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We make what our customers need.



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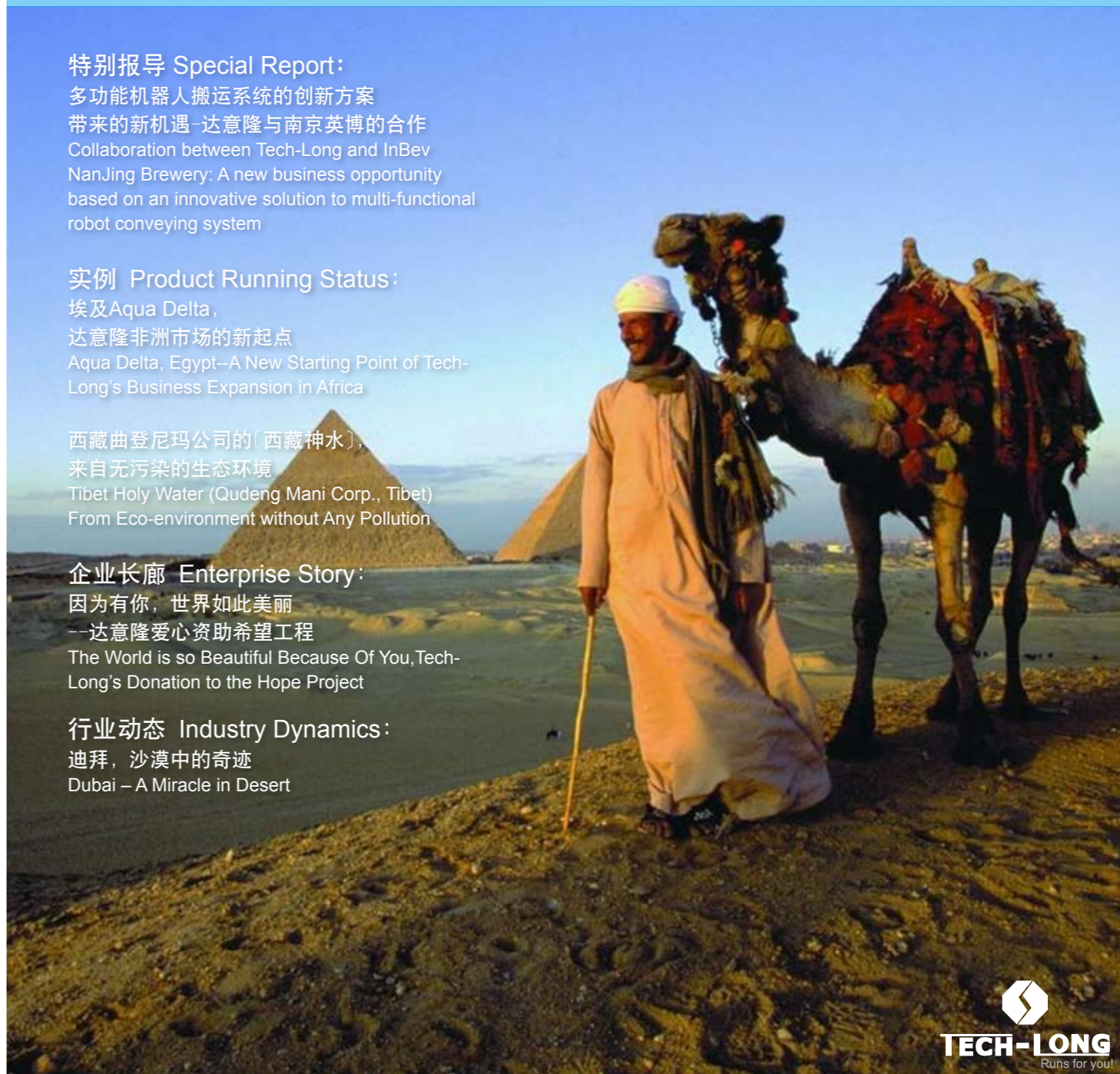
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Runs for you!

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## 啤酒行业，达意隆产值增长的新契机

### Beer Industry, A New Chance for Tech-Long's Growth

八十年代中后期，广东轻工业机械有限公司成功制造出中国第一台20000BPH啤酒灌装线，对当时中国的啤酒设备制造业产生了深远的影响；九十年代中期，南京轻工业有限公司又生产出国内第一台24000BPH啤酒灌装线，这期间还有广东轻工机械机械二厂的快速发展。至此，中国的啤酒设备制造行业竞争格局已经全面展开，国外制造商已无法独霸中国的啤酒设备市场。

In late 1980s, Guangdong Light Industrial Equipments developed a 20000BPH beer bottling line, which was the first of the kind in China and had a profound impact on beer equipment manufacturing in China. In mid-1990s, another first of the kind, a 24000BPH beer bottling line was developed by Nanjing Light Industrial. Similar or related equipments were also developed by The Second Branch of Guangdong Light Industrial Factory during this period. From then on, Chinese beer equipment manufacturers started competing with each other in the market, and took away some shares from foreign manufacturers, who had been monopolizing in the market for a long time.

随着改革开放带来的新机遇，庞大的市场需求量开始突显，达意隆也开始进军啤酒设备

制造业的领域。达意隆从2006年底开始进行36000BPH高速啤酒灌装线的研发，并成立了以谢棋柏为组长的啤酒设备研发小组，销售总部成立了啤酒项目销售组，同时配合公司全面稳步的进军啤酒行业，并预计在2007年底生产出真正意义上的，国产自主研发的36000BPH高速啤酒灌装机整线，届时必将对中国乃至全球的啤酒设备制造业产生深远的影响。

The Reform and Opening brought forth not only chances for Chinese exporters, but also huge needs in domestic market. As a response to the market need for beer equipment, Tech-Long launched a R&D project on 36000BPH high-speed beer bottling line in late 2006, and established a beer equipment R&D team, led by Qi Bai, Xie. The Sales Headquarter established a beer sales team and cooperated with other divisions for the entry of Tech-Long into beer industry. According to our plan, a genuine "Made in China" 36000BPH high-speed beer bottling line will be developed by the end of 2007, and this line will bring significant changes to domestic and global beer equipment manufacturing industry.

随着达意隆逐渐加快的上市步伐，总裁王忠先生表示：“达意隆上市后产值将再上

新的台阶，2010年年产值将有望突破十亿元，而提升总体产值的最大增长点非啤酒灌装整线的成功上市莫属”。

Currently, Tech-Long is working on market-listing. According to Wang Zhong, Director of Tech-Long, "The output value of Tech-Long will increase significantly after market listing, and will exceed RMB 1billion by 2010. Such a goal can only be achieved after successful development of beer bottling line."

#### 包装设备在啤酒行业的应用

达意隆早在2004年就开始进行新型包装设备的研发工作，目前已经拥有一系列的包装设备，包括纸箱裹包机，机器人码垛机，膜包装机等，这些设备目前已在啤酒行业广泛使用，客户包括燕京啤酒、华润啤酒、河北青泉啤酒，南京英博啤酒，北京联合啤酒等。啤酒行业将是达意隆未来发展中一个新挑战，达意隆在啤酒行业的发展也将带动中国的啤酒包装设备迈向一个新的阶段。

Tech-Long conducted R&D activities on new packaging equipments in 2004. Up to now, we have developed Wrap Around Packer, Robot Case Palletizer, Film Packer, and some other packaging equipments. These equipments are widely applied in beer industry. Our customers include Yanjing, Resources Breweries, Qingquan (Hebei), InBev JinLing NanJing Brewery, Union (Beijing) Brewery, among others. To Tech-Long, beer industry is a new challenge to its growth, and the growth of Tech-Long in this industry will eventually promote the development of Chinese beer bottling equipments.

#### 燕京啤酒

#### Yanjing Brewery

达意隆与燕京啤酒于2002年开始合作，几年间，燕京啤酒已陆续向达意隆陆续订购了1200桶/小时旋转式桶装水生产线、50吨/小时的制水设备、2套50吨/小时一级RO反渗透设备、20吨/小时的矿泉水制水设备、11吨/小时二级RO反渗透制水设备、50吨/小时糖化用水制水设备等，达意隆和燕京啤酒互相见证着对方各个领域的成长。

Tech-Long started cooperation with Yanjing Brewery in 2002. Within several years, Yanjing has purchased 1,200-bottle/hour water bottling line, 50-ton/hour water equipment, two sets of 50-ton/hour grade 1 RO reverse osmosis equipment, 20-ton/hour mineral water equipment, 11-ton/hour grade 2 RO reverse osmosis equipment, 50-ton/hour water equipment for saccharification, and some other equipment. With such cooperation, both Tech-Long and Yanjing Brewery have achieved significant growth in their respective industry.

经过多次的合作，燕京啤酒对达意隆的技术实力和服务都有了深入的了解，达意隆设备的稳定运行，使燕京啤酒更加确定了达意隆设备的优良的性价比。

With advanced technology, good service, stable operation, and high cost-performance, Tech-Long equipments have been highly praised by Yanjing Brewery.



!nBev

## 多功能机器人搬运系统的 创新方案带来的新机遇

达意隆与南京英博的首次合作

2007年4月，燕京啤酒首次向达意隆购买了一台90包/分钟双通道膜包机，至此，达意隆与燕京啤酒开始进入深度合作阶段，达意隆设备已经在燕京啤酒的多个工厂广泛使用，达意隆与燕京啤酒的合作为中国优秀啤酒生产企业选购国产设备的进程增添了绚丽的一页。

In April, 2007, Yanjing purchased a 90-pack/min double channel film packer from Tech-Long. This purchase is considered the sign of further and closer cooperation between the two companies. Up to now, many factories of Yanjing have installed Tech-Long equipments. We believe that influenced by the cooperation between Tech-Long and Yanjing, more and more domestic beer brands will consider purchasing domestic equipments.

