water industry.

【信息链接】 Information Link

峨眉山信发矿泉饮料有限公司 Emeishan Xinfu Mineral Spring Beverage Co., Ltd.

峨眉山信发矿泉饮料有限公司（以下简称“峨眉信发”），隶属于广州广弘鞋业集团，广弘集团是国内著名的现代制鞋企业，公司产品远销亚洲、欧洲、拉美等国家和地区；与VANS、TEVA、SIMPLE、ROFU等国际知名品牌建立稳固的合作关系。2007年9月，广弘鞋业公司与峨眉山市人民政府正式签定投资合作协议，在四川峨眉山市投资巨额兴建新厂，成立峨眉山金威利鞋业有限公司，这也是目前峨眉山市最大的企业。峨眉信发矿泉水公司是广弘鞋业集团在峨眉山市投资的第二个产业，瓶装矿泉水品牌为“峨眉山矿泉水”。

Emei Mountain Xinfu Mineral Spring Beverage Co., Ltd. (hereinafter named as “Emei Xinfu”) belongs to Guangzhou Irofa Shoes Co., Ltd. Group which is the famous modern shoe making enterprise at home with the products exporting to Asia, Europe and Latin America; and has established stable cooperation with such world famous brands as VANS, TEVA, SIMPLE and ROFU. In September, 2007, Irofa Shoes Co., Ltd. and Emei Mountain People's Government formally signed the investment agreement to established factory in Emei Mountain City in Sichuan and establish Emei Mountain Jinweili Shoes Co., Ltd., which is also the biggest enterprise in Emei Mountain till present. Emei Xinfu Mineral Water Co., Ltd. is the second industry of Irofa Shoes Co., Ltd. Group in Emei Mountain and the brand of bottled mineral water is “Emei Mountain Mineral Water”.



峨眉山信发矿泉饮料有限公司厂大门 Gate of Emei Mountain Xinfu Mineral Spring Beverage Co., Ltd.

峨眉山的水 Water of Emei Mountain

峨眉山是我国著名的游览胜地，峨眉山的水，自古以来就具有“神水”、“佛教圣水”一说，从历代墨家诗人、神仙道士留下的题咏墨迹来看，至少在2000多年前峨眉山泉水就引人注目了。峨眉山的水清澈透明，口感清爽，无工业污染，含有钙、镁、磷、铁、溴等10多种有益于人体的矿物质和微量元素，是理想的优质保健饮料，并在1984年进入洛杉矶奥运会，成为中国体育代表团的指定饮品，被称作“中国魔水”。

拥有如此优越地地理、自然环境，峨眉信发决定合理利用资源，进军水行业，以“做行业内高端矿泉水”为理念，全新出击，进军中国一线品牌，打造中国驰名商标，进入国内各大城市以及国际市场。

Emei Mountain is the famous tourism spot in China, and the water of Emei Mountain is praised as “fairy water” and “holy water of Buddhism” since the ancient times, viewing from the poems and scripts of calligraphers and poets as well as Taoists, Emei Mountain spring was eye-catching since over 2000 years ago. Emei Mountain water is clear and refreshing without industrial pollution, and contains more than 10 kinds of minerals and microelements including Ca, Mg, P, Fe and Br, and is the ideal quality and health care beverage, launched in the Los Angeles Olympic Games in 1984 as the designated drink for the Chinese sports delegation and was praised as the “Chinese magic water”.

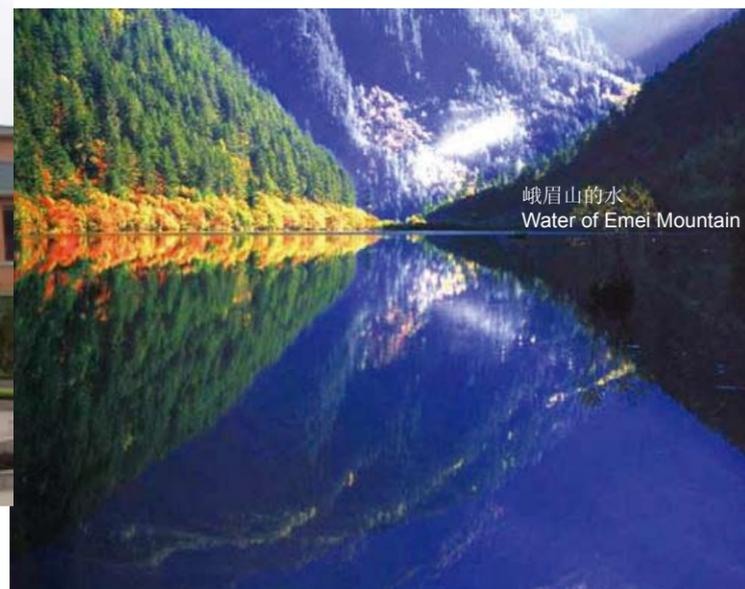
With outstanding geographic advantages and natural environment, Emei Xinfu decided to reasonably utilize the resource and launch into the water industry, insisting on the thought of “producing high grade mineral water in the industry”, and strived to develop the Chinese top brand and famous trade market, and launch into the domestic and international market.

Text and Pictures by : Tech-long Yang Jian



峨眉山信发矿泉饮料有限公司联系热线：15984399123

Emei Mountain Xinfu Mineral Spring Beverage Co., Ltd. Contact Hotline: 15984399123



打造精品 全新跨越 开启酱油生产线之门

Develop exquisite product with new surpass
Open the door for soy sauce production line

达意隆与欣和 Tech-Long and Shinho

全自动酱油包装生产线（12000瓶/小时生产线交钥匙项目）
Fully automatic sauce packing product line (12000 BPH product line turn-key project)



欣和企业成立于1992年，历经十余年的发展，现已成为国内知名的专业调味品制造商。
欣和企业深信，卓越的品质和新鲜的口感是取得高端消费者的重要条件。包装生产线是欣和产品诞生的一个重要环节。欣和领导希望通过改善这个环节，以满足公司高速发展的需求。

本项目由欣和工业工程管理审核，要求整线配备完善的关键控制点，合理的生产整线控制，确保整线解决方案最优化（包括人流，物流，工艺流等）。

达意隆根据欣和总体规划、先进的构想和科学选型，综合考虑欣和在生产中的各个环节和因素，为欣和提供了一个全方位的酱油自动包装生产线解决方案。通过整线效率配置科学的缓冲周期，科学的缓冲空间，科学的在线监测优化设备自动调节能力，达到提高设备和整线效率，减少产品损耗率，确保了整线平稳运行的可靠性。本方案适合自动化、智能化和整线交钥匙工程项目参考！

Shinho was established in 1992 and has developed into the famous and professional ingredient producer in China after nearly 10 years of development.

Shinho believes that good quality and fresh taste are important for wining high end consumers. Packing line is one important factor for Shinho products. Shinho hopes to optimize this procedure to meet the demands of fast development of the company.

This project was inspected by the Shinho industrial engineering management, and required complete key control points for the entire line with reasonable product line control and assured best performance (including human resources, logistics and process flow etc.)

Tech-Long provided the complete line solution with sauce automatic packing product line according to the general plan of Shinho with conception and scientific selection after considering the producing procedures and factors. Apply scientific buffer cycle, buffer space, online monitoring, automatic energy saving adjustment according to the efficiency of the entire line for improving the efficiency of equipments and entire line, reducing product consumption and assuring high reliability of the entire life. This proposal is suitable for automatic and intelligent turn-key project!

达意隆与东古酱油 Tech-Long and Donggu Soya Sauce

全自动酱油包装生产线（24000瓶/小时生产线交钥匙项目）
Fully automatic sauce packing product line (24000 BPH product line turn-key project)



走进鹤山市东古酱油食品有限公司的大门，一个巨大的酱油瓶斜楞在一个刻有“味满天下”的平台上，后面屹立着该企业的口号“创百年品牌，树东古形象”。东古酱油现拥有酿造酱油、古劳面鼓、南腐乳、酱品、食醋、蚝油、调料等7大系列近60种产品。

东古与达意隆合作是第二次了。自09年年中成功采购10000瓶/小时酱油灌装机后，东古公司为了满足自身高速发展需要、提高公司的生产能力、降低生产成本，同时建立优质食品生产供应商形象。该公司高层和项目技术层，对达意隆多条样板工程进行了考察，通过多次深入技术研讨，整线方案的多次优化，达意隆为东古提供整线方案设备如下：

- 60,000瓶/小时全自动卸瓶垛机（节约运行成本）
- 24,000瓶/小时四合一洗瓶/灌装/压盖/旋盖机（节约空间，提高效率，减少运行成本和改善产品包装环境）
- 36,000瓶/小时开箱/装箱/封箱系统（节约空间，提高效率，减少运行成本）
- 3.6万瓶/小时全自动机器人码垛系统（节约空间，提高生产效率，减少运行成本）
- 整线输送和整线控制解决方案（配套CIP系统）

本方案为目前国内包装生产线供应商在全球调味品液体包装中唯一一条最高速整线交钥匙工程（24000BPH）。本方案适合需要高速生产线、整线交钥匙工程的高端客户参考！

Approaching the gate of Heshan City Donggu Flavoring & Food Co., Ltd., a big sauce bottle stands on the platform carved with "Taste for the World", and the slogan of the enterprise "creating centennial brand and establishing Donggu image". Currently, Donggu sauce is producing fermented sauce, Gulao noodles sauce, South China preserved bean curd, sauce products, edible vinegar, oyster oil and flavoring, altogether 7 series and nearly 60 kinds of products.

It is the second cooperation between Donggu and Tech-Long. After successfully purchasing the 10000 BPH sauce filling machine in middle 2009, in order to meet the demands of fast development, improve the production capacity, drop the cost and establish the image of quality foods producer and supplier, Donggu senior staffs and technical staffs visited several sample projects of Tech-Long, through repeated deep technical discussion, the plan of the entire line was optimized for several times, and the entire line plan provided by Tech-Long is shown as below:

- 60,000 BPH fully automatic depalletizer (save working cost)
- 24,000 BPH 4-in-1 washing /filling /pressing /capping machine (save space, improve efficiency, reduce working cost and improve product packing environment)
- 36,000 BPH unpacking /casing /sealing system (save space, improve efficiency, reduce working cost)
- 36,000 BPH fully automatic robot palletizer system (save space, improve production efficiency, reduce working cost)
- Entire line conveying and entire line control solution (match CIP system)

Currently, this plan is the only max speed entire line turn-key project (24000BPH) for domestic packing product line supplier in the global flavoring fluid packing, and is suitable for high speed product line, and is for the reference for the high grade customer who requires entire line turn-key project!

伴随着中国饮料行业的高速发展，达意隆走过了十年不平凡的历程。十年来，达意隆专注中高端饮料包装机械研发，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。

达意隆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。

在持续发展中，新项目产品对提升达意隆企业竞争力，提升达意隆核心技术创新和拥有尤

为重要。目前新产品已深入家用日化产品，油脂产品，调味品等市场领域，并已有多家家用日化企业希望与达意隆在设备供应方面建立长期合作关系，和国内多家知名调味品企业（包括：海天味业、厨邦酱油、东古酱油和欣和酱油）建立长远合作关系。

达意隆已经掌握调味品，特别是酱油和醋的灌装生产线的核心技术，并能根据产品特性，选择有针对性的生产工艺，提高了生产效率，降低了生产成本。同时，无论是玻璃瓶还是PET瓶的调味品，达意隆都是国内唯一一家能提供整线交钥匙工程的企业，这对国内知名企业实现产业升级，生产装备更新换代提供了强大的支持。

As the fast development of Chinese beverage industry, for 10 years, Tech-Long has been focused on the R&D, production and sales of middle and high grade beverage packaging machinery, and achieved leap development with the opportunity of fast development of Chinese beverage industry. Currently, in terms of R&D ability, technical level, production size and product quality, Tech-Long ranks leading in the domestic industry, and the performance, quality and technology of main products have reached world leading level, and the market share keeps first at home.

Through establishing complete operation system and developing the financing platform, Tech-Long has achieved the allocation of capital and resources with effective combination of use and industrial operation for achieving sustainable development.

In sustainable development, the new project and products are very important for improving the competitive force and core technical innovation for Tech-Long. Currently, the new products have been widely applied in the household daily-chemical products, oil products and flavoring fields, and several household daily-chemical producers have expressed desire to establish long term cooperation with Tech-Long, and domestic several famous flavoring enterprises (including: Haitian Foods, Chubang sauce, Donggu sauce and Shinho sauce) have established long term cooperation with Tech-Long.

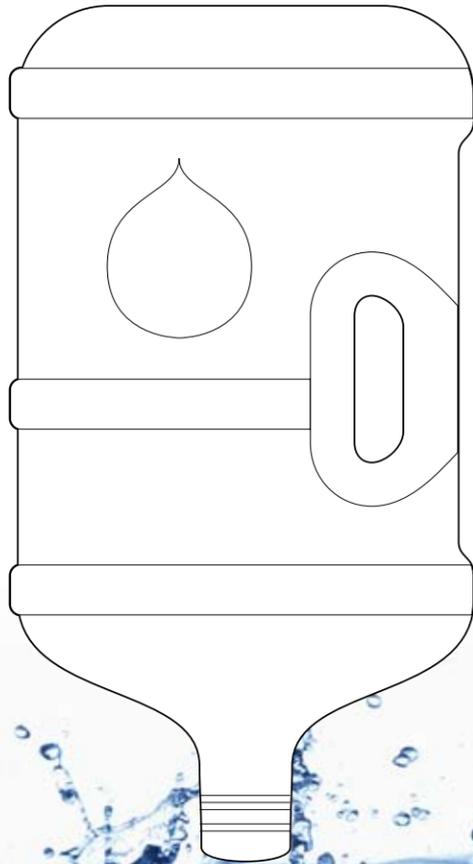
Tech-Long has possessed the core technology for flavoring, particularly sauce and vinegar filling product line, and is capable of selecting production technique according to the product features for improving production efficiency and dropping production cost. Additionally, for both glass bottle and PET bottle flavoring, Tech-Long is the only enterprise at home who provides entire line turn-key project, which provides powerful support for the domestic enterprises to achieve industry upgrading and equipments updating.

■ Text and Pictures by : Tech-long Li Yancan

达意隆闪耀中东和东非市场

Tech-Long's Success in the Middle East and East Africa

■ Text and Pictures by : Tech-long Jinesh Jain



达意隆在中东和东非市场赢得了极好的声誉。自2003年，达意隆以五加仑洗灌封三合一机首次进入该市场。小至120BPH，大至3000BPH的五加仑机器已经在65家工厂成功运转。上述设备所取得的巨大成功使客户在机器使用方面对达意隆的信心倍增。从那时起，公司在这个领域里每年都上一个新的台阶。在这一市场中，达意隆一面稳固五加仑水线的销售，一面加强其它整线用户的开发，仅在2008和2009年就成功安装实施了7项PET灌装水生产线交钥匙工程。

在中东和东非市场,达意隆的成功离不开合作伙伴Sure Technologies FZC (以下简称SURE)的通力协作与大力支持,凭借达意隆卓越的产品性能和SURE公司的安装技术支持、备件与售后服务团队,多条整线的高效率安装赢得了用户的高度满意。因此,这些客户不断循环地订购新订单。

Tech-Long has achieved good reputation in the Middle East and East Africa. Starting in 2003 with 5 Gallon Rinsing-Filling-Capping machines, Tech-Long has installed over 65 operational plants in the region for 5 Gallon RFC ranging from 120 BPH to 3000 BPH. After the huge success of these machines, Tech-Long has built confidence. Since then new milestones have been reached every year in this region. In 2008 and 2009 alone, Tech-Long has successfully installed 7 turnkey PET water lines.

This would not have been possible without the support from Sure Technologies FZC (hereafter referred to as SURE). With Tech-Long's excellent product performance and SURE's technical and backup team for installation, spare parts and after sales service; many lines have been installed with high efficiency achieving complete client's satisfaction. This is also clearly visible through the constant repeat orders from these customers.

部分客户及其成功实例说明如下:

Listed herewith a few customers and their success stories:



沙特阿拉伯Fayha Al Qassim水厂

Fayha Al Qassim Water Factory, Saudi Arabia



签署吹灌旋CPXX14和96腔注塑设备联合生产线合同
 从左至右: Jinesh Jain先生, 孔祥捷总监、张颂明董事长、Suleiman Al Hawas博士、总工程师Fathel Rahman
 Contact signing of Combiline CPXX14 and Injection machine of 96 cavity.
 Left to Right: Mr. Jinesh Jain, Mr. Benkong, Mr. Zhang Song Ming, Dr. Suleiman Al Hawas, Eng. Fathel Rahman



Fayha产品介绍
 Product Profile of Fayha



利雅得工厂生产与灌装间
 Production and Filling Room in Riyadh Plant

Fayha Al Qassim (以下简称Fayha) 系沙特阿拉伯最大的商行之一Al Rajhi集团的下属子公司, 是沙特阿拉伯发展速度最快的水饮料公司之一。Fayha在包括利雅得、卡西姆、艾卜哈等城市在内的全国各地设有6家工厂。Fayha集团的成功源于Yahya Rajhi先生(集团总裁)、Hawas Sulieyman博士(总经理)和工程师Fathi Rehman(技术总监)的卓越管理和领导。

达意隆、Fayha和SURE在2005年沙特阿拉伯印刷与包装展(Saudi Print Pack 2005)首次相识, 经过长期对话与协商, Fayha最终从达意隆购进第一批五加仑1200 BPH灌装线。此次合作之后, 达意隆持续不断地接到新订单。

2009年4月Fayha通过SURE与River Xu先生签订的96腔“UNIQUE”瓶坯注塑机大型订单充分证明了Fayha对达意隆高级管理团队的信心与信任。

2010年, Fayha还将继续与达意隆和SURE合作。包括中东地区首个3000 BPH五加仑大容量灌装机整线, 2台机器人码垛机(实现Riyadh现有4条整线的自动化)。Fayha怀着持续稳步增长的美好信念, 将来定会购置更多达意隆的设备, 以不可预期的速度, 发展成为沙特阿拉伯家喻户晓的桶装水品牌。

Fayha Al Qassim (hereafter referred to as Fayha) is one of the fastest growing water companies in Saudi Arabia. Fayha is a subsidiary company of one of the largest business houses in Saudi, Al Rajhi Group. Fayha has 6 plants located in different parts of the country including Riyadh, Qassim, Abha, etc. The success of the Fayha group starts from its excellent management team lead by Mr. Yahya Rajhi (Group Director), Dr. Hawas Sulieyman (General Manager) and Eng. Fathi Rehman (Technical Director).

Tech-Long, Fayha and Sure, First met in Saudi Print Pack 2005. After long talks and discussions, Fayha finally bought its first 5 Gallon line from Tech-Long at 1200 BPH. After this, Tech-Long kept getting repeated orders.

Fayha's confidence and trust in Tech-Long's senior management, Mr. Zhang Song Ming and Mr. Ben Kong was clearly evident when last year in April 2009 Fayha placed one yet another big order for a 96 cavity "UNIQUE" Preform Injection machine with Mr. River Xu through SURE.

Fayha also has confirmed with Tech-Long and Sure in 2010 for yet another few more projects. They have confirmed the first ever 3000 BPH line in the Middle-East with volumetric filler for 5 gallon. Fayha has also confirmed 2 Robotic Palletizer for automating their existing 4 lines in Riyadh plant. Hopefully, Fayha with its continued stride to grow will buy more machines and will grow faster than we expect to soon become a household brand for bottled water in Saudi.



连续生产 Uninterrupted Production

Tania是Dossari家族管理的一家企业, 由Shouimy Al Dossari(总经理)所管理。

2007年10月的广交会上, 达意隆销售团队首次和穆罕默德先生及Shouimy先生会面, 此时, Tania正在寻找PET灌装线设备供应商。经过多次跟进和技术论证, 达意隆最终从众多供应商中脱颖而出, 成为Tania的指定供应商。Tania与达意隆签订了14000 BPH PET灌装线项目整线交钥匙合同, 正式开启全面合作。

达意隆、Sure与Tanina合作, 对生产线细节进行讨论, 其中包括工厂布置图、瓶型设计、纸箱设计和标签设计等, 确保项目能够取得成功。2009年7月, 达意隆和SURE实现了Tania海耶工厂330ml、600ml、1500ml三种瓶型PET全套整线的成功安装。

因为产品市场需求旺盛, 生产线全面投产仅几个月, Tania的所有产品便销售一空。Tania准备再次与达意隆联手, 进行新的PET瓶装水灌装线整体交钥匙工程合作。这充分显示了达意隆设备的精良以及Tania管理团队的强大和专业。目前看来, Tania还会再接再厉, 继续抢占沙特阿拉伯及其邻国的小瓶PET灌装水市场。

达意隆、SURE和Tania不仅建立了专业合作关系, 并且建立了长久的友谊。我们诚挚地祝愿Tania的未来前程似锦!

Started in 2003, as a water factory in Al Kharj; today Tania has become one of the fastest and largest growing

在达意隆成功签订合同
 Successful Signing of contract in Tech-Long.

从左至右: 尹峰先生、Jinesh Jain先生、Shouimy Al Dossari先生、孔祥捷先生、Mohammed Al Dossari先生

Left to Right: Mr. Paul Yin, Mr. Jinesh Jain, Mr. Shouimy Al Dossari, Mr. Ben Kong, Mr. Mohammed Al Dossari



沙特阿拉伯塔尼娅(Tania)水厂

Tania Water Factory, Saudi Arabia

2003年建立之初, Tania在海耶市建成投产。如今, 它已成为沙特阿拉伯利雅得五加仑桶装水行业发展最快、规模最大的公司之一。

company in the 5 Gallon industry in Riyadh, Saudi Arabia. Tania is a family owned business managed by the Dossari Family under the patronage of management of Eng. Shouimy Al Dossari (General Manager)

In Canton fair October 2007, was the first time Tech-Long and SURE sales team Mr. Ben, Mr. Paul, and Mr. Jinesh; met with Mr. Mohammed and Mr. Shouimy, during which Tania was in a process to finalize a supplier for their soon to be installed PET Line. After several follow ups and many technical discussions Tania finally chose Tech-Long amongst many potential suppliers in their list. Tania signed the contract agreement with SURE for supply of full turnkey PET line for speed of 14,000 BPH with Tech-Long machines.