### 华润啤酒 Resources Breweries

华润雪花啤酒（中国）有限公司（以下简称华润啤酒）成立于1994年，其股东是华润创业有限公司和全球第二大啤酒集团SAB Miller。华润啤酒从一个区域性的单一工厂，发展成为行业中的知名企业，仅用了十年的时间。目前华润啤酒在中国大陆经营48家啤酒厂，占有中国啤酒市场的15%份额，旗下拥有30多个区域品牌，在中国众多的市场中处于区域优势。2006年华润啤酒销量超过500万升，不但突破了雪花啤酒单品销量第一，并且公司总销量一举超越国内其他啤酒企业，成为中国销量最大的啤酒企业。雪花啤酒成为中国成长最快、最具价值的啤酒品牌，其品牌价值达到111.85亿元。

Founded in 1994, China Resources and Snow Breweries Co., Ltd (hereinafter referred to as "Resources Breweries"), which stakeholders include China Resources Enterprise, Limited, and SAB Miller, the second largest brewery group in the world, grew from a regional factory into a famous brewery within just 10 years. Currently, Resources Breweries are running 48 brewhouses in China. It owns more than 30 regional brands, taking about 15% share of beer market, and has advantages in many regional markets. In 2006, the company sold more than 5 million liters of beer, which was the largest in the industry. Snow Beer is the main product of Resources Breweries. Being the most fast-growing and most valuable beer brand, the brand value of Snow Beer has reached RMB11.185 billion.

达意隆一直与华润啤酒保持着良好的关系，经常进行新设备、新技术的交流，达意隆及时把公司最新发展动态介绍给华润啤酒，使华润啤酒对达意隆逐步有了系统全面的了解，随着了解的深入，华润啤酒有了向达意隆购买二次包装设备的意向，2007年5月，华润雪花啤酒（沈阳）有限公司与达意隆签订了50箱/分钟自动纸箱裹包机的订单，自此，达意隆与华润啤酒的合作拉开了序幕。

Tech-Long has kept a good relationship with Resources Breweries through frequent communication on new equipments, new technology, and latest movements. Such communication made Resources Breweries have a good understanding on almost all aspects of Tech-Long, and based on such understanding, Resources Breweries decided to purchase secondary packaging equipments from Tech-Long. In May 2007, Resources Breweries signed a purchase contract with Tech-Long for purchase of 50 case/minute automatic case packer. This is the first cooperation between Tech-Long and Resources Breweries.

*Text and pictures by: Tech-long Aili.Zhang / Guoli.Tang*



### 背景资料: Background

英博啤酒集团系总部设于比利时Leuven之上市公司 (INB-Euronext证券交易所)。英博啤酒集团于2004年8月27日创立，将英特布鲁和美洲饮料公司合并为一体。因为这个合并，公司现保持着健康平衡的商业综合发展和市场增长，接近全球市场份额的14%。英博啤酒集团是全球最大的啤酒酿造商，在2004年销售达到200万吨啤酒和315万吨饮料（包括英博和美洲饮料集团）。

Headquartered in Leuven, Belgium, Inbev Group is a company listed in INB-Euronext. The company was founded on August 27, 2004, as a result of the combination of Interbrew and AmBev. It is due to this combination that InBev has kept balanced and comprehensive growth in these years, and took about 14% share of global market. Currently, InBev is the largest brewer in the world. In 2004, the company sold 20.2 million tons of beer and 3.15 million tons of other beverages (including InBev and AmBev).

从地理来讲，英博在美洲、欧洲和亚洲有主导地位。他在20个主要市场保持着第一和第二的位置。英博集团拥有逾200个品牌，包括时代(StellaArtois)、百瑞马(Brahma)、贝克(Beck's)，等英博的全球旗帜性品牌。公司全球雇用约七万多名员工，业务遍及美洲、欧洲和亚太区30多个国家。2005~2006年度位列世界500强第472位。

InBev is a leading brewer in Americas, Europe, and Asia, and the No.1 or No.2 leader in 20 main markets in the world. It owns more than 200 brands, including Stella Artois, Brahma, Beck's, and other world famous brands. InBev is hiring 70,000 employees in its factories in more than 30 countries in Americas, Europe, and Asia-Pacific region. InBev is No.472 in the 2005-2006 ranking of Fortune Top 500.

今天英博啤酒集团已经成为中国最大的啤酒生产商之一。32个啤酒生产厂的年产能达300万吨，中国五个大省中排名第一。集团业务分布于浙江、福建、广东、湖北、湖南、河北、江西、江苏及山东。英博集团旗下的众多本土啤酒品牌中有双鹿、雪津、金龙泉、KK、红石梁、白沙、金陵、绿兰莎、三泰等。

InBev is the largest brewer in China. The total capability of its 32 brewhouses reaches 3 million tons, the largest among brewers in top 5 provinces in China. InBev is conducting business in Zhejiang, Fujian, Guangdong, Hubei, Hunan, Hebei, Jiangxi, Jiangsu and Shandong. InBev also owns some local brands, including Shuanglu, Xuejin, Jin Long Quan, KK, Hong Shi Liang, Baisha, Jinling, Lu Lan Sha, and Santai etc.



Diebels®

Hasseröder®

Beck's®

Franziskaner®

**南**京英博金陵啤酒有限公司（以下简称南京英博）是世界最大的啤酒集团——比利时英博啤酒（InBev）在中国最早的合资企业，年产量超过了10万吨，产品覆盖了全江苏省。2006年10月，南京英博公司根据市场需求以及提升自身品质的需要，决定增加一条新的40000BPH的灌装生产线和建设5500平方米的新成品仓库。为了提高效率和节约运行费用，工厂决定购置码垛设备。

InBev NanJing Brewery (hereinafter referred to as “InBev Nanjing”) is a joint venture and the first brewery that InBev, the largest brewer in the world, established in China. Its annual output is 100,000 tons of beer, and its products are sold throughout Jiangsu province. In October 2006, InBev Nanjing decided to introduce a new 40000BPH bottling line and construct a 5,500 m<sup>2</sup> new warehouse, which decision was made for meeting market demands and improving product quality. In addition, the company also decided to purchase some palletizing equipments for improving efficiency and reducing operational costs.

在南京英博码垛设备项目论证临近结束阶段，达意隆才得到这一消息，并迅速派出相关人员赶到了南京，向英博金陵啤酒的有关领导介绍了机器人码垛

机的方案。为了能完整地阐述机器人码垛机方案的优势，达意隆总裁王忠先生和包装事业部总经理吴彬先生多次带领工程技术人员到南京，与南京英博啤酒生产总监及生产技术团队进行了深入的交流。双方就项目规模、实施方案进行了非常细致的探讨，达意隆初步赢得了用户的信任。2006年12月初，南京英博方面为了对达意隆的实力进行更深入的了解，也派出了由工程部经理和采购部经理组成的考察小组到达意隆，对生产基地和用户工厂进行了严格的评审和实地考察，考察组对达意隆出色的研发能力、先进的加工检验设备和现代化的管理留下了深刻的印象。经过反复调研论证，南京英博公司果断地放弃了原定的传统码垛机，而选择了达意隆具有革新性意义的设备——多功能机器人搬运系统。南京英博方面认为，在整套设计理念上，尤其是在夹具设计、机器人与系统的结合方面，达意隆拥有先进的开发平台和丰富的机器人工程经验，而这一点正是英博啤酒所需要的。

Tech-Long was not aware of such purchase decisions, not until the final phase of project discussion of InBev Nanjing. However, once informed of such purchase project, Tech-Long responded rapidly and sent relevant staffs to Nanjing, who introduced the Robot Palletizer to the management of InBev

Nanjing. To demonstrate the advantages of robot palletizer in a comprehensive manner, Wang Zhong, Director of Tech-Long, and Wu Bin, General Manager of Packaging Division, together with some engineers, visited InBev Nanjing for many times, and communicated with the Production Supervisor and members of manufacturing technology team of InBev Nanjing. Through detailed discussions on scale of project and solutions for implementation, Tech-Long successfully gained the initial trust of InBev Nanjing. In early December of 2006, It was due to such communication that InBev Nanjing became interested in Tech-Long's suggestion and sent a team, led by its engineering manager and purchasing manager, to the site of Tech-Long. The team investigated the production base and factories of Tech-Long, and was deep impressed by the R&D capability, advanced manufacturing and inspection equipments, and modern management system. Based on the results of this investigation, InBev Nanjing decided to abandon its plan for purchasing traditional palletizers, but to select the more innovative equipment provided by Tech-Long, which was the multi-functional robot conveying system. According to relevant personnel from InBev, the design of the jigs of the robot conveying system, the integration of robot and system, and the advanced product developing platform and experiences of Tech-Long in robot engineering, are just superior, and those are what InBev needs.

2007年1月，经过多轮友好协商，在得到了英博中国总部的批准后，南京英博正式与达意隆签订了3套多功能机器人码垛机及其配套系统的供货合同。达意隆将为南京英博新建成的成品仓库提供仓库集中码

垛系统，系统建成后可以同时为3条40000BPH的啤酒灌装线提供纸箱、塑料周转箱、热收缩薄膜包装等多种包装形式的码垛。

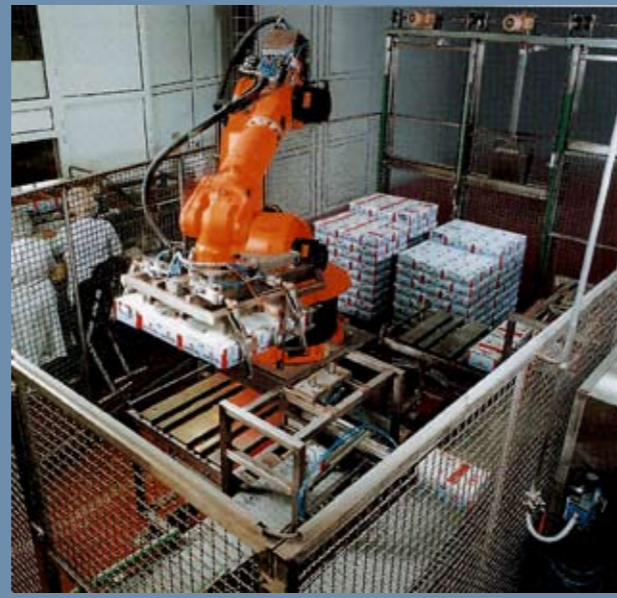
After several rounds of negotiation, and upon approval by the headquarter of InBev China, InBev Nanjing signed a purchase contract, which is related to provision of 3 sets of multi-functional robot palletizers and supporting system, with Tech-Long in January 2007. According to this contract, Tech-Long will provide to InBev Nanjing a central palletizing system, which will be installed in the new warehouse of InBev Nanjing. The system should allow simultaneous palletization of cartons, plastic cases, hot shrinkage packages, and other types of palletization for three 40000BPH beer bottling lines.