Tech-Long, Sure worked with Tania on small details for this line, including layouts, bottle design, carton design, label design, etc. to make sure that this project took off as a success. Last year in July 2009 Tech-Long and Sure successfully installed the complete line for PET with 3 bottle sizes 330ml, 600ml, 1500ml at their Al Kharj Plant.

It has not even been a few months into full operation and Tania is fully sold out of its production due to a very strong market demand for its products. Tania and Tech-Long are once again on the table in the process of finalizing yet another complete PET turnkey water line. This clearly indicated the strong and professional management team at Tania and also the equipment success of Tech-Long. The way things are going it seems Tania might be unstoppable in its endeavor to conquer also the small bottle PET market in Saudi Arabia and neighboring countries.

Tech-Long, Tania and Sure, not only share a professional relationship, but have come around building a very strong personal bonding, which will be stay for a very long time. We do wish Tania the very best for the coming future!

PRAN GROUP

孟加拉国支柱产业的新星

Pran Group-The shining star in the pillar industry of Bangladesh

忠诚的合作伙伴，5年的携手共进，
达意隆与PRAN GROUP共同创造了两个领域中的神话
*The faithful partner, 5 years of common development,
Tech-Long and Pran Group created the fable in two fields*



达意隆董事长张颂明先生与PRAN GROUP-AMCL厂负责人MR. KADER合影
Photo of Tech-Long Chairman Mr. Zhang Songming and Pran Group -AMCL Factory chief MR.KADER



达意隆与PRAN GROUP厂双方负责人及工作人员合影
Photo of Chief and Work Staffs of Tech-Long and Pran Group

目前，农业已成为孟加拉国的支柱产业，而且未来将成为新兴领域之一。PRAN GROUP等本地公司因投资食品加工和拥有销售能力而有所获利。如今PRAN GROUP不仅是孟加拉国最大的快速消费品公司之一，而且还把加工产品出口到七十多个国家。

在2008年，孟加拉国的果汁销售额为9亿Taka（孟加拉国货币单位：Taka，约合1330万美元），而PRAN GROUP在果汁市场中占市场份额的44%。

Currently, agriculture has become the pillar industry of Bangladesh, and will develop into one of the rising fields in the future. Local enterprises such as Pran Group benefit from foods processing with sales ability. Currently, Pran Group is not the biggest fast consumables companies in Bangladesh only but also exports products to more than 70 countries.

In 2008, the sales volume of Bangladesh fruit juice reached 900 million Taka (Bangladesh Currency: Taka, about USD13.30 million), and the market share of Pran Group in the fruit juice market reached 44%.

2009年3月至6月，达意隆成功的为PRAN GROUP安装调试了28000BPH含汽生产线以及24000BPH热灌装整线，使客户在夏季销售高峰期前及时投入生产。

达意隆2台RJM-14同时供应了4条生产线，令客户对达意隆的设备信心倍增。

同年客户增大产品销售份额，扩大生产量，于9月向达意隆再次购买2条28000BPH含汽整线，1条24000BPH热灌装线，3台吹瓶机。

随后几个月，达意隆工程师对PRAN GROUP几个分厂进行考察，对陈旧设备进行了技术研究和分析，客户及时采纳了建议并积极的进行了更换和订购。

PRAN GROUP是达意隆忠实的伙伴，同时也给予达意隆无限的支持。从新设备技术更新到先进的饮料调配方案，PRAN GROUP一步一步伴随着达意隆成长。PRAN GROUP公司总裁Mr. Ahsan曾多次来访达意隆进行技术交流，吸取国内乃至全球的先进生产工艺流程。目前，PRAN GROUP的产品远销国内外，在孟加拉就有7个工厂，并在中东等国家设立销售公司。根据产品在市场上的热销，PRAN GROUP将计划在非洲与印度开设分厂，届时达意隆将作为唯一饮料灌装供应商与PRAN GROUP再次携手。

During March to June, 2009, Tech-Long successfully installed and tested the 28000BPH carbonated drink product line and 24000BPH hot filling line for Pran Group, which timely put into production before the sales peak in summer.

Tech-Long two RJM-14 serves for 4 product lines

simultaneously, which has powerfully improved the confidence of customer to Tech-Long equipments.

In the same year, the customer increased the sales volume of products sales and expanded the production capacity, and purchased two 28000BPH carbonated drink lines, one 24000BPH hot filling line and 3 bottle blow moulding machines from Tech-Long in September.

In the following several months, Tech-Long engineers investigated several branches of Pran Group with technical research and analysis on the old equipments, and the customer timely applied the suggestions and actively replaced the equipments.

Pran Group is the faithful partner of Tech-Long and has also provided infinite support to Tech-Long. From the new equipment technical upgrading to advanced beverage mixing plan, Pran Group develops with Tech-Long step by step. The president of Pran Group Mr. Ahsan visited Tech-Long for technical communication for absorbing the domestic and world advanced production technique for several times. Currently, Pran Group products are sold well both at home and abroad, and the Pran Group has established 7 factories in Bangladesh with sales companies in Middle East. According to the hot sale of products, Pran Group is planning to establish branches in Africa and India, at that time, Tech-Long will cooperate with Pran Group for the second time as the only beverage filling line supplier.

Text and Pictures by : Tech-long Max.Liu

达意隆与宏全集团的首度合作

First cooperation between Tech-Long and Honchuan Group

宏全国际集团成立于公元1968年，总部位于台湾台中市，是台湾上市的绩优公司。经过几十年的发展，宏全集团现已在台湾、中国大陆及东南亚等地区建立了一系列的工厂。

宏全国际集团在大陆建厂始于1993年，初期建成的苏州宏全厂，专业生产铝盖、塑盖及标签等产品，供国际可口可乐及国际百事可乐等公司使用。随着大陆饮料市场的迅猛发展，2003年2月起，宏全集团陆续在大陆各地设立饮料代工厂，以扩大对客户的服务范围。目前已设立苏州宏星厂、湖南长沙厂、山东济南厂、山西太原厂、上海瓶胚厂、东莞瓶胚厂、吉林长春厂、天津厂、河南郑州厂、广东清新厂和宁波电子厂，实现从产制瓶盖、标签、瓶胚和PET瓶，直至为客户提供饮料灌装代工的整体配套服务。

宏全集团对达意隆公司经过多年的关注及认证，2009年11月宏全与达意隆公司签订一套24000瓶/小时500ml矿物质水吹灌旋生产整线设备，此设备是代表目前业界最先进的技术，整线设备放在可口可乐的西安工厂，给可口可乐提供轻量瓶的瓶装水，项目进展非常的顺利，可口可乐新产品将在4月份上市销售，为宏全集团与达意隆公司长期全面合作奠定了良好的基础。

Honchuan International Group was established in 1968 with the headquarter locating in Taichung of Taiwan Province and is the merit-based company in Taiwan Stock Exchange. After constant development, Honchuan Group has established a series of factories in Taiwan, mainland and Southeast Asia.

Honchuan International Group mainland was established in 1993 in Suzhou which specialized in producing aluminum cap, plastic cap and label for Coca-Cola and Pepsi Cola. As the fast development of mainland beverage market, since February, 2003, Honchuan Group has established the beverage OEM factories in mainland

for expanding the service scope for customers. Currently, it has established Suzhou Hongxing Factory, Hunan Changsha Factory, Shandong Jinan Factory, Shanxi Taiyuan Factory, Shanghai Bottle Body Factory, Dongguan Bottle Body Factory, Jilin Changchun Factory, Tianjin Factory, Henan Zhengzhou Factory, Guangdong Qingxin Factory and Ningbo Electronics Factory, and has achieved the general services from producing bottle cap, label, bottle body and PET bottle to providing beverage filling OEM service for customers.

After constant attention and recognition to Tech-Long, in November, 2009 Honchuan signed the contract on purchasing one set of 24000 bottles/hour 500ml mineral water blowing, filling and capping product line, the equipment shows the most advanced technology in the industry, and the entire line was installed in Coca-Cola Xi'an Factory for providing bottled water with light weight bottle for Coca-Cola, the project was smoothly promoted, and the Coca-Cola new products will launch into the market in April, which has set an excellent foundation for the long term and overall cooperation between Honchuan Group and Tech-Long.



Text and Pictures by : Tech-long Hong Feng



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用变革响应客户需求， 达意隆营销实现华丽转身

Response customer's demands with revolution, Tech-Long optimizes in marketing

达意隆用十年践行“为您而转”，用十年书写传奇，值十周岁之时，达意隆升级企业营销战略，完善客户服务体系，悄然实施营销组织战略变革，全面整合企业营销资源。

2009年底，公司为彻底革新达意隆配件、工程安装及售后服务，优化营销价值链，提升客户满意度，整合企业内部资源与工作流程，毅然成立以配件服务为关注焦点的配件服务部、以工程安装与售后服务为关注焦点的项目服务部，打造一流服务营销全价值体系，另外，公司为进一步完善服务响应与在线沟通系统，调整并增加了多条服务热线，实现通畅、全面、及时的沟通，同时筹建备件仓储系统，理顺与重整物流响应流程。

达意隆变革，从企业营销角度来看，是一次重大战略升级，它将服务上升到企业品牌战略的角度，将从销售服务上升到关注营销全价值链的角度，从客户角度来讲，是实现客户价值提升又一重大举措，它最大程度地优化项目安装服务与设备投入运营周期、备件配置与维护计划，持续提高生产效率，有效降低客户设备运营和维护成本，全面优化与延长设备生命周期，实现投资效益最大化，它是“为您而转”企业诉求落地的必然轨迹。

历经十年发展，达意隆不断优化营销布局，力求国际与国内市场均衡发展，市场推进有的放矢，目前营销网络与工程服务足迹已经遍布全世界62个国家与地区，同时营销服务也面临国际化、需求个性化等各种挑战，但达意隆营销始终紧盯客户需求，积极寻求组织变革，屡屡实现华丽转身。

Tech-Long has performed “Runs for You” and composed the legend with 10 years, at the 10th anniversary, Tech-Long has upgraded the enterprise marketing strategy, improved the customer service system, and fulfilled the market organization strategy revolution for completely integrating the marketing resources.

At the end of 2009, in order to completely upgrade the accessories, engineering installation and after sale service, optimize marketing value chain, improve the customer satisfaction, integrate the enterprise resources and work procedures, Tech-Long established the Accessories Service Department focusing on accessories service, and Project Service Department focusing on engineering installation and after sale service for developing top service marketing full value system, in addition, in order to improve the service response and online communicating system, Tech-Long has adjusted and increased several service hotlines for achieving smoothly, complete and instant communication, and is planning to constructing the spare parts warehouse system for sorting and reconstructing the logistic response procedures.

Viewing from the enterprise marketing angle, revolution of Tech-Long is the important strategy upgrading and improves service to the height of brand strategy, and improves sales service to the height of marketing full value chain, for customers, it is another important measure for improving customer's value since it powerfully optimizes the project installation service, equipment operation cycle, spare parts preparation and maintenance plan, and can constantly improve the production efficiency, effectively drop the equipment operation and maintenance cost for customers, completely optimize and prolong the service life of equipments and maximize the investment benefit. It is the necessary track for the implementation of “Runs for You”.