### 创新的自动化包装方案 Innovative Automatic Packaging Solution

达意隆提供的高度灵活的特殊定制机器自动化解决方案，几乎可以处理任何尺寸或形状的包装瓶和包装方式，解决方案涵盖对各种瓶子装/卸箱、码/卸垛、托盘处理、层隔板处理、分拣产品等多种应用；既降低了产品成本，又提高了产品的产量；系统不但可以安装在工厂的任何一个地方，并且还可以重新组装做其他的工作。

The highly flexible, customized solution for machine automatization of Tech-Long can be applied to all bottles or packaging styles, no matter what size or shape they may

达意隆机器人码垛机在南京英博  
生产现场稳定运行  
Stable running of Tech-Long robot palletizer in  
the site of InBev Nanjing



have. These solutions cover loading/unloading, palletizing/depalletizing, tray treatment, partition treatment, and picking of all kinds of bottles. They can help reducing costs and improving quality. The system is suitable for installation in any place in the factory. In addition, it can also be dissembled for other purposes.

这套系统将安装在南京英博新建成的成品仓库的一侧，由输送系统将包装好的产品输送到系统接口，系统会按照生产线要求自动进行编组，码垛；而托盘与层隔板的输入也采取了集中输送的方式，由仓库外部直接输入到码垛位，无需叉车进入到成品仓库内部，从而使减少了叉车尾气对仓库的污染，避免了托盘与层隔板的输送叉车与成品输送叉车的相互干扰，物流走向更趋合理；层隔板输送采用了无托盘输送，减少了系统多余动作，提高了机械效率。由于系统负载能力超过450公斤，每次可以抓取整层的产品，使得实际使用效率将高于目前生产线的要求。

The system will be installed at one side of the new warehouse of InBev Nanjing. After packaged products are conveyed to the system interface, the systems will automatically grouping and palletizing products according relevant requirements. A central conveying method is adopted for direct feeding of trays and partitions from the outside of warehouse. This makes it not necessary to use forklift, thus can reduce pollution caused by the emission of forklift, avoid collision or interfere of forklifts for transporting trays, partitions, and finished goods, and allow a more reasonable warehouse logistics. No tray is used for conveying partitions. This means less redundant movements

and higher mechanical efficiency. Since the loading capability of the system is higher than 450kg, it can take the whole layer of products with just one grabbing. This makes the actual efficiency of the system higher than that required by the line.

在项目投标阶段，南京英博对于达意隆的设计方案、研发能力、生产组织、现场安装、工程服务能力、文件准备能力作了详细了解，对达意隆公司销售和技术人员的出色表现尤为满意。最终，经过InBev总部批准，正式将该项目付诸实施。合同签订后得知，InBev总部对该项目非常重视，并期望达意隆做为一支生力军尽快加入到中国啤酒装备行业中来，能够为其在江苏、浙江、福建、湖北、湖南、广东所拥有的接近30间工厂提供更好的装备和技术服务。

During the bidding process, InBev Nanjing carried out a detailed investigation on the capability of Tech-Long on design, R&D, production management, site installation, service, and documentation, and they were satisfied with the performance of Tech-Long sales and engineering staff. In the end, upon approval by InBev Headquarter, the project was launched for implementation. It was after signing the contract that we were informed that the InBev Headquarter attached great importance to this project, and wished success of Tech-Long in brewery equipments industry, so that it Tech-Long can provide better equipments and services to about 30 InBev brewhouses distributed in Jiangsu, Zhejiang, Fujian, Hubei, Hunan, and Guandong.

Text and pictures by: Tech-long Kent.Wang



## 雀巢水首次订购中国高速 定量五加仑灌装线

NESTLE WATER first Order from  
Nestle Water for Chinemade High-speed  
5-gallon Quantitative Bottling Line

为配合雀巢水品牌的全球战略，雀巢将目光从原来的欧美设备供应商投到亚洲地区，寻找质优、价低的优秀供应商。随着2006年9月NESTLE WATER技术总监的第一次到访达意隆，直至双方签订首台高速拔盖/外洗/洗瓶/灌装/旋盖5加仑生产线，NESTLE对达意隆的设计能力、生产组织、加工能力、质量控制、沟通协调能力进行了全面而深入的考核及了解，最终表示满意并达成合作意向。

Following the global strategy of Nestle Group, Nestle Water started seeking for low-cost, but high quality equipment providers in Asia. After the first visit to Tech-Long by the technology director of Nestle Water in September 2006, Nestle Water carried out detailed investigation on the capability of Tech-Long on design, production management, processing, quality control, and communication. Based on the findings of this investigation, Nestle Water signed a contract with Tech-Long for purchase of a high-speed 5-gallon bottling line with decapping, outside washing, inside washing, filling, and capping functions.

虽然五加仑灌装设备可以说是达意隆的老本行，但是雀巢作为全世界水行业的龙头企业，对设备及环境在卫生级(hygienic)方面的要求，对自动化的要求与传统设备完全不同，而这条五加仑桶装水生产线是高速定量灌装，这在设备的设计及品质上就需要具有更高的水准，这条灌装线将应用于雀巢水天津工厂，是NESTLE WATER第一条选用中国设备的五加仑灌装线。

Although Tech-Long has been manufacturing 5-gallon bottling equipment for years and very experienced in this area, we paid special cares in designing the quantitative bottling line ordered by Nestle Water, which is the leading bottled water company in the world and requires extremely high standards on hygiene issues and automatic control that is completely different from those of traditional equipment. This line is the first 5-gallon bottling line that Nestle Water purchased from a Chinese manufacturer, and will be installed in the Tianjin producing site.

本项目的签订，标志着达意隆继与可口可乐公司、百事可乐公司、达能集团成功合作后，与另一国际食品饮料巨头—雀巢公司的全面合作的良好开端。

This project will be the start of further cooperation between Tech-Long and Nestle, another international giant in food and beverage industry, after Coca-cola, Pepsi, and Danone.

Text and pictures by: Tech-long Johnson.Zhang



雀巢水业集团是全球最大的瓶装水公司，在全世界130多个国家出售70多个品牌的瓶装水，年销售量110亿升，为全世界的消费者提供优质安全的水。

With more than 70 brands of bottled water sold in 130 countries and annual sales volume of 11 billion liters, Nestle Water is the largest bottled water company in the world, providing high quality water to consumers worldwide.

雀巢中国从1997年开始从事瓶装水业务，如今在天津和上海分别有一个工厂，生产小瓶水和家庭以及办公用的5加仑桶装水，让消费者随时随地喝到优质安全的水。

Nestle Water started its business in China in 1997. Currently, it owns two producing sites in China. One is in Tianjin, and the other one is in Shanghai. These two sites produce small bottled water and 5-gallon bottled water for family and office.





# 达利项目全线正式投产

## Dali All Projects, Put into Practice Successfully

### 项目回顾

达意隆与达利集团于2006年6月15日签定了包括从前处理到后包装系统在内的6条整线订单合同，这个项目对达意隆是一个全新的里程，充分体现了达意隆的研发、制造能力。

### Project Review

On June 15, 2006, Tech-Long and Dali Group signed a contract on provision of 6 lines including pre-treatment and post-packaging systems. To Tech-Long, this project is a milestone that requires a full play of Tech-Long's capability on product R&D and manufacturing.

### 安装调试

为了确保设备的顺利安装，工程部在项目刚刚开始就确定了工程人员的安排，这个项目每个分厂的项目负责人

达利集团副总裁张总和达意隆张董事长在达利生产现场。  
Vice Chairman Mr.Zhang of Dali and Chairman Mr.Zhang of Tech-Long inspect Dali production line



目负责人都选择了技术过硬、经验丰富的工程技术人员。由于在以往的项目安装过程中都是灌装的工程师负责做总指挥，所以达意隆的相当一部分工程师都有独当一面的能力。

### Installation and Commissioning

To ensure smooth installation of equipment, the Engineering Department determined engineers to be involved in this project at the initial phase of the project. In each factory, experienced engineer was selected as person in charge of the project. Since bottling engineers worked as person in charge in past projects, most of them are quite capable of leading a team.

2006年10月26日，首先开始了在福建的两个工厂的设备安装；12月1日，开始进行成都达利的设备安装；12月27日开始进行武汉达利的设备安装；2007年1月12日开始进行长春达利的设备安装；1月13日，开始进行济南达利的设备安装。

Relevant equipments are installed in two factories in Fujian on October 26, 2006, in a factory in Chengdu on December 1, 2006, in a factory in Wuhan on December 27, 2006, in a factory in Changchun on January 12, 2007, and in a factory in Jinan on January 13, 2007.

达利的工厂对达意隆部分工程师来讲是一个全新的环境，在到达利后的第一个感觉就是“大”，达利每一个分厂的面积都达到2万平方米以上；第二个感觉就是“空”，除了还没有开包的设备外，可以说什么都没有。达利在此之前并没有过生产饮料的经验，所以总厂就是一个实验田，要将图纸上的东



达利生产现场  
Dali Production Site



西完全转成实实在在的生产线，所以在现场会遇到很多需要配合工厂实际情况去解决的问题，因此，在总厂安装具有很大的难度。在调试期间，曾经有最具经验的多个配套工程队伍在现场，分别负责切割、打磨、土建、管道安装、焊接等工作，此外，配合工程师工作的还有3名后勤人员，随时应付达利的各种现场突发状况。

To most Tech-Long engineers, the factories of Dali were a completely new experience. Firstly, they are "big". None of these factories is smaller than 20,000 m2. Secondly, they were "empty". Virtually there was nothing except those packed equipments. Dali had never produced any beverage product, and the central factory was like a testing field. Our engineers had to "convert" those in drawings into actual lines. This was why it had been extremely hard for installation of equipments in the central factory. We sent several most experienced teams to the factory. Each of them was in charge of cutting, grinding, civil engineering, piping, or welding works. In addition, we also equipped three maintenance personnel, who can deal with emergency issues that may occur from time to time.

在达利各相关部门和人员的全力配合下，达意隆22名工程师在现场连续奋战220余天，在这不分日夜的200多天里，达意隆累计发货103次，顺利完成了所有设备的安装调试工作，使客户的正生产如期进行。

With support from Dai factories, 220 days of hard work of 22 engineers from Tech-Long, and 103 deliveries to the factories, we finally completed all installation and commissioning works and made it possible for Dali to start production according to schedule.

### 正式投产

2007年初春，喜报接连而至：1月28日达利福建总厂生产出了第一瓶“优先乳”；十天后福建嘉禾分厂也生产出第一瓶茶饮料；3月15日，武汉达利生产出了第一瓶红茶饮料；4月10日成都达利投产；5月5日，济南达利投产；5月18日长春达利投产！目

前，达利集团的六个工厂已经全部正式投产！

### Commencement of Production

Good news filled the spring of 2007. On January 28, Dali (Fujian) Central Factory produced the first Yuxianru Milk. Ten days later, the first tea beverage was produced by the Jiahe factory in Fujian. On March 15, Dali (Wuhan) produced the first red tea beverage. On April 10, Dali (Chengdu) started production. This followed by commencement of production of Dali (Jinan) on May 5 and Dali (Changchun) on May 18. Up to now, all six factories of Dali have started production

达意隆工程师队伍在工作顺利完成后又各自投入到其他新的项目中，对于他们而言，一个项目的结束就是另一个项目的开始，工作永远不会结束；对达意隆而言，他们的每一次付出都为达意隆的成功莫起了一块稳固的基石！

As for the Tech-Long engineers, they started other projects soon after the Dali project. To them, the completion of one project is the start of another, and there is never an end. To Tech-Long, each contribution of its engineers is like a footstone that supports the tower of success of Tech-Long.

Text by :Tech-long Wei.Huang  
Pictures by: Tech-long Haizhou.Wu

达利快讯

Dali News Flash>>>>>

## 达利集团与达意隆再度携手， 新增签订11条整线

### Continuous cooperation between Dali and Tech-Long – New big contract for 11 new complete production lines

当今饮料市场消费大众求新求鲜的需求日益高涨，高品质，好品牌的产品永远是消费首选，面对优胜劣汰的竞争格局，大众消费意识在市场机制的演变中不断成熟，不断渴望有新产品的出现。

Demands for new, fresh beverages are getting higher day by day. Product with good quality and brand image is always the first choice for consumers. With the progress of market economy, consumers are more mature in their selection of products, and they are longing for new products.

作为国内最大的休闲食品生产厂家，达利集团不断引领行业突破产品及营销的瓶颈；凭借优秀的产品质量，领先的科研实力，创新的营销模式，深厚的文化底蕴，成功的打造了一只行业旗舰。2006年，达利集团充分了解市场的巨大需求，开始大举进军中国饮料市场，达利集团在给饮料市场注入新鲜活力的同时，也必将打造出新一代饮料的强势品牌。

As the largest leisure food manufacturer in China, Dali has

always been leading the industry in tackling bottlenecks in manufacturing and sales processes, and through its advanced technology, innovative sales models, and solid corporate culture, Dali has become a leading company in the industry. In 2006, with a thorough understanding of market needs, Dali started its business in beverage industry. Although a new comer, Dali is destined to bring forth a series of new generation beverage brands.

2007年1月，达意隆6条24000BPH灌装设备在达利安装调试顺利完工；3月21日，达利集团在重庆召开“达利园”饮料系列产品发布会，董事长许世辉在新品发布会上郑重宣布：达利集团已经具备了足够的实力进军饮料市场。达利集团推出的“达利园”饮料系列包括：“和其正”凉茶、优先乳、茶饮料、果粒橙、植物蛋白、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。使用达意隆设备生产的包括冰红茶、蜂蜜绿茶、优先乳、果粒橙等也在本月陆续面市。



达利集团总部

Headquarter of Dali Group

In January 2007, Tech-Long helped installing six 24000BPH bottling lines in Dali factories. On March 21, a product release for the Daliyuan series was held in Chongqing. According to Xu Shi Hui, Board Chairman of Dali, Dali has fully prepared to enter into the beverage industry. The Daliyun series include Heqizheng Cool Tea, Yuxianru Milk, Tea Drink, Orange Flesh, Plant Protein, and Babaozhou Congee etc. totally 11 products, divided into 6 categories, and packaged in 62 types of packages. Such a diversity has never seen in other series of beverage. Other beverage products, such as the Ice Tea, Honey and Green Tea, Yuxianru Milk, and Orange Flesh, that are produced using Tech-Long equipments, will be released in this month.

由于达意隆首批设备顺利的安装、调试、投产，达意隆的设备和服务充分得到了达利集团的高度认可，2007年7月10日，达利集团与达意隆再次携手，正式签订了7条28000BPH热灌装吹瓶、灌装等主体设备，4条36000BPH瓶装水灌装线、及28台RJM14全自动吹瓶机，单笔合同金额近2亿元，此次合作，代表

着达意隆再次开创了饮料装备行业的新的里程。

The smooth installation, commissioning, and commencement of production of Tech-Long equipments helped Tech-Long to gain trust of the Dali management. This led to another cooperation between Dali and Tech-Long, which was a contract signed by the two companies on July 10, 2007. The contracted value is about RMB 200 million. According to this contract, Dali will purchase seven 28000BPH hot bottling, blowing lines, four 36000BPH water bottling lines, and 28 RJM14 automatic blow moulding machines. This cooperation is another milestone for the success of Tech-Long in beverage equipment industry.

Text by :Tech-long Mukee  
Pictures by:Tech-long Haizhou.Wu

达利园饮料产品

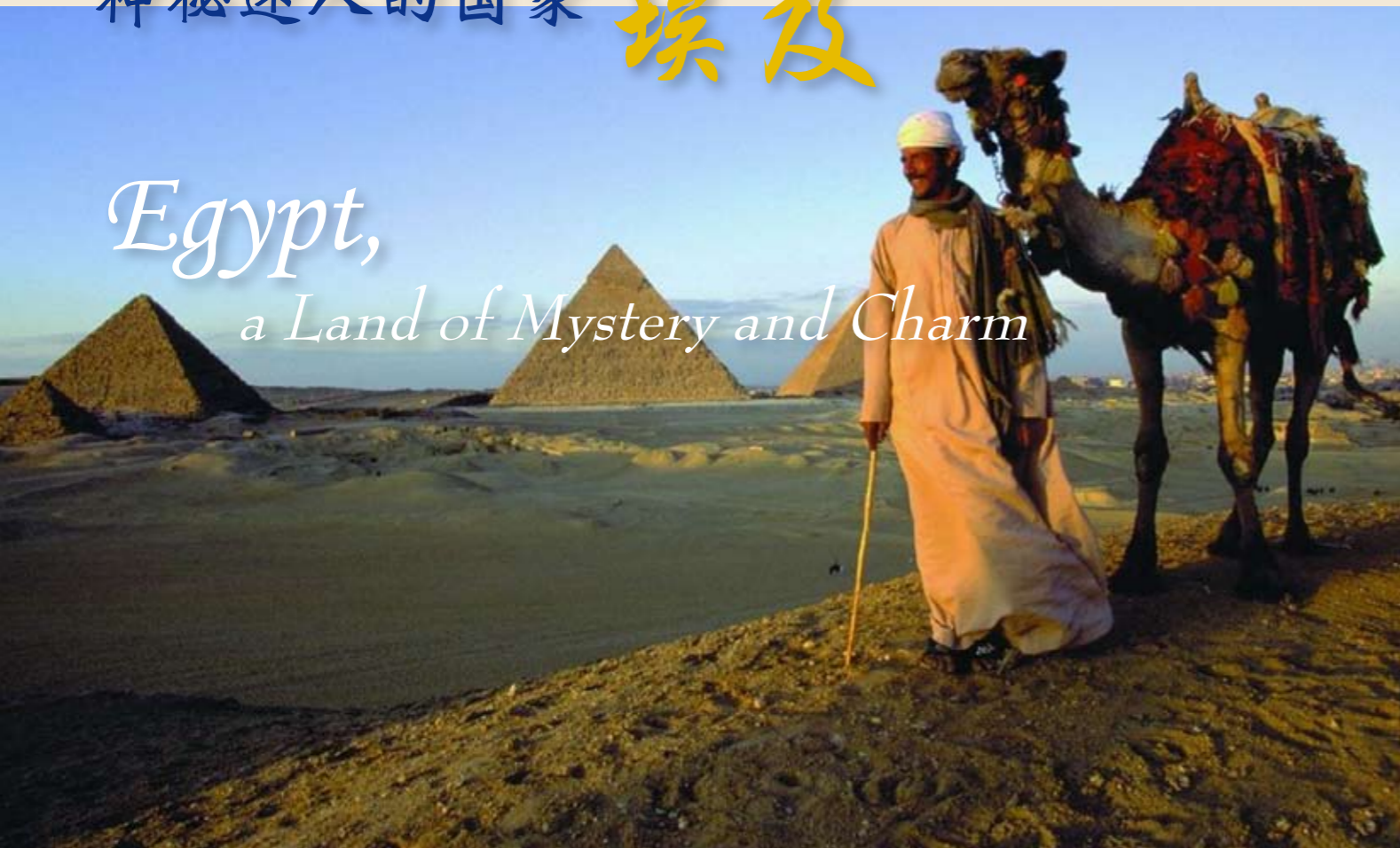
Daliyuan beverage series





# 神秘迷人的国家 埃及

Egypt,  
a Land of Mystery and Charm



埃及著名景区位于约旦河东岸的卡尔特纳  
Egypt famous scenery Temple of Karnak in the east  
bank of Jordan River