After 10 years of development, Tech-Long has constantly optimized the marketing layout for achieving balanced development in domestic and foreign market. Currently, the marketing network and engineering service have covered 62 countries and regions, and the marketing service is also facing the challenges of internationalization and personalized demands, but Tech-Long marketing is based on customer's demands, and is actively seeking for organization revolution.

■ Text by : Tech-long Zhou Hua



营销总部总监张崇明先生
Marketing headquarter Director Mr. Zhang Chongming

营销总部一季度业绩激增50% 势如破竹

The sales volume of the marketing headquarter increases by 50%



营销总部自成立以来，在营销总监张崇明的带领下，以市场为导向，以满足客户需求为目标，以整合资源为手段，分析市场、进入市场和占领市场，在2010年第一季度取得可喜的成绩，销售额已突破2个亿，较去年同期增长了50个百分点。

销售冠军吴海舟女士今年继续打头阵，成功签得达利集团12台热灌装吹瓶机，至今，达利集团在我司设备采购额已达4.3亿之多，与达意隆建立了良好的战略合作伙伴关系。南中国区作为我部销售潜力最大的区域之一，第一季度不负众望，完成全年预期销售任务的40%。东中国区继续牵手统一、农夫山泉等国内知名企业，销售业绩节节攀升。同时，啤酒部也创历史新高。一季度取得成功的背后，是营销领导层对市场变化的敏锐捕捉，适时调整营销策略，以及整个营销团队为实现目标所作出的共同努力。

配件服务部作为新设不久的部门，在第一季度创造了近800万的优秀业绩，归根结底，这有赖于营销总监为配件服务部度身定制的一系列销售方案，同时充分挖掘营销总部的资源优势，带动配件销售，并全力为配件销售工作的顺利广泛地开展扫除一切障碍，为其创造良好的外部环境。配件服务部的一大优势就是备件仓储系统，开设独立的备件仓，大大增加现货量，有效缩短了交货周期，提高了客户满意度，减少了繁冗的中间环节，直接面向客户，在一定程度上拉近了与客户的距离。此外，预付计划也是配件销售取得成功的另一法宝，在付款机制中，财务部给予了配件部重大支持，及时快捷地付款将与供应商的关系提升到一个新的高度，充分赢取他们的信任和配合。上令供应商满意，下令客户群满意的“双渠道满意”真正实现了达意隆“为您而转”的核心价值观，同时也铸就了配件部可喜的成绩。

在第一季度破竹之势的基础上，我们共同期待营销总部凭借自身的战略优势以及公司其它各部门的支持，在下一季度乃至全年的销售业绩上，创造的一个又一个的辉煌。

Since the establishment, under the leadership of marketing supervisor Mr. Zhang Chongming, guiding by the principle of meeting customer's demands, the marketing headquarter is analyzing the market, launching into the market and occupying the market through integrating resources, and has obtained outstanding achievements in the first quarter of 2010 with the sales volume exceeding RMB200 million with an increase of 50% compared with same period of the last year.

The sales champion Ms. Wu Haizhou also keeps leading and signed the contract of 12 hot filling bottle blow moulding machines with Dali Group, and the purchasing volume of Dali Group to Tech-Long has reached to RMB430 million, and Dali Group has established excellent and strategic partnership with Tech-Long. As one of the most potential areas, the sales in South China region reached 40% of the sales target of the entire year. In the East China region, Tech-Long continues to cooperate with President and Nongfu Spring with sales volume increasing steadily. Additionally, the Beer Department has also reached new height. Behind the success in the first quarter, it is the fast grasp of the marketing leadership to the market who timely adjusting the marketing strategy and the common efforts of the entire marketing team.

As a newly established department, Accessories Service Department obtained outstanding achievements of nearly RMB8 million in the first quarter, which depends on a series of sales plan customized by the marketing supervisor, completely exert the advantage of the marketing headquarter in resources, promote the sales of accessories, and remove all obstacles for the smooth and wide expansion of accessories sales and create the excellent external environment for it. One of the advantages of Accessories Service Department is the spare parts warehouse system, The independent spare parts warehouse has powerfully increased the stock volume, effectively dropped the delivery period, improved the customer satisfaction and reduced the complicated interim procedures, and can draw the distance near with the customer since it directly faces the customer. Additionally, the prepay plan is also another trump for success, In the payment system, Financial Department provides powerful support to the Accessories Service Department, The timely and fast payment can improve the relation with supplier to a new height, and can win their trust and support, which can really achieve the core value point of Tech-Long in "Runs for You" since it satisfies both the suppliers and customers, and promotes the favorable achievement of the Accessories Service Department.

On the basis of the first quarter, we are expecting that the marketing headquarter can create one and another brilliance in the sales volume of the entire year with own strategic advantages and support of other departments.

Text by : Tech-long Yi Lixin

与南美市场零距离接触

Zero Distance Touch with South American Market

感受巴西圣保罗Fispal Technologia 2010展
Feel Fispal 2010 Sao Paulo Brazil

一年一度的Fispal Technologia展会于2010年6月8-11号在圣保罗盛大开幕。达意隆作为参展商，首次携带RJM6吹瓶机参加了这次南美洲规模最大的食品饮料机械展。

本届为第26届巴西国际食品及饮料工业技术展，涉及饮食、医药、化学、日用品包装和工业化生产线等行业。

展会紧扣三个主题：食品加工、食品包装以及物流领域。本展会是南美洲食品包装工业及食品科技相关业者的参展重点；上届参展商超过2,000家，涵盖巴西国内和国际业者，潜在买主超过70,000名，有巴西本国企业家和3,000名外国访客，展出面积达到45,000平方米。使得这个博览会成为相关产业在南半球的最大盛会。

达意隆首次在南美洲参加包装机械展，由于我们曾经多次与当地的客户和代理有密切联系，并且做了非常充分的准备，所以整个展会的进程非常顺利。达意隆展出的RJM6吹瓶机，速度达到10800瓶/小时。这样的速度在展会上引起了阵阵惊叹和赞赏，闪光灯在我们的设备面前不停闪烁。经常会有热情的桑巴人对我们竖起大拇指。展会上，我们接待了Ambev, Pepsi, Schincariol（巴西第二、全球第十五强啤酒公司），Coca-Cola和当地很多水厂和饮料厂。他们对达意隆这个从中国来的大型饮料设备供应商有着非常浓厚的兴趣和合作意向。有些客户甚至当场就决定访问达意隆。

可是在取得首次展出成功的同时，我们也意识到开拓这个市场所面临的巨大困难。第一，语言差异。巴西是说葡萄牙语的国家，英语普及程度不高。所以如果我们不会说葡语，与当地人的交流会非常困难。展会上，有70%的参观客户不能用英语沟通，只能完全通过翻译来进行交流。

第二，文化的差异。巴西是世界上最大的天主教国家，有1.8亿天主教徒，宗教气氛非常浓厚。当地人非常开朗热情，感情外向爽朗、天生乐观随性、不拘小节。饮食上融合了南欧和美洲的风格，注重口味色调，喜欢用咖喱胡椒等，比较喜欢面包大米，吃猪牛羊肉和奶制品。第三，距离和时差。中国在东半球和北半球，巴西处于西半球和南半球。圣保罗与北京的时差为11个小时。从广州飞到圣保罗，需要从迪拜转机，整个行程的时间大约是35个小时。海运从广州到圣保罗需要35天左右，运费高，清关时间长，手续复杂，进口关税高。

由于以上种种因素，我们意识到了开拓这个全新市场的挑战和机遇。我们达意隆是欢迎挑战和勇于开拓的公司，我们用中国人的诚信和高速发展的科技来告诉热情的桑巴人民，我们愿意为他们的经济发展添砖加瓦。我们不仅有这个实力，更加注重他们的要求，发展当地的工程力量，让他们买的称心，用的放心。

为期四天的展会顺利结束，我们完成了展示“中国制造”实力的这一目的，同时更加艰巨而有意义的任务——巴西乃至南美市场大门正在开启之中。

Fisapl Technologia 2010 was held on June 8-11 in Sao Paulo. As an exhibitor, Tech-long brought an RJM6 blow molder for the first show in South America.

This is the 26th Fispal show, it ranges from food, pharmacy, chemistry, household product and industrial production.

Fispal's 3 themes: Food processing, food packaging and logistics. More than 2000 exhibitors attended and more than 70,000 visitors visited the total area of 45,000

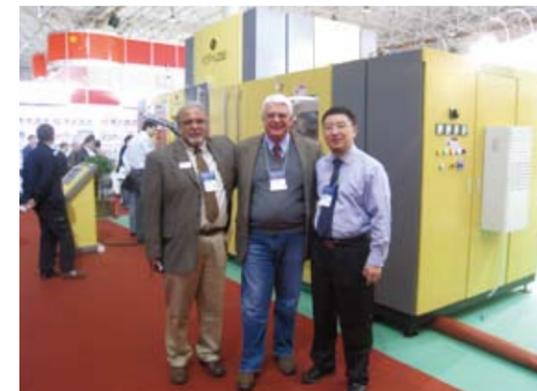


巴西第二大的啤酒公司Schincariol与达意隆项目负责人合影。从左到右：Newton Santana, Anya Zhang, Valdir Scarvacini Junior, Johnson Zhang, Luiz Carlos Nascimento
Schincariol, the 2nd biggest Beer company in Brazil. Left to right: Newton Santana, Anya Zhang, Valdir Scarvacini Junior, Johnson Zhang, Luiz Carlos Nascimento



展会现场合影，从左到右：张胜, Sergio Lopez, Eduardo Hecker, 张娅, 周桦, Inde Soor, Tony, 胡翔

Photon on the Exhibition Site ,Left to Right: Johnson Zhang, Sergio Lopez Eduardo Hecker, Anya Zhang, Zhou Hua, Inde Soor, Tony, Hu Xiang



展会现场合影，从左到右：Inde Soor, Alleston Brewery啤酒公司董事长Mr. Eugeino Zaniratto, 张胜
Photon on the Exhibition Site ,Left to Right: Inde Soor, boss of Alleston Beer Factory, Johnson Zhang



客户对达意隆设备表现出浓厚的兴趣

Clients have expressed intensive interest to Tech-Long equipments

exhibition. This is the biggest food and beverage show in South America.

Tech-Long, the first time to attend the show in South America. Due to full preparations, the show went on very smoothly and successfully. The RJM6 blow molder, speed at 10800bph, has aroused great interests of the visitors. Excited Brazilians thumbs up at us and praised: Chinese are clever. On the show, we received customers from Ambev, Pepsi, Schincariol, Coca-cola and local water and beverage companies. They all expressed their great interests on our machine and cooperation. Some customers have decided to visit Tech-long in the near future.