旅游胜地阿斯旺 (Aswan) 地区的黄昏街头  
Dusk in the street of Awan, a famous city for tour

埃及是非洲东北部尼罗河下游的奴隶制国家。跨亚非两洲，连接欧亚非三大洲，其中苏伊士运河贯通地中海和红海，实际上是贯通印度洋、大西洋和太平洋的交通枢纽。尼罗河纵贯全境，河谷两岸和三角洲土地肥沃，灌溉便利。是世界著名文化发祥地之一。

Egypt is a slave state located in the downstream area of the Nile, northeast of Africa. It has part of its land in Asia and part in Africa, and connects Europe, Asia, and Africa. The Suez Canal connects the Mediterranean and the Red Sea, and is very important route for marine transportation between the Indian Ocean, the Atlantic Oceans, and the Pacific. The Nile runs through the country. The Nile valley and the delta have fertile soil, which is easy for irrigation, and form the cradle of one of the most famous civilizations in the world.

历史悠久的埃及，现代经济发展迅速

埃及具有悠久历史和古老文化，是世界四大文明古国之一，早在公元前3100年，由南方的美尼斯统一了上埃及和下埃及，建立第一个奴隶制王朝，这时埃及文化已趋于成熟，开始使用象形文字，开创法老专制政治。历代王朝陆续建造了一批称为世界奇迹的金字塔以及狮身人面像和大量雕像。位于埃及南部的阿斯旺地区还有一些神庙，到埃及旅游的人都要去看这些具有历史意义的古迹。阿斯旺市内有下城遗址和博物馆、植物园等名胜。在其附近尼罗河上所筑的阿斯旺大坝，为世界七大水坝之一。

### Long History and Fast Development of Modern Economy

Known as one of the four great ancient civilizations, Egypt is famous for its long history and splendid ancient culture. Back to 3100 B.C., Menes unified the Upper and Lower Egypt and

established the first slave country. At that time, the Egyptian culture was relatively mature and people started to use pictographs and there was a dictatorial political system, featured of absolute power of the pharaohs, who spent many years to build the Pyramid, Sphinx, and other buildings that are called wonders of the world. There are many ancient temples in Aswan, a city in the south of Egypt, where tourists from the world frequently visit because of their historical significance. There are also the memorial site of the lower city, museum, arboretum, and other spots for sight-seeing in Aswan. The Aswan Dam, which is built on the Nile, is one of the seven largest dams in the world.

埃及的经济发展在非洲是排在前列的，非洲最近几年以来经济形成一个很好的发展势头，大家过去一谈起非洲就是贫穷落后，但是现在人们开始对非洲刮目相看，另外，埃及的投资环境应该说还是比较好的，第一个方面，它的政局相对稳定。第二个方面，埃及的区位优势优越，辐射能力较强。第三个方面，埃及的基础设施比较健全，机场、港口、公路一应俱全，第四个方面，它对投资者采取了很多优惠政策。在埃及投资，从开始投厂或开展公司活动的第一个财政年起就可以享受五年的免除商业工业收入所得税和利润税的优惠。

The Egyptian economy is growing faster than that of most African countries. In fact, the economy of Africa as a whole has shown a good tendency in recent years. In the past, the stereotype of Africa was poverty and under development. However, things have changed significantly in recent years. The investment

environment of Egypt is rather good, compared with that of before. Firstly, the country is relatively stable. Secondly, there is a geographical advantage of Egypt. Thirdly, infrastructures such as airport, harbor, and road are well maintained. As for the last, the Egyptian government issued many preferential policies to encourage foreign investors. For example, an investor does not need to pay commercial or industrial income tax or profit tax for five years from the first year of his/her company or when he/she started business.

### 埃及的瓶装水市场潜力巨大

地处北非的埃及，一年中有8个月是热天，开罗最高气温达40℃，而在南方城市阿斯旺和卢克索则高达50℃。因此，饮料在埃及是日常生活的第一需要，市场潜力非常大。埃及有几大品牌饮料生产企业，如可口可乐，百事可乐，雀巢，Sonut, Aqua Delta, Aqua, Siwa, Safi等。

### A Huge Potential Market of Bottled Water

Egypt is located in northern Africa, where hot season lasts for 8 months in a year. The highest temperature in Cairo is 40°C, which may be high up to 50°C in Aswan, Luxor, or other cities in the south. Therefore, it is able to say that beverage is the most important necessity in the daily of local people. There is a huge potential market of bottled water. Currently, there are some beverage brands in Egypt, including Coca-cola, Pepsi, Nestle, Sonut, Aqua Delta, Aqua, Siwa, and Safi, among others.



迷人的尼罗河两岸风光  
Charming riverside view of the Nile

开罗的清真寺  
Mosque in Cairo

## 埃及Aqua Delta

达意隆非洲市场的新起点

*Aqua Delta,  
A New Starting Point  
of Tech-Long's Business  
Expansion in Africa*

### 古老与活力并存的城市-开罗 Cairo, A traditional as well as energetic city

埃及首都开罗(Cairo)横跨尼罗河，气魄雄伟，风貌壮观，是整个中东地区的政治、经济和商业中心。它由开罗省、吉萨省和盖勒尤卜省组成，通称大开罗。大开罗是埃及和阿拉伯世界最大的城市，也是世界上最古老的城市之一。

Standing by the Nile, Cairo, the capital of Egypt, looks splendid, majestic, and spectacular. It is the center of politics, economy, and commerce of the entire Middle East. The Metropolitan Cairo, which is consisted of Cairo, Giza, and Al Qalyubiyah, is the largest city not only in Egypt, but also in the entire Arabian world, and one of the most ancient cities in the world.

开罗因地处欧亚非三洲的交通枢纽，漫步街头，可见各种肤色的人。本地人，宽袍大袖、俨然古风。在某些街区，偶尔还可见到骑着毛驴放牧的村姑，未免新奇。这也许是旧开罗的缩影或古开罗的遗迹，但无伤大雅，历史的车轮，仍带着这座名城，向着更现代化的道路前进。



Since Cairo is located in a place connecting Europe, Asia, and Africa, you can see people with different colors in the street. The local people wear a large robe that makes them look like ancient people. In some areas in Cairo, you may encounter girls riding on donkey or other strange things. These are just the legacy of the old Cairo. The wheel of history, however, will keep on rolling forward and carry this city on the road of modernization.

### 达意隆参加开罗Plastex Exhibition 2007， 展会后与Aqua Delta公司顺利签约 After participating the Plastex Exhibition 2007, Cairo, Tech-Long successfully got signed a big contract from Aqua Delta.

达意隆于2007年3月7日-11日参加了在埃及开罗举行的Plastex Exhibition，这次展会对于达意隆来说是一次巨大的成功。此次展览会吸引了不少当地知名企业的关注，如可口可乐、百事可乐、雀巢等大公司，同时也让非洲、中东一些大中型企业对达意隆有了一定的了解。展会后，达意隆即与当地知名饮料企业Aqua Delta公司Managing Director Mr. Alex J.



开罗举行的Plastex Exhibition展会上，Aqua Delta公司的Mr. Alex J.Schwairy和达意隆销售及工程人员Mr. Alex J, Schwairy (Aqua Delta) and Tech-Long sales and engineering staff in Plastex Exhibition, Cairo

埃及Aqua Delta工厂，该工厂离开罗市中心大概130公里左右，图中右起第三位是总经理Alex J. Schwairy  
Egypt Aqua Delta Factory is about 130km to the urban area of Cairo, the right 3 in the photo is the Managing Director Mr. Alex J. Schwairy



Schwairy和 Mr Hossam Farahat 一行经过周详的项目计划谈判，签定了一条20000BPH的水灌装线，包括RJM2及RJM10吹瓶机设备、水处理设备、包装机以及一条6L的灌装线，总合同金额超过140万美金，这个项目在3月27日已经正式启动。Aqua Delta项目对于达意隆来说是达意隆在非洲市场的一个新起点。

The Plastex Exhibition (March 7~11, 2007, Cairo) was a huge success to Tech-Long. Some big companies, such as Coca-cola, Pepsi, and Nestle, have participated in the Exhibition. It was through this Exhibition that some large or medium companies in Africa and Middle East acquired certain understanding on Tech-Long. After this Exhibition, our representatives started negotiation with Mr. Alex J.Schwairy, Managing Director, and Mr. Hossam Farahat, both are from Aqua Delta, a famous local beverage company, and signed a contract with the company. The contracted value is US\$ 1.4 million, for purchase of RJM2 and RJM10 blow moulding equipments, water treatment equipments, packaging machine, and a 6L bottling line. The project has started on March 27. To Tech-Long, the Aqua Delta project is a start of its business in African market.

另外，在3月份参加的开罗展览会中，达意隆接触到了当地非常知名的Seif International Trading公司，Mr. Seif对达意隆的设备非常感兴趣。4月2日，Mr. Seif参

加了迪拜举行的饮料行业展会，达意隆的张董事长及中东代理亲自接待了Mr. Seif。随后，Mr. Seif来到中国并拜访了达意隆，考察了包括RJM10吹瓶机、20000BPH灌装线、裹包机、码垛机、43T/H水处理设备及900BPH五加仑等设备的技术及运行状况，为双方下次进一步合作奠定良好的基础。

During this Exhibition, we also contacted Seif International Trading, a famous local company, and Mr. Seif was very interested in our equipments. During another exhibition of beverage products, which was held in Dubai, April 2, Mr. Zhang, Director of Tech-Long, as well as our agent in Middle East, visited Mr. Seif. Later, Mr. Seif came to China and visited Tech-Long, and carried out a survey on relevant technology and status of operation of RJM10 blow moulding machine, 20000BPH bottling line, wrapping machine, palletizer, 43T/H water treatment equipment, and 900BPH five-gallon equipment. This visit laid a solid foundation for further cooperation between Tech-Long and Seif International Trading.

Text and pictures by: Tech-long Adam.Luo



## “客户的满意度是我们的根本目标”

### RJM10吹瓶机在沙特Fayha工厂成功运转

## Customer's Satisfaction is Our Basic Target

### The Successful Running of RJM10 Blow moulding machine in Fayha, Saudi Arabia

Fayha Al Qassim Water (菲哈饮用水饮料有限公司, 以下简称“菲哈”) 是沙特驰名品牌企业如同中国的“娃哈哈”, 菲哈是Mohammed Abdul Aziz & Al Rajhi & Sons Group of Co. 公司集团旗下的企业, 沙特最大的瓶装水和桶装水生产商之一, 目前拥有来自达意隆, 法国西德乐, 意大利贝奇、帕马蒂克、阿柔, 美国油尼罗依、环球水等著名饮料包装生产厂家的十六条生产线。产品涵盖250毫升、330毫升、500毫升、600毫升、1500毫升、3000毫升, 半加仑、一加仑、五加仑系列的杯装、瓶装、桶装饮用水。

Fayha Al Qassim Water (hereinafter referred to as "Fayha") is a very famous beverage company in Saudi Arabia. Its counterpart in China would be the Wahaha. As a subsidiary of Mohammed Abdul Aziz & Al Rajhi & Sons Group of Co., Fayha is the largest manufacturer of bottled water and barreled water in Saudi Arabia. The Fayha has 16 lines, purchased from many famous

equipment manufacturers, including Tech-Long, Sidel (France), Becci (Italia), Pamadik (Italia), Arow (Italia), Uniroyal (US), Global Water (USA), etc. The product lines include cupped, bottled, and barreled water of 250ml, 330ml, 500ml, 600ml, 1500ml, 3000ml, half gallon, 1-gallon, and 5-gallon.

菲哈1994年建厂, 位于Al Qassim地区的Onaiza, 公司以客户满意为根本目标, 成功于1996年在利雅得成立另一家工厂Bev. Co. Ltd.。10多年来, 菲哈公司致力于向客户提供稳定高品质的产品。

Founded in 1994, Fayha is located in Onaiza, Al Qassim. The company set its target as satisfying customers' needs. In 1996, Fayha established another factory, the Bev. Co., Ltd., in Riyadh. For about 10 years, Fayha has been dedicated in providing quality products to its customers.

Fayha公司生产现场, 达意隆五加仑设备和RJM10吹瓶机平稳运转

The production site of Fayha, where the Tech-Long 5-gallon equipments and RJM10 blow moulding machines are running smoothly.

“客户的满意度是我们根本的目标”, 这是沙特客户Fayha Al Qassim Water公司一贯奉行的格言, 这与达意隆“为你而转”的企业标语有异曲同工之处。

“Customer Satisfaction is Our Basic Target” – This is the motto of Fayha Al Qassim Water, which in essence states the same spirit as that of Tech-Long’s slogan, “Runs for You”.

在与Fayha Al Qassim Water公司日益密切的合作当中, 我们越来越深刻地体会到以客户的满意度为我们努力的目标, 是企业永续经营的主旨, 它让我们更重视提高质量, 售后服务水平, 不断追求领先的技术。

As we get closer cooperation with Fayha, we recognized day by day that to achieve sustainable growth, a company must set its basic goal as to satisfy customers’ needs. With such goal, a company will constantly improve the quality of its products and services, and always pursue for advanced technology.

2007年中国春节刚过, 达意隆吹瓶事业部工程师马文校就立即前往沙特客户工厂, 凭借达意隆人吃苦耐劳的精神和扎实的技术功底, 按时完成了安装调试的任务。2007年3月份, 达意隆在沙特地区的第一台全自动高速吹瓶机RJM10成功运转, 同月设备成功验收, 单机产量达到14000瓶/时, 和客户的12000瓶/时的灌装机连线生产。验收时吹瓶全过程顺畅无阻, 设备质量稳定过硬, 高速吹瓶, 换模具时间短, 操作简便, 这些都令他们非常满意! 达意隆工程师马文校兴奋地接过客户的验收单, 这是在Fayha Al Qassim Water利雅得工厂发生的一幕。

After the Spring Festival holiday, 2007, Mr.Ma Wen Xiao, chief

engineer of our Bottle Blower Division, went to our customer’s factory in Saudi Arabia. Highly skilled and hard working, Mr. Ma successfully completed installation and commissioning of the project before the deadline specified by our customer. In March 2007, the first Tech-Long automatic high-speed blow moulding machine, RJM10, put into practice. In the same month, the acceptance inspection was completed. At the time the output performance reached 14,000 BPH, the equipment was connected to the 12,000 BPH bottling machine. Our customer commented that the equipment is a high machine product allowing high-speed blowing, short die-changing time, and easy operation. They were very satisfied and issued certificate of acceptance to Mr. Ma. This was recorded in Riyadh factory, Fayha Al Qassim Water, in the March of 2007.

在4月份的中东迪拜国际包装印刷机械展览会上, Fayha Al Qassim Water的总经理Mr.Yahya M. Al-Rajhi和总工程师Mr. Engr.Fathi Rahman专程来达意隆的展位上, 和达意隆董事长张颂明先生, 国际部销售总监张胜先生, 国际部中东非洲地区销售经理尹峰先生会面。他们对达意隆现场展示的RJM14吹瓶机给予了高度评价, 表示会再次订购达意隆的更多的设备, 这给了达意隆很大的鼓励和信心!

During the Dubai Gulf Pack Exhibition (April, 2007), Mr. Yahya M. Al-Rajhi, General Manager of Fayha Al Qassim Water, and Mr. Engr.Fathi Rahman, Chief Engineer, visited Tech-Long’s exhibition booth, and talked with Mr. Zhang Song Ming, Board Chairman of Tech-Long, Mr.Zhang Sheng, Supervisor of International Sales Division, and Mr. Yin Feng, Sales Manager in charge of Middle East and Africa. Mr. Yahya M. Al-Rajhi highly praised the performance of RJM14 blow moulding machine and commented that they would buy more equipment from Tech-Long time & time again.



Fayha公司的部分产品  
Part of Fayha products

展会后，达意隆中东总代理Mr. Jinesh Jain曾多次前往沙特和利雅得和客户进行技术交流，同年5月份，该客户再次向订购了第二台RJM10，Fayha Al Qassim Water也因此成为达意隆中东区域的样板工厂！

After the exhibition, Mr. Jinesh Jain, our general agent in Middle East, paid several visits to Riyadh and discussed more technical detail with our customer. In May, the customer ordered another RJM10. In this way, Fayha Al Qassim Water has become the pilot factory of Tech-Long equipments in the Middle East.

售后服务方面，体现了公司对中东总代理和中东客户的支持。为了让客户的操作人员能熟练掌握设备的维修保养知识，马文校也是立即启程，去沙特Fayha Al Qassim Water。这对于下一台RJM10合同的成功签订有不能忽视的作用。这不正是达意隆工程师所体现的专业素质和精神面貌吗？

As for after sales service, we have always been providing sufficient support to the general agent and customers in the Middle East. To ensure that our customer's operators can master operation and maintenance of our equipment, Mr. Ma, our engineer, went to Fayha Al Qassim Water without any delay. After that the second RJM10 was ordered. Now you see how important to win continuous order by Tech-long most professional and most hardworking engineers.

Fayha Al Qassim Water最先购买的达意隆设备是

1200桶/时5加仑灌装机，是2006年初签订的。如今，该工厂已经有3条达意隆的生产线，包括1200桶整线，RJM10吹瓶机和风道，和450桶/时5加仑灌装机。

The first Tech-Long equipment in Fayha Al Qassim Water was a 1,200 BPH 5-gallon bottling machine, which was purchased in 2006. Currently, there are three Tech-Long lines in this company: one 1,200 BPH line, one RJM10 blow moulding machine and air conveyor, and one 450 BPH 5-gallon bottling line.

Fayha采用的来自达意隆的三条交钥匙整厂水线工程，又一次为达意隆在国际高端用户市场奠定了稳固的基石；“始终以客户的满意为根本目标”这句话引导达意隆取得客户越来越深的理解和信任，这也是达意隆进步的源泉和宝贵的财富！

The acceptance of three Tech-Long turn-key lines by Fayha laid a solid foundation for Tech-Long's growth in the high level global market. "Customer Satisfaction is Our Basic Target." We believe that following this valuable motto, we will gain more understanding and trust from our customers, which the key power and valuable treasure that keep Tech-long making progress every day.



达意隆董事长张颂明先生（左二）一行与沙特Fayha技术总监（Technical Manager）Mr.Fatah Al-Rahman Elagib（右二）在达意隆展位前

Mr. Zheng Song Ming (second in the left), Board Chairman of Tech-Long, and Mr.Fatah Al-Rahman Elagib, Technical Manager of Fayha (second in the right) in the exhibition booth of Tech-Long

## 2007年中东迪拜国际包装印刷机械展

### 2007 Middle East (Dubai) Gulf Pack Exhibition

2007年4月2日，Gulfpack 2007在中东迪拜举行，达意隆展示了高速全自动吹瓶机RJM14，赢得了来自沙特、伊朗、科威特、阿曼、阿联酋等国众多专业客户的高度评价，为中东市场产生了积极而广泛的影响。

In Gulfpack 2007 (Dubai, April 2~5, 2007), Tech-Long exhibited RJM14, a high-speed automatic blow moulding machine. This machine was highly praised by customers from Saudi Arabia, Iran, Kuwait, Oman, United Arab Emirates, and some other countries. The successful debut of RJM14 contributed positively to further and more business activities of Tech-Long in the Middle East.