In the meantime we have achieved great success on the show, we also realized the huge difficulty to explore this market. First, language difference. Brazil is a Portuguese speaking country. English is not a must in the country. If we cannot speak Portuguese, the communication with local customers will be very difficult. Second, culture difference. Brazil is the biggest Catholic country with 180 million Catholics. Local people are warm hearted, open and optimistic. On the food, they like curry and pepper. Third, distance and time difference. 11 hours time difference between Sao Paulo and Beijing. Flying from Guangzhou to Sao Paulo needs to transfer in Dubai, total flights around 35 hours. Sea transportation from Guangzhou to Sao Paulo is around 35 days. Local logistics fee is high, customs clearance time is long with complex process and import duty is high.

We see the difficulties, but Tech-long takes the challenges and we would ensure Brazil with our honor and our advanced technology to contribute to their economy and their interest.

The 4-day show finished, and we know one thing just begin: the South America market is opening its door to us.

Text and Pictures by : Tech-long Anya.Zhang



小荷方露角 生涯已规划

The little lotus flower just blossom, the life was planned

纪2010年第一批应届生培训 Report on 2010 first students training

公司举办“非财务经理的财务税法培训” Tech-Long held “Financial and Tax Law Training for Non-financial Managers”

2010年1月28日，达意隆组织一百多名员工参加了《非财务经理的财务税法培训》，此次培训旨在适应国家财务税法政策变迁，提升涉税事务人员的财务知识与技能，减少财务工作中出现的不合理损失。

本课程由资深财务专家黄德汉教授为我们讲解，他紧密结合达意隆的实际情况，针对非财务人员进行讲解，使所有培训人员受益匪浅。

此次培训是达意隆人力资源部在2010年度开设的第一门大型内训课程，在未来一年里，我们还将针对各部门的业务需求，以多样化的培训手段促进公司价值的提升和个人能力的成长，以顾客导向和创新进取的理念，实现公司与员工的协作共赢，为企业实现“成为国际领先的液体包装机械全面解决方案的综合提供商”的愿景而服务。

On January 28th, 2010, Tech-Long organized more than 100 employees to attend the “Financial and Tax Law Training for Non-financial Managers” for updating the national financial and tax policies, improving the financial

knowledge and skill of tax relative staffs and avoiding unreasonable loss in financial work.

The training was given by the senior financial expert Professor Huang Dehan, and all attendants benefited a lot from the training due to case studies of Tech-Long.

The training was the first internal training course by Tech-Long HR Department in 2010, In the coming year, we also promote to improve the company value and personal ability through diversified trainings according to the demands of the departments, and achieve the win-win between the company and staffs basing on customer orientation and innovative striving, and serve for the vision of “developing into the world leading fluid packaging machinery solution supplier”.

Text and Pictures by : Tech-long Shen Yongle



2010年3月10日，为期三天的应届本科生（第一批）入职培训工作圆满结束。

此次应届生入职培训的目的在于帮助新人理解公司文化，了解公司管理政策，学习和体验一线业务流程，实现应届生从“学校人”到“社会人”乃至“公司人”的转变，为新人将来在公司各岗位上不断成长打下良好的基础。在这三天的时间里，应届生们先后参加了企业文化、军事训练、社交与办公礼仪、公司业务流程、团队意识训练以及企业参观等各项课程。人力资源总部还特意安排人力资源总监为应届生上了职场第一课“新角色下的核心竞争力”。在培训的最后，国际工程服务部总监张胜先生代表公司高层与应届生进行了深入交流。

培训结束后，依据事先制定好的规划，该批应届生大部将进入车间各岗位开始为期三个月的一线实习工作。而在未来的几个月中，人力资源总部将持续跟进，保持与相关部门和应届生的良好沟通，三方协作共同为应届生制定并完善其未来职业生涯规划。

在过去几年时间中，公司已经通过校园招聘的渠道培养了大批的优秀人才，其中的相当部分已经成长为各部门的骨干力量，而在未来，我们也可以期望，他们将能够在公司承担更多的责任。

On March 10th, 2010, the 3-day undergraduates students (first batch) training successfully completed.

The purpose of the undergraduates training is to assist

the new employees to understand the company culture, realize the management policies, learn and experience the business procedures and achieve the transfer from “student” to “social person” and then “company staff”, thus setting the foundation for the constant development of new staffs. In the 3-day training, undergraduate interns attended the training in corporate culture, military training, sociality and office amenity, business flows and team work, and visited the enterprise. The HR Director gave the first class on “Core Competitive Force as a New Role” for the undergraduates intern. At the end of the training, International Project Service Department Director Mr. Zhang Sheng, on behalf the senior management of the Tech-Long, communicated with the undergraduates intern.

After the training, according to the plan, most of the undergraduates intern will work in the workshop for 3 months. In the coming months, HR headquarter, with different departments and undergraduates intern, will composes and improve the career plan for the undergraduates intern.

In the past years, Tech-Long has cultivated a large number of outstanding talents from the campus, and a lot of them have developed into the backbone strength of Tech-Long, in the future, we also expect that they are capable of undertaking more responsibilities.

Text and Pictures by : Tech-long Shen Yongle

服务永不终结 脚步永不停止



Considerate services Constant efforts

时光荏苒，岁月如梭，2009年已在不经意间悄然逝去，既有收获的踏实和欢欣，也有因不足带来的遗憾和愧疚；更是达意隆踏进包装机械这个行业的第十个年头！

回首过去的一年，我做了什么？问问自己，也问问我的家人，儿子说，你就只陪了我半个月；老婆说，你扫了几回地，做了几回饭啊？我在心里默默数了数，一年以来，项目不断：孟加拉pran，合肥黑牛，越南thp，肇庆飘雪，龙岩标志，福建贝奇，济南泉娃，禹城东君，淄博九林，济南百事，杭州今麦郎，算算做过的项目数，比起在家扫地的次数多几倍了。

工程部是在达意隆的最前线，我们的对手是竞争对手公司的技术人员，同一客户的厂房里面往往采用了几个不同品牌的生产线。无硝烟的技术战争就在客户的厂房里面展开。有对比才有进步，有压力才会上进。一年以来，在项目的安装调试中，有拼搏，有奋斗，有成功案例的喜悦，有思念家人的煎熬，有客户严格的要求，有客户高度的赞誉，有调试失败的沮丧，也有拯救工程的成就感。

在过去的一年里，我觉得挺自豪的。还记得那是春节过后的第一个项目，我带领一个技术团队，远赴孟加拉。在短短几个月时间内，凭借着工程师们丰富的经验和优秀的临场处理能力，顺利完成达意隆在孟加拉的一个热灌装生产线项目、一个含汽灌装生产线项目，并为后续5条生产线合同的签订，打下了坚实的基础，也给客户带来了极大的信心。

还有一次在某项目调试过程中，机器发生了故障，如不能及时交接，将会令客户蒙受无法如期投入生产的损失，客户急，我们更

豪情山河壮，
闲庭碎碎花。
吐气馨如兰，
虚怀冠河谷。
吹灌装之巅，
达意隆昂首。
志高路更宽，
为您转不止。
The sentiment is lofty,
Stroll in the courtyard.
Breathe as the orchid fragrance,
From a sense of inadequacy.
The peak of blowing and filling line,
Tech-Long raises the head.
The ambition is grand and road is wider,
Constant runs for you.

急，经与公司协调，方总和朱总及时给予我们技术支持。所有的问题在我们的抢修之后都迎刃而解。此时，客户露出了满意的笑容，并称赞道：good！We'll buy more. Tech-long is good！客户的肯定就是我们的骄傲！我们将以“为客户创造价值”为我们工程部的发展源动力，不断细分客户需求，为客户提供量身定制的整体解决方案，使客户对我们的服务更加满意。

执着追求，孜孜不倦，服务永不终结，脚步永不停止！

Time flies, year 2009 has passed silently, we have harvested pleasure, it was the 10th year for Tech-Long in the packaging machinery industry!

Looking back the last year, what have I done? I ask myself, also ask my families, my son said, you only stayed with me for half a month; my wife said: how many times did you clean and cook? I counted in the heart, for one year, there were a lot of projects: Bangladesh Pran, Hefei Blackcow, Vietnam THP, Zhaoqing PiaoXue, Longyan BiaoZhi, Fujian Beiqi, Jinan Quanwa, Yucheng Dongjun, Zibo Jiulin, Jinan Pepsi, Hangzhou Jinmailang, the number of projects doubled the time of sweeping the floor at home.

Engineering Department works at the forefront of Tech-Long, our opponents are the technicians of the competitors, the workshop of same customer always apply product lines of several brands. The technical war extends in the customer's workshop, there's comparison, there's progress. For 1 year, in project installation and test, there's striving with the pleasure of successful case and suffering of missing families, there's strict requirements and high praise from customer, there's depression of

test failure and also the sense of achievement of rescuing the project.

In the past year, I felt very proud. I still remember that it was the first project after the Spring Festival, I led a technical team to Bangladesh. In the short several months, with the rich experience and outstanding processing ability of the engineers, we smoothly completed the hot filling project line and one carbonated filling product line in Bangladesh, which had set a solid foundation for signing the contract on other 5 product lines, and brought high confidence for the customer.

Once in the test of some project, the machine was fault, if it couldn't handover on time, it would cause loss for customer since it couldn't be put into production on time, customer was anxious, so did we, after contacting the headquarter, manager Fang and manager Zhu timely provided technical support for us. All problems were solved after our treatment, and the customer smiled satisfactorily and praised: good! We'll buy more. Tech-long is good! Customer's confirmation is our proud! We will take "creating value for customer" as the development force of the Engineering Department, constantly classify customer's demands, provide customized overall solution and increase customer's satisfaction to our service.

Tenaciously pursue, considerate service and constant steps!

Text by : Tech-long Yan Wenjun

哈纳调机有感

Realizations on machine testing in Hanna

2009年10月29日，我和生产部的小陈去沙特哈纳水厂调试我公司新研发的机器——九轴全自动纸箱包装机，该机使用的是西门子的伺服控制系统。这在公司是第一次使用该系统。在飞往沙特的途中我心中有些忐忑不安，不知这项工作能否顺利完成。但同时，又有些期待，因为对我来说是一次很好的实践机会。

到达沙特哈纳水厂后，我们就开始了这个项目的调试工作。小陈负责机械部件的安装，我负责电气部分的工作。第三天，机器就位，我们经过仔细检测，在确认没有问题之后，我们开始通电。但是，当合上电闸，机器却没有我预想的那样正常，一个西门子的伺服器总是亮红灯；还有操作屏送电后，启动不了。我连续试了几次，发现屏确实坏了，因为以前也碰到过类似的问题，在海上运输，潮气比较大，经历的时间又比较长（三个月），电器容易受潮损坏。我立即向部门的领导朱总反映了问题，朱总对我们的工作很理解，马上让公司发来新的操作屏。

接下来的几天，我寸步不离地守在机器旁，打电话向西门子技术人员咨询伺服器故障的处理方法，检查伺服器的接线。每天起早贪黑，连吃饭的时间我都争分夺秒。11月5日下午3点15分，那个总是亮红灯的伺服器终于亮起了绿灯！那一刻，我心里异常的激动，几天的努力总算没有白费。通讯正常后，一切就好办了，此时，连日来压在心头的千斤重担终于卸下了！

刚刚纸包机有了点进展，水厂设备部的经理哈马斯来了，他说机器人码垛机要增加一种码垛格式。这台机器的工作还没有完成，又要开始另一台机的任务，于是，我每天只能在纸包机和机器人码垛机之间来回地奔走。这样忙碌了三天，新增的码垛格式终于完成了，我又开始一心一意的调试纸包机了。慢慢的，机器的调试差不多都完成了，只等屏来，就可以开始试生产了。

11月15日下午三点多，屏终于到了。我立刻小心翼翼的将屏安装到框架上去，有了屏后，操作方便很多，很快机器就包出产品了。

11月20日终于正式开始生产。我们一边跟踪生产，一边耐心地教他们如何操作机器。在生产的过程中，有很多个领导都来看机器，看着机器近乎零故障的生产情况，他们都露出了满意的笑容，还有人伸出大拇指，一个劲的“Good! Good!”的叫着，我心里特别的自豪。虽然这一段时间很累，但是我觉得还是值得的，因为机器得到了客户的认可。看着手上，客户写着接受该机并盖着蓝色印章的验收单，我心里激动万分，连日来的付出终于有了收获。

哈纳归来，一个念头在我心里更加的坚定：达意隆的明天，一定会更加的辉煌！

On October 29th, 2009, I and Chen of the Production Department went to Saudi Arabia Hanna Water Factory to test the newly developed machine of our company --- 9-shaft fully automatic carton packing machine, the equipment applies Siemens server control system which is used by our company for the first time. In the way to Saudi Arabia, I felt very upset to the smooth completion of the work. At the same time, I was expecting since it was a perfect practice opportunity for me.