展会现场，沙特Fayha总经理（General Manager）Mr. Yahya M.Al-Rajhi（右三）、达意隆总中东代理Jinesh（右二）在达意隆展位交流技术细节。

In exhibition hall. Mr. Yahya M.Al-Rajhi (third in the right), General Manager of Fayha, is discussing technical details with Mr.Jinesh (second in the right), Tech-Long's general agent in Middle East.

达意隆董事长张颂明先生亲自率队到迪拜参加展会此次，展会得到了伊朗代理和埃及代理的大力支持，在展会上，我们收集了大量的客户资料，获取了宝贵的市场信息。

A Tech-Long team, led by Mr.Zhang Song Ming, Board Chairman of Tech-Long, took part in the exhibition. Our exhibition activities were highly supported by our agents in Iran and Egypt. Through this exhibition, we collected information of many potential customers, as well as those of the market.

Text and pictures by: Tech-long Choirma.Xiao



展会现场，沙特Fayha技术总监（Technical Manager）Mr. Fatah Al-Rahman Elagib（右二）和伊朗可口可乐营运物流总监（Operation & Logistic Director）Mr.Vali Nejati（右四）达意隆董事长（中），中东代理父子Mr.SB.Jain（右一）& Mr. Jinesh Jain（左四）在达意隆展位前合影

Meeting in the exhibition hall. Mr.Fatah Al-Rahman Elagib (second in the right), Technical Manager of Fayha, and Mr.Vali Nejati (fourth in the right), Operation & Logistic Director, Iran Coca-cola, Tech-long Chairman Mr.Zhang songming (center), Middle East general agent family Mr.SB. Jain (1st in the right) & Mr. Jinesh Jain (4th in the left).

# [西藏神水]

来自地球之巅最佳生态环境的矿泉水

## [Holy Water from Tibet]

Mineral water from the "roof of the world", where the best eco-environment is reserved.



西藏曲登尼玛公司的优质矿泉水[西藏神水],  
水源取自喜马拉雅山系中段海拔5128米的泉口

The Tibet Holy Water (Qudeng Nima, Tibet) comes from springs in the middle section (5,128m) of the Himalayas.

青藏铁路沿途美丽的风光  
Beautiful Scenes along the  
Qinghai-Tibet Railway



# བོད་མཉམ་ལུ་མཉམ་ལུ་

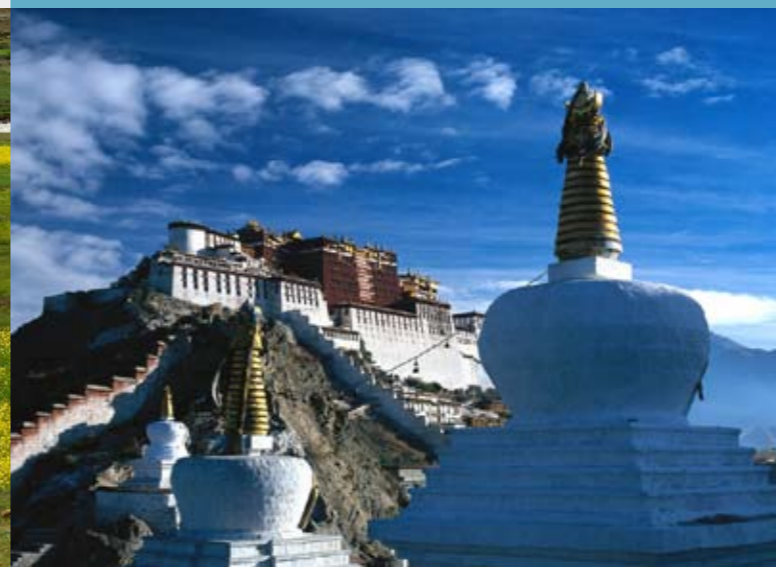
在地球之巅的西藏高原，矗立着世界上最高的山脉--喜马拉雅山。喜马拉雅山从它诞生的那一天起就有着数不尽的动人传说。山有山的故事，水有水的传说。曲登尼玛，位于喜马拉雅山北坡，这里是令人神往的地方。据藏文经书记载，公元八世纪中叶，印度佛学家莲花生大师应邀来藏传播密教，在此修建起佛堂和佛塔。从此这里成了西藏著名的佛教圣地之一。

The Tibet Plateau has long been known as the "roof of the world". Here stands the highest mountain in the world, the Himalaya, which is the center of numerous legends. It is said that each mountain has its story and each river has its legend. Qudeng Nima is a place in the northern slope of the Himalaya. According to a Tibetan scripture, in mid-8th century, an Indian Buddhist, whose name is Lian Hua Sheng, came to Qudeng Nima on a missionary trip. He stayed here and built temples and towers and spread the teachings of Buddha. It was from then on, Qudeng Nima became a sacred place for Buddhists in Tibet.

曲登尼玛矿泉，来自喜马拉雅山系中段，岗巴县境内曲登尼玛佛堂寺南五公里处的高山泉涌，泉口海拔5128米，传说是当年莲花生大师赐给他的信徒和信教群众医治百病的“甘露”据藏文经书记载：“能治360种急、慢性病和420种传染病”。自古以来，被我国藏区及印度、尼泊尔、不丹等周边国家的人们誉为“神水”。每年春秋时节，都有数以万计虔诚的善男信女们，从遥远的地方，来到这里敬香朝佛，索取“神水”畅饮“甘露”，以保健康长寿。

The mineral water of Qudeng Nima comes from mountain springs that are 5,128m above sea level, about 5km in the south of the Qudeng Nima Temple, Gangba County, which is located in the middle section of the Himalayan Range. According to local legend, these springs were the gift from Lian Hua Sheng, the famous Buddhist master, who left

藏传佛教圣地，神圣庄严的布达拉宫  
The majestic Potala Palace, a sacred place for  
Buddhists



the miracle water to his followers so that they can use it to heal whatever diseases. A Tibetan scripture also states that "(these springs) can heal 360 acute and chronic diseases and 420 infectious diseases." From ancient times, the water of Qudeng Nima was famed as "Holy Water" by Tibetans, Indians, Nepalis, Bhutanese, and those in other countries

1992年10月通过国家地质矿产部、卫生部、轻工部组织的国家级鉴定。鉴定认为：曲登尼玛矿泉水，水质符合饮用天然矿泉水国家标准的技术要求，系低钠矿化度锶矿泉水，并含有锌、锂、钙、碘、硒、偏硅酸等多种有益于人体健康的宏、微量元素。常饮用该矿泉水对增强食欲、促进骨骼发育、改善心血管功能、预防甲状腺肿大有特殊功效。该矿泉水还含有硒元素，现代医学认为，硒有防癌抗癌，保护人体免疫功能，防止衰老、延年益寿的作用；当地群众普遍反映，对胃病、眼疾和妇科疾病均有特殊疗效。

According to a state-level investigation carried out by the Ministry of Geology and Mineral Resources, Ministry of Health, and Ministry of Light Industry in October 1992, the Qudeng Nima mineral water satisfies the technical requirements specified in state standards for drinkable natural mineral water, and it is a low-sodium and high-strontium mineral water containing zinc, lithium, calcium, iodine, selenium, metasillicio acid, and other trace elements that are good to health. Frequent drinking of this water can help improving appetite, facilitating growth of bones, enhancing cardiovascular functions, and preventing hypothyroidism goitra. The water contains relatively high content of selenium, which according to modern medical sciences, can prevent cancer, enhance immunologic function of human body, delay aging, and make people live longer. Some local people also suggested that the water has special curative effects against diseases of the stomach, eyes and gynecologic diseases.

曲登尼玛公司生产的优质  
矿泉水[西藏神水]

High-quality mineral  
water, Tibet Holy Water,  
from Qudeng Nima



身着盛装的藏北妇女准备参加藏族盛会-锅庄舞会  
Tibetan women in traditional clothes. They are ready  
for the "Guozhuang" party.



## 灌装及水处理设备在 西藏曲登尼玛的运用

*Application of bottling and  
water treatment equipments  
from Tech-long in Qudeng  
Nima, Tibet*

2006年12月，西藏曲登尼玛矿泉水公司（以下简称“曲登尼玛”）第一次有意向了解达意隆产品，对于达意隆来说，这也是首次受到西藏客户的关注。为了节省客户的宝贵时间，达意隆项目负责人立即对客户咨询的内容进行了快速反馈。收到反馈后，客户对达意隆设备的性能、技术非常满意，产生了初步的购买意向。

Qudeng Nima (Tibet) Mineral Water Corporation (hereafter referred to as “Qudeng Nima”) contacted Tech-Long in December 2006. This company was the first Tibetan company that contacted Tech-Long. To the inquiry of Qudeng Nima, our project manager responded rapidly. It seemed that the customer was extremely satisfied with the performance and technology of our equipments and they showed the intention of purchase

经过多次的电话沟通交流，达意隆终于邀请到曲登尼玛董事长格桑先生于2006年1月18日到达意隆总部进行实地考察。达意隆销售总监孔祥捷先生及西中国区总经理程伟先生热情地接待了格桑董事长，在为期3天的实地考察中，格桑董事长对达意隆进行了比较深入的了解，从技术部门到生产车间，达意隆人积极严谨的工作态度也深深感染了格桑先生。同时，公司的技术、研发实力和机加工能力也得到了格桑董事长的肯定。

After communications through telephone, we asked Mr. Gesang, Board Chairman of Qudeng Nima, to visit Tech-Long. Mr. Gesang paid a visit to Tech-Long on January 18, 2006, and was warmly welcomed by Kong Xiang Jie, Sales Director of Tech-Long, and Cheng Wei, our General Manager in charge of businesses in West China. During this 3-day stay, Mr. Gesang



曲登尼玛公司水源取自喜马拉雅山系海拔5128米的泉口

The water source of Qudeng Nima is the springs in the middle section (5,128m) of the Himalayas.

acquired a certain degree of understanding on Tech-Long, and was deeply impressed by the working attitude of our engineers and workers. He also highly praised Tech-Long' capability on R&D and mechanical processing.