After reaching Hanna Water Factory, we started the test of this project. Chen took charge of installing mechanical parts, I took charge of the electric part. On the third day, the machine took position, after careful test, we supplied power after confirming that there wasn't any problem. However, after supplying power, the machine didn't work normally, one red indicator of Siemens server lighted on; and the operation panel couldn't work after power on. I tried for several times and found that the panel was bad, I met similar problem before, the electric parts may be damaged in dampness since it was transported on the sea for a long period (3 months). I reported to the department chief, and manager Zhu expressed understanding to my work and immediately delivered the operation panel to Hanna Water Factory.

In the coming days, I stayed beside the machine, and enquired the solutions for server fault to Siemens technicians and checked the wires of server. We worked against the time, at 15:15, November 5th, the indicator lighted on in green, at that moment, I was very excited. After the communication has become normal, everything would be well handled, and the burden in my heart was unloaded.

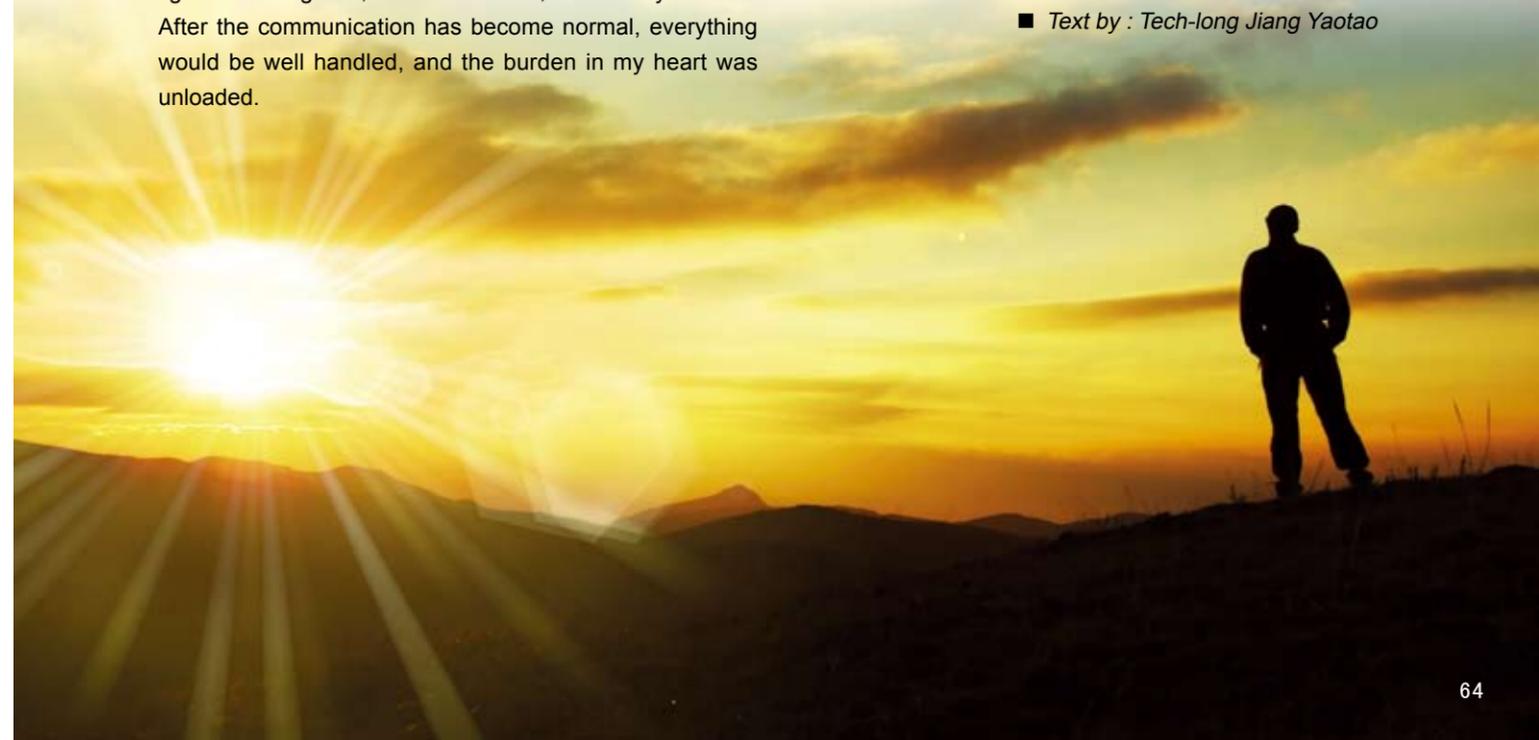
When the paper covering machine was treatment, the manager of Equipment Department of the Water Factory Hamas came here and said that the robot palletizer required one more palletizing format. The work of this machine wasn't completed, we must start the assignment of another machine, therefore, we were busy between the paper covering machine and robot palletizer. After 3 days of busy work, the new palletizing format was completed, I started to test the paper covering machine. Slowly, when the test was nearly completed, and we were waiting the panel for starting test production.

At 15:00 of November 15th, the panel reached. I carefully installed the panel on the frame, with the panel, it was very convenient for operation, and the machine produced products quickly.

On November 20th, the equipments were put into production formally. We tracked the production and taught them how to operate the machine. During the production course, many leaders came to see the machine and smiled satisfactorily when looking the production without fault, one of them raised the thumb and said "Good, Good", I was very proud at that moment. Although it was very tired during this period, I still felt worthy since the machine was recognized by the customer. I was very excited when looking the acceptance report with blue seal.

After returned from Hanna, I had a firm idea: The future of Tech-Long must be very brilliant!

■ Text by : Tech-long Jiang Yaotao



达意隆以技术革新 率先迈入轻量化时代

Tech-Long strides forward the times of light weight with technical innovation

Text by : Tech-long Wang Yannan

随着全球能源短缺问题的日益突出，如何摒弃传统增长模式，通过技术创新、制度创新、产业转型、新能源开发等多种手段，尽可能减少煤炭石油等高碳能源消耗，减少温室气体排放，成为实现经济社会可持续发展的首要工作。

对于液体包装领域特别是PET瓶饮料包装领域，使用更少的PET原料和能源来实现PET瓶饮料的包装已成为当前流行趋势和新的挑战。种种迹象表明，PET瓶轻量化时代已经来临。

作为国内领先的液体包装供应商，达意隆持续进行的新产品新技术的研发引领了行业发展方向，我们敏锐察觉到PET瓶的轻量化趋势，并深刻认识到相关技术革新对于企业自身及下游饮料、食品和日化等相关行业发展的巨大辐射作用。在发展“低碳经济”轻量化时代，义不容辞需要通过自身的技术革新，带动整个行业的技术进步。

As the situation of energy shortage becomes sharp and sharp, it has become the primary duty for achieving the sustainable development of economy and society to discard the traditional increase mode, reduce the energy consumption of coal and petroleum through technical innovation, system innovation, industry transformation and new energy source development.

For the fluid packing field, particularly the PET bottle beverage packaging field, it has become the popular trend and new challenge for PET bottle beverage packing with less PET raw material and energy. It is shown that the times of PET bottle light weight has come.

As the leading fluid packing supplier, Tech-Long leads the industry development direction through constant R&D in new products and new technologies, we have incisively sensed the light weight trend of PET bottle and deeply realized the enormous radiation functions to enterprise itself and relative industries such as downstream beverage, foods and daily-chemicals. In the times of developing "low carbon economy" light weight, it is obligatory for the enterprise to promote the technical progress of the entire industry through technical innovation.



技术与加工 Product Running Status

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(一) 轻量化PET瓶的设计

长期以来，PET瓶凭借良好的可塑性、可回收性、可展示性等优点日益成为液体包装材料的首选。根据预测，从2010—2012年，世界PET需求的平均增幅将近9%，达到近2300万吨。全球每年消耗的PET瓶多达3000亿个，如果它们每个都能减轻重量，无论是在成本的降低上还是在资源节约方面，影响都将是巨大的。

为此，达意隆对瓶型和瓶胚进行了特别的改进，新设计的瓶型为9.8g，而目前市场上普通的550ml PET材料水瓶的重量为16g，550ml轻量化瓶较传统PET瓶节省了6.2g约40%的PET材料。粗略算一笔账：如果每年生产1亿个550ml PET瓶，将节省620吨PET材料。如果PET材料以6000元/吨的价格估算，那么每年仅PET材料就能节省372万人民币。在为厂商节省更多的成本的同时，更为重要的是减少了生产过程中的碳排放。

在550ml 9.8g瓶的研发中，达意隆改变了瓶口和瓶盖的设计，降低了瓶口的高度和直径，适当的减薄了瓶口的局部厚度。新瓶口与原瓶口相比，重量降低了1.3g。同时，为适应新吹瓶、灌装工艺，对瓶身加强筋做了适当的增加和调整。使瓶型既能达到轻量的目的，同时增强了抗顶压及抗挤压性能，满足了吹瓶、灌装和传输等的使用要求。另外，使用了新的瓶底形状设计，改善了瓶底应力分布状态，解决了瓶底受压变形的问题。新瓶底有效的减少了材料的使用量，平均厚度减少了1/3，但充氮气后仍很好的保持了原有的形状和瓶型的垂直度。完全满足了生产和使用的要求。瓶身的平均厚度由0.18mm减薄至0.12mm，瓶底的平均厚度由0.8mm减薄至0.5mm，瓶身及瓶底合计减少了使用材料4.9g。新设计瓶胚增大了瓶型拉伸比率，进一步强化瓶身强度。

(二) 轻量化PET瓶的吹制

轻量瓶的瓶身和瓶底的厚度减少30%以上，吹瓶成形时用气的压力也由30bar降低至20bar，吹瓶气压降低33%，即可以节省约33%的电能。

在满足瓶胚加热性能要求的情况下，尽量多的排列瓶胚，可有效降低成本和节省能耗，目前我公司研制的小模腔吹瓶机的加温链节距为38.1mm，目前是国内外同类产品加温链节距中最小的一种，国际首创。与现有加温链节距50.8mm相比较，间距缩小了1/4，相同产量和加温时间能减少6组加温箱，节约能耗20%。小型化模具具有质量轻，加工、安装方便等优点，整体质量和现有标准模具比较，同样容积的情况下，质量减少了1/2。

(三) 轻量化PET瓶的灌装和旋盖

由于轻量化PET瓶较传统PET瓶壁薄、瓶软，配套的瓶盖也是又轻又薄又软，高度尺寸只有10mm，这对轻量化PET瓶的灌装和旋盖都提出了更高的要求。我们采用的灌装方法是国际领先的充填液氮的方法，此举亦能改善产品手感、加强产品码垛和货架承受力。另外，由于瓶身变轻，我们设计了被动夹式瓶输送系统，通过弹簧将两件夹瓶块拉紧，夹住瓶颈部传送，不接触较软的瓶身，解决了瓶子传送的问题，减少了瓶损率。此外我们对旋盖系统和提盖理盖器也进行了改进，可以针对轻量化PET瓶和瓶盖实现较好的旋盖和盖输送功能。

达意隆除了可提供适用于轻量化PET瓶的吹瓶单机、灌装旋盖单机外，我们还研制适用于轻量化PET瓶吹塑、灌装和旋盖的吹灌旋一体机，该设备吹瓶工序在高温高压的环境下进行，不再经过洗瓶过程，节省了洗瓶机的费用和能耗；该设备在输送成本、仓储成本和运营成本等方面同样可以为用户节省大笔费用。综观国内外，由于具有功能性强、自动化程度高以及较强的节能降耗优势，吹灌旋一体机已经成为了饮料包装行业的发展趋势，该设备切合了国际社会关于大力发展“低碳经济”和“减排”的主题，实现了从产品设计到制造、使用及后期PET瓶回收处理全过程的节能环保。

达意隆研制的适用于轻量化PET瓶的相关设备，特别是吹灌旋一体机，将极大地满足饮料行业各企业对高速高效节能设备的需求，可有效降低饮料行业企业的生产成本和能耗成本，带动饮料行业及相关上下游产品企业向低碳高效率节能方向发展。

(1) Design of light weight PET bottle

For a long period, PET bottle was preferred for packing fluid due to excellent flexibility, recyclability and transparency. According to the forecast, from 2010-2012, the average increase of the PET demands in the world will reach 9% to nearly 23 million tons. The annual consumption on PET bottles exceeded 300 billion, if every bottle can drop the weight, it will present significant influence for cost reducing and resources saving.

Therefore, Tech-Long presented special improvement for the bottle shape and bottle body, the weight of the newly design bottle is 9.8g, however, the common 550ml PET bottle is 16g currently in the market, 550ml light weight bottle is 6.2g lighter compared with traditional PET bottle and saves 40% of PET material. It is calculated: if

100 million 550ml PET bottles are produced each year, it will save 620 tons of PET material. If the price of PET material is RMB6000/ton, then it can save RMB3.72 million each year. When saving more cost for the producers, it is more important that it reduces the carbon emission during production.

In the R&D of 550ml 9.8g bottle, Tech-Long optimized the design of bottle neck and cap, dropped the height and diameter of the bottle, moderately dropped the thickness of the bottle neck. Compared with original bottle, the weight of the new bottle neck drops by 1.3g. Additionally, in order to adapt the new blowing and filling technique, the reinforced bar of the bottle body is increased and adjusted. Therefore, it drops the weight of the bottle and strengthens the top pressure and crumpling resistance, which can meet the requirements of bottle blowing, filling and transporting. Moreover, design new bottle bottom to improve the stress distribution and prevent bottom distortion under pressure. The new bottle bottom can effectively reduce the use of material with the average thickness reducing 1/3, but it can perfectly maintain the original shape and verticality after filling into nitrogen, and can completely meet the requirements of production and use. The average thickness of bottle body drops from 0.18mm to 0.12mm, the average thickness of the bottle bottom drops from 0.8mm to 0.5mm, the bottle body and bottle bottom reduce 4.9g of materials, and the newly designed bottle body increases the elongation rate and strengthened the strength of the bottle body.

(2) Light weight PET bottle blowing

The body and bottom thickness of light weight bottle reduces by over 30%, the air pressure for blowing and shaping also drops from 30bar to 20bar with a reduction by 33%, which means to save 33% of electricity consumption.

When meeting the heating performance of the bottle body, arrange more bottle body to drop cost and energy consumption, currently, the pitch of the heating chain of the small die cavity bottle blow moulding machine developed by Tech-Long is 38.1mm, and is the lowest of similar products at home and abroad, and is original in the world. Compared with the original pitch of heating chain which is 50.8mm, it drops by 1/4, and can reduce 6 sets of heating tanks under same output and heating time, save 20% of energy consumption. The small die cavity features light weight, convenient processing and installation, and the weight reduces by 1/2 compared with current standard mould under same capacity.

(3) Light weight PET bottle filling and capping

Since the light weight PET bottle features thin wall and soft bottle compared with traditional PET bottle, and the bottle cap is also light, thin and soft, and the height is only 10mm, which presents higher requirements on filling and capping the light weight PET bottle. We apply the world leading filling method to filling fluid nitrogen, which can also improve the handle of product and strengthen the bearing ability of product in the palletizer and shelf. Additionally, the bottle body is lighter, we have designed the negative clamp type bottle conveying system to pull two bottle clamp modules with spring, convey by clamping the bottle without touching the soft bottle body, which can solve the problem of conveying bottle, and drop the bottle loss rate. Moreover, we have also optimized the capping system and cap lifting and sorting unit to achieve excellent capping and cap conveying function for light weight PET bottle and bottle cap.

Besides providing bottle blowing machine, filling and capping single machine which are suitable for light weight PET bottle, Tech-Long has also developed the moulding, filling and capping blow-fill-cap 3 in 1 combi line for light weight PET bottle which blows bottle under high temperature and pressure without the procedure of bottle washing, thus saving the cost and energy consumption of bottle washing machine; additionally, the equipment can also save cost for clients in conveying, warehousing and operation. Viewing at home and abroad, it has outstanding functions, high automatization degree and excellent advantages in energy saving and consumption reduction, the blow-fill-cap 3 in 1 combi line has become the development trend of beverage packaging industry and matches the theme of the international society in powerfully developing “low carbon economy” and “reducing emission” and achieves the energy saving and environmental protection during the entire procedure of product design, manufacturing, use and recycling.

Relative equipments for light weight PET bottle developed by Tech-Long, particularly the blow-fill-cap 3 in 1 combi line, can powerfully meet the demands of beverage producers to high speed and high efficiency energy saving equipment, and can effectively drop the production cost and energy consumption of the beverage producers, promote the beverage industry and relative upstream and downstream enterprises to develop towards the direction of low carbon, high efficiency and energy saving.

旋转式食用油称重 定量灌装及压盖一体机

Rotary edible oil weighing quantitative filling and capping combi

Text and Pictures by : Tech-long Fan Di



旋转式食用油称重定量灌装及压盖一体机是我公司灌装事业部在2009年自主研发的一种新型设备，主要适用于各种食用油产品小包装各种容器（6L以下）的灌装与封盖。

现阶段国内食用油灌装设备多为容积式灌装形式，灌装偏差大，卫生状况差，调整不方便。而高端的称重灌装设备只能依靠进口（购买成本及售后服务成本高）。此设备的开发成功，为客户提供了本土高洁净高精度设备选择，同时为公司拓展了新的灌装产品领域。

设备采用梅特勒托利多数字称重模块作为计量工具，计量偏差可以达到正负3克，在灌装精度上达到国际先进水平。

全新设计的分离式双速灌装阀，在满足灌装速度的同时保证高的灌装精度（开始时快速灌装，快达到目标重量时自动切换到慢速灌装）。灌装阀控制（气控）部分与灌注嘴分离型结构，避免了物料的污染隐患，达到了远超于一般灌装方法的卫生标准。对于不同瓶口容器可以快速（无须工具）更换尺寸合适的灌注嘴，以达到最大的灌装速度。灌装阀同时设有中心孔结构，对于一般的食用油的灌装，此中心孔可以用作防滴漏回吸残留物料，对于某些高档油品，此中心孔可以作为灌装后容器内充保护氮气过孔。

封盖采用即取即压结构，取盖头采用真空吸盖结构，取盖平稳无冲击，即可以保护瓶盖，又可以适用某些异形盖型。

灌装装置包括数字称重模块，灌装阀，电磁阀及控制气路，PLC等。

先由PLC与数字称重模块通讯，给模块内部设定目标灌装量和精确灌装量；整个灌装过程：空瓶送到托瓶台上→称重模块先把重量清零（去皮）→模块输出点A输出，通过电磁阀控制灌装阀大开度快速灌装，同时称重模块适时计量→当重量达到精确灌装量时，模块输出点A关闭，输出点B输出，通过另一电磁阀控制灌装阀小开度慢速灌装→当重量达到所设定的目标灌装量时，称重模块两个输出点都关闭，灌装阀关闭，同时阀中心孔打开防止滴漏→称重模块计量实际灌装量并输出（可以检查精度以及现场统计），完成一个灌装过程。

旋转式食用油称重灌装设备的研发填补了公司在旋转式称重灌装系统技术上的盲点，标志着公司现在已经完全掌握几乎所有的液体定量灌装技术：排气管（回流管）定液面定量灌装，容积式定量灌装，流量计定量灌装，液位探针定量灌装以及数字称重式定量灌装，进一步巩固了公司在行业内的技术领先地位。

Rotary edible oil weighing quantitative filling and capping combi is the new equipment independently developed by our Filling Department in 2009, and is mainly applicable for filling and capping edible oil containers (less than 6L).

Currently, the domestic edible oil filling equipments are mostly volume type filling with high deviation, low sanitation and inconvenient adjustment. However, high grade weighing filling equipments are imported (the cost for equipments and after sale service are very high). The successful development of this equipment provides the selection with high clean and high precision equipments for clients, and expands the new filling product fields for

ourselves.

The equipment applies Mettler Toledo digital weighing module as the measuring tool, and the measuring deviation is only $\pm 3g$, which is leading in terms of filling precision.

The newly designed separation type dual-speed filling valve assure high precision with high filling speed (fast filling in early phase, automatically switch to slow filling when reaching the targeted weight). The filling valve control (air control) part and filling nozzle are separated for avoiding pollution, which is much higher than the sanitation standard of common filling method. It allows to quickly (without tool) replace suitable filling nozzle for different containers for achieving max filling speed. The filling valve is designed with center hole which can be used for preventing leakage and absorbing remained materials when filling common edible oil, for some high grade oil products, the center hole can be used as the hole for charging nitrogen after filling.

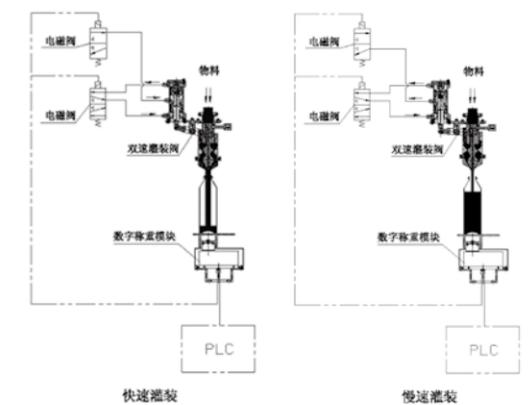
The capping applies instant take-press structure, the capping head applies vacuum cap absorbing structure for assuring stable capping without impact, which can protect the bottle cap and is suitable for some non standard caps.

The filling device composes of digital weighing module, filling valve, solenoid valve, control air path and PLC etc.

The PLC communicates with the digital weighing module, set the targeted filling amount and precise filling amount for the module; the entire filling process is: deliver the empty bottle onto the bottle supporting platform → weighing module resets the weight (reduction of bottle

weight) → module output point A output, control the filling value with solenoid valve for fast filling, weighing module measures on time → when weight reaches precise filling amount, module output point A closes, output B outputs, control the filling valve for slow filling through the other solenoid valve → when weight reaches the set filling amount, two output points of weighing module close, filling valve closes, the center hole of the valve opens for avoiding leakage → weighing module measures the actual filling amount and outputs (precision check and site statistic), complete one filling process.

The rotary edible oil weighing filling equipment fills the blank of our company in rotary weighing filling system technology and symbolizes that Tech-Long has completely mastered the quantitative filling technologies of nearly all fluids: exhaust pipe (counter flow pipe) fixed liquid level quantitative filling, volume type quantitative filling, flow meter quantitative filling, liquid level probe quantitative filling and digital weighing type quantitative filling, which has reinforced the technical leading status of Tech-Long in the industry.





行业动态 Industry Dynamics

72 巴西风情
Brazil attractions



巴西风情 Brazil attractions



伊瓜苏大瀑布：世界三大瀑布之一，此瀑布高80公尺、宽5公里，是世界上最宽的瀑布，位于巴拉圭、巴西、阿根廷三国交界处。

Iguacu Falls: one of the world top three water falls, is 80m high and 5km wide, and is the widest water fall in the world at the cross of Paraguay, Brazil and Argentina.



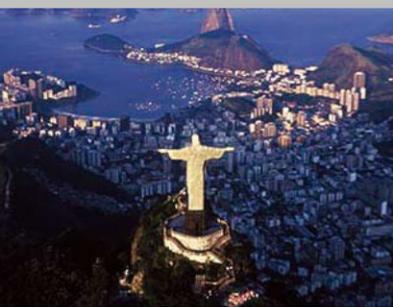
巴西狂欢节被称为世界上最大的狂欢节，有“地球上最伟大的表演”之称。

Brazilian Carnival is praised as the biggest carnival in the world and is entitled as the “Greatest Performance of the Earth”.



圣保罗市中心为17-18世纪开拓巴西内陆的先驱们所建的开拓者纪念群雕，气势壮观，是圣保罗的标志性景观。

The center of Saint Paul is the Sculpture of Exploiters constructed by the forerunners in the 17th-18th century with grand style and is the landmark scenery of Saint Paul.



基督像位于巴西的里约热内卢，是该市的标志，也是世界最著名的纪念雕塑之一。

The Statue of Christ Redeemer is located in Rio de Janeiro of Brazil as the symbol of the city and is also one of the most famous memorial sculptures in the world.

圣保罗天主教大教堂是南美洲最大教堂，已有四百多年的历史。

Saint Paul Cathedral is the biggest church in South America with a history of more than 400 years.

桑巴源于巴西，是巴西的一种民间舞蹈。

Samba is originated in Brazil as the folk dance in Brazil.

品味巴西美食。
Enjoy Brazilian foods.

拉丁美洲最大的国家-巴西

The biggest country in Latin America-Brazil

巴西联邦共和国地处南美洲东南部，是拉丁美洲最大的国家，国土面积851.49万平方公里，人口1.86亿，首都巴西利亚。巴西的官方语言为葡萄牙语，73.8%的巴西人信奉天主教。

巴西自然条件得天独厚。横贯北部的亚马逊河是世界上流域最广、流量最大的河流。素有“地球之肺”之称的亚马逊热带雨林总面积达700万平方公里，其中大部分位于巴西境内。巴西矿产资源丰富，已探明铁矿砂储量250亿吨，铁矿砂储量、产量和出口量均居世界第一位，铀矿、铝矾土和锰矿储量均居世界第三位。

巴西是拉美地区第一大经济体，对周边国家和地区有很强的辐射能力。巴西是关贸总协定的缔约国，是世界第八大经济体，同时也是世界最大的包装投资市场之一。巴西在食品工业方面起着领导作用，成为南美地区联系北美、中美洲、欧洲和亚洲等世界各地区的重要桥梁。据悉，烟草包装和食品饮料包装成为南美地区包装发展的主要推动力。南美地区是我国产品的出口重点地区，我国的包装材料、机械等在国际市场上凭借可靠的质量和低廉的价格取得了较高的知名度和市场份额；但是我国的包装机械出口目前主要集中在中东、欧洲和北美市场，对市场潜力巨大的南美市场还没有充分开发。

巴西是中国在拉美最大的贸易伙伴，中国是巴西的第一大贸易伙伴、第一大出口市场和第二大进口市场。2008年1至10月份，中巴贸易额达425.4亿美元，同比增长81.1%。巴西与中国贸易总额保持高速增长。2010年中国将成为巴西第一大贸易伙伴。

巴西农牧业发达，是世界蔗糖、咖啡、柑橘、玉米、鸡肉、牛肉、烟草、大豆的主要生产国。巴西还拥有较为完整的工业体系，工业产值居拉美之首。钢铁、汽车、造船等行业在世界享有盛誉，核电、通讯、电子、飞机制造等领域的技术水平已跨入世界先进国家行列。

Federative Republic of Brazil is located at the southeast part of South America and is the biggest country in Latin America with the territory area reaching 8.5149 million square kilometers and population reaching 186 million, the capital is Brasilia. The official language of Brazil is Portuguese, 73.8% Brazilian are papist.

Brazil has advantaged natural conditions. Amazon which crosses the north is the river with widest drainage area and highest flow rate in the world. Most of the Amazon tropical rain forest which total area reaches 7 million square kilometers is in Brazil. Brazil also has abundant mineral resources, and the explored iron sand reserves reaches 25 billion tons, and the reserves, output and output of reserves rank first in the world, the reserves of uranium ore, bauxite and manganese rank the third in the world.

Brazil is the biggest economic body in Latin America with intensive radiation to surrounding countries and regions. Brazil is the member of WTO, the eight biggest economic body and biggest packing investment market in the world. Brazil works leading in foods industry, and is the important bridge for South America to contact North America,

Central America, Europe and Asia. It is known that the tobacco packing, food and beverage packaging have become the major force for promoting the development of packing industry in South America. South America is the focus area for Chinese products export, and the Chinese packing materials and machines have earned high awareness and market share in the international market due to reliable quality and low price; however, the export of Chinese packaging machinery is mainly in Middle East, Europe and North America, and the South America market which has high potential is not completely developed currently.

Brazil is the biggest trade partner of China in Latin America, China is the biggest trade partner the first biggest export market and second biggest import market of Brazil. During January to October, 2008, the trade volume of China and Brazil reached USD42.54 billion with an increase of 81.1%, and still keeps fast increase. In 2010, China will become the first trade partner of Brazil.

Brazil has developed agriculture and livestock industry and is the main producer of sugar cane, coffee, orange, corn, chicken, beef, tobacco and bean in the world. Brazil also possesses complete industry system with the value of industrial output ranking first in Latin America, iron and steel, automobile and ship making industries earn high reputation in the world, and the technology in nuclear power, communication, electronics and air plane making have reached the world advanced rank.

巴西经济的火车头-圣保罗

The engine of Brazil economy-Sao Paulo

圣保罗是南美洲第一大城市，南美最大的进出口市场。是巴西人口最多、工业最发达、经济最繁荣的洲，也是全国最重要的贸易和金融中心以及最大的消费市场，有“巴西经济的火车头”之称。全州人口1800万，因地势比较高，夏季多雨凉爽，冬季干燥偏冷，无严寒，是一座气候宜人、林木苍翠、风光秀丽的城市。

圣保罗最早是印第安人的村落。1554年1月25日，葡萄牙殖民者来到这里，发现其地理位置理想，便大兴土木兴建城镇，因这一天恰好是天主教纪念圣徒圣保罗的日子，便将这座城镇命名为圣保罗。据有关报道称，圣保罗是世界上发展速度最快的城市。

圣保罗市商业十分繁荣，商业区主要集中在迪雷塔大街、“十一月十五日”大街、圣本托大街等地，商品繁多，种类齐全，而且价格较低廉，一天到晚人来人往，熙熙攘攘，热闹非凡。

圣保罗也是一座文化城市，市区有巴西美术博物馆、圣保罗美术博物馆、科学博物馆、航空博物馆、印第安民间艺术和手工艺品博物馆等多座不同内容的博物馆，收藏着圣保罗和巴西各个方面的历史足迹和成就。而有2000多个不同种类的数万条毒蛇的巴吞毒蛇研究所位于圣保罗市郊，是圣保罗最特别的观光点。

Saint Paul is the biggest city and biggest import and export market in South America, and is the city with most popularity, developed industry and flourishing economy, as well as the most important trade and financial center and biggest consuming market, and is praised as the “Engine of Brazil Economy”.



The entire city has 18 million citizens with rainy and cool summer and dry winter due to high topography as the city with excellent climate, green forest and beautiful scenery. Saint Paul was the village of Indian in early time. On January 25th, 1554, the Portugal colonizers came here and constructed the towns due to its advantaged geographic location, since it was the day for commemorating Saint Paul in Catholicism, the town was named as Saint Paul. It is reported that Saint Paul is the city with fastest development in the world.

Saint Paul has very flourishing business, and the business area is mainly in the Dileita Street, “November 15th” Street, Sao Bento Street with diversified products and complete varieties as well as low price, and are crowded with flourishing business.

Saint Paul is also a cultural city with Brazil Art Museum, Saint Paul Art Museum, Science Museum, Aviation Museum, Museum of Indian Folk Arts and Crafts, which collects the historical footprints and achievements of Saint Paul and Brazil in different aspects. The Viper Institute is located at the suburb of Saint Paul and is the most unique sight-seeing spot in Saint Paul.

巴西圣保罗安年比展览中心

Brazil Sao Paulo Anhembi Exhibition Centre



安年比展览中心Anhembi Exhibition Centre

安年比展览中心落成于1970年。是拉丁美洲覆盖面积最大以及最长的提供举办各种活动的场所。展馆面积大约为70,000平方米，分为北、南和西三个展厅。西展厅，可供至多3个不同的活动同时举行。

Anhembi Exhibition Centre was established in 1970 and is the center for holding various activities with biggest area and longest history in the Latin America, and the exhibiting area is about 70,000m² and composes north, south and west exhibiting halls. The west exhibiting hall is capable of holding 3 different activities simultaneously.