为了使客户能够了解设备的现场运行及使用情况，达意隆安排了格桑先生到广州怡宝和东莞日之泉参观，灌装、吹瓶及包装设备的高速、平稳、良好的运转状态再次得到了格桑董事长的肯定，至此，此次的考察行程也画上了完美的句号。

To make our customer understand the performance of our equipments in producing sites, we invited Mr. Gesang to visit Yibao (Guangzhou) and Rizhiquan (Dong Guan), two famous brands of bottled water in Guangdong. Mr. Gesang was impressed by the high-speed, stable operation of Tech-Long bottling, blow moulding, and packaging equipments.

曲登尼玛此次向达意隆订购的设备主要用来生产出口美国的矿泉水，所以美国的销售商Mr. William J. Hauf非常关注达意隆设备的稳定性。Mr. William



曲登尼玛公司地处最佳的生态环境喜马拉雅山脉北部

Qudeng Nima is located in the north of the Himalaya Range, where the best eco-environment in the world is reserved.



曲登尼玛公司工人风采  
Employees of Qudeng Nima

J. Hauf于2007年3月份专程来达意隆进行考察，在参观同时，Mr. William提出了非常有针对性的问题“达意隆的设备能否适用美国公司的特殊矿泉水瓶型”，就此问题，达意隆技术部门同Mr. William进行了深入的技术交流，并且在瓶型设计的达成一致，

Since the equipments that Qudeng Nima wants to purchase will be mainly used to produce mineral water products for export to the US markets, Mr. William J. Hauf, the sales agent of Qudeng Nima in charge of US markets, showed great concern about the stability of Tech-Long equipment. This is why Mr. Hauf visited Tech-Long in March 2007. He discussed with our engineers on many questions, particularly, “Is Tech-Long equipment suitable for the special types of bottle for US market?” To answer this question, our engineers communicated with Mr. Hauf on details, and developed a solution to bottle design, which was agreed by Mr. Hauf.

2007年3月19日，达意隆和曲登尼玛正式签订了20000瓶/小时的三合一矿泉水灌装机以及矿泉水水处理设备的订单。

On March 19, 2007, Tech-Long and Qudeng Nima signed a contract on purchase of 20,000 BPH 3-in-1 mineral water bottling machine and water treatment equipments.

此次合作的成功对于达意隆来说意义非常重大，标志着达意隆首次正式进入西藏市场，而且达意隆的灌装机也将第一次在世界上海拔最高的地方运转，这对达意隆的设备也是一个新的挑战，在海拔5000米左右，空气稀薄、气压低且温差大，这对设备的气压稳定有很高的要求，同时也是达意隆另一个新的挑战。

This contract was of great significance to Tech-Long. Firstly, it was the first time that Tech-Long equipment was sold to Tibet market. As for the second, it was also the first time for Tech-Long equipment to be operated in a place with extremely high altitude. Since the altitude is about 5,000m above sea level, the air density and pressure will be much lower than those of other areas. This was a challenge to Tech-Long engineers, because the equipment must be designed to allow extremely stable pressure when operating in harsh environment.

*Text and pictures by: Tech-long Rayman.Sun*



# 宝洁公司向达意隆 订购高粘度液体定量灌装设备

## P&G Order Quantitative Filling Machine for High Viscid Liquid from Tech-Long

始创于1837年的宝洁公司，是世界上最大的日用消费品公司。每天，宝洁公司的品牌同全球的广大消费者发生着三十亿次的亲密接触。宝洁公司在全球80多个国家设有工厂或分公司，所经营的300多个品牌的产品畅销160多个国家和地区，其中包括美容美发、居家护理、家庭健康用品、健康护理、食品及饮料等。

Established in 1837, P&G is the biggest daily consumable corporation in the world. Three billion times a day, the P&G brands close contact with global vast consumers. P&G sets up factories and branch company in over 80 countries, and its products of 300 brands sells well in over 160 countries and regions, which includes hairdressing, reside caring, family healthy items, health caring, food and beverage etc.

一九八八年，宝洁公司在广州成立了在中国的第一家合资企业—广州宝洁有限公司，从此开始了其中国业务发展的历程。宝洁大中华区总部位于广州，目前在广州、北京、上海、成都、天津、东莞及南宁等地设有多家分公司及工厂，员工总数超过六千三百人，在华投资总额超过十亿美元。宝洁年产值约700亿美元，年增长15%。

In 1988, Guangzhou P&G Co., Ltd. was set up as the first joint-stock enterprise in China. Since then P&G Chinese business experience started. The China headquarter of P&G is in Guangzhou city, and now many branch companies and factories have been established in Guangzhou, Beijing, Shanghai, Chengdu, Tianjing, Dongguan and Nanping etc. The sum of staff has been over 6300, and its amount of investment in China has exceeded one billion dollar. P&G creates production value 70 billion dollars a year and this data increases 15% year by year.

### 新设备的应用

为了把中国设备及原材料应用于宝洁全球工厂，宝洁成立了专门的采购小组推动本地采购全面深入。宝洁向达意隆订购的新设备将用于满足新增长的业务及替换旧设备。

宝洁公司颁发给达意隆的中国区2006年度优秀设备供应商荣誉牌匾

Tech-long getThe 2006 Good Equipment Supplier tablet from P&G



宝洁公司向达意隆订购的第一台高粘度灌装机，现已在宝洁公司捷克工厂平稳运行

The first Tech-Long filling machine purchased by P&G. This machine is now running smoothly in a P&G producing site in Czechoslovakia.

宝洁公司部分日化产品  
Some daily chemical products of P&G



### New equipment application

For the sake of Chinese equipment and materials being used for P&G global factories, P&G found special stocking group to impulse purchase localization deeply. The new equipment that P&G order from Tech-Long will be used to satisfy the new increased business demand and replace the old equipment.

### 达意隆与宝洁公司的合作历程

- 2004年3月，宝洁第一次访问达意隆
- 2005年1月，宝洁与达意隆进行实质性谈判
- 2005年8月，宝洁与达意隆正式签订合同，共同合作开发高粘度液体定量灌装设备，用于生产洗涤用品。
- 2006年12月，达意隆交付第一台灌装设备，
- 2006年12月2日，宝洁全球工程总经理第三次到访达意隆，为第一台灌装机庆功，同时授予达意隆“宝洁2006年设备优秀供应商奖”，并邀请达意隆高层领导及项目组成员到宝洁美国总部参观其设计、创意中心。

### Cooperation Course between Tech-Long and P&G

- In March 2004, P&G visited Tech-Long for the first time.
- In January 2005, P&G negotiated substantiality with Tech-Long.
- In August 2005, P&G and Tech-Long conclude a sales contract formally for exploiting Quantitative Filling Machine for High Viscid Liquid, which will be used to produce washing articles.
- In December 2006, Tech-Long has delivered the first filling machine.
- On December 2 2006, the General Manager of P&G

global project visited Tech-Long for the third time, congratulated on the first filling machine and awarded “2006 Equipment Good Supplier Award” to Tech-Long. He also invited Tech-Long executive team and project members to visit design and creation center in P&G headquarter USA.

### 达意隆与宝洁的合作前景广阔

2006年12月，宝洁宣布用于洗涤用品的灌装机开始批量生产，2007年1月，双方共同开发用于洗护用品的灌装机；2007年6月，双方开始进行从吹瓶机到灌装机再到包装机的整条生产线合作。

### Bright Future between P&G and Tech-Long

In December 2006, P&G declared that the filling machine used for washing articles begin to mass production. In January 2007, both sides are going to cooperate to exploit the filling machine used for washing and caring articles. In June 2007, both sides start cooperation for the complete line, which includes from blowing machine to filling machine then to packaging machine.

Text and by: Tech-long Kevin.Luo  
pictures by Tech-long Hakim.Wang/Mukee



位于河源风景区的吉昌隆生产基地  
The Ji Cang Long producing base in the Heyuan scenic area

信心源自客户

Customer's Confidence in Tech-Long

## 河源吉昌隆授予达意隆优质服务与服务锦旗

Ji Cang Long (Heyuan) Gave a Silk Banner to Tech-Long to Show Its Trust in the Equipment and Service of Tech-Long

河源吉昌隆水业开发有限公司成立于2006年3月，其主要经营业务为生产与销售“桂山源”五加仑桶装山泉水。为了寻找最好的水源，公司厂址定于四周群山环抱的河源黄田镇鹤塘村。公司厂址整体占地面积近十万平方米。为了保证“桂山源”的水源质量以及可持续开采，公司已经与有关政府部门签定了方圆两公司范围的水资源保护协议。通过广东省权威部门的检测，厂区周边空气负离子含量达到广东肇庆鼎湖山的空气负离子含量水平，好山出好水，经过一年的土建与水源开发与保护工作，为求将产品做到最好，公司采用行业最先进的全自动灌装设备，目前已经建成并已顺利投入生产。通过对水源的勘探，“桂山源”水源取自花岗岩层以下地下水，拥有极佳的口感与丰富的水量。“桂山源”产品市场定位于高端市场。目的在于将河源的优质山泉水带给广大消费者，将健康的饮水概念带给广大消费者，将健康带给广大消费者。

Founded in March 2006, Ji Cang Long Water Development Co., Ltd. (hereinafter referred to as JCL) is dedicated in producing and selling the Guishanyuan 5-gallon bottled water. To ensure supply of good water, JCL located its producing site in Hetang village, Huangtian, Heyuan, which is a mountain area. This producing site occupies a land that is about 100,000 square meters. To ensure water quality and sustainable development, JCL signed a water resource protection agreement with local government. According to an investigation report issued by authorities in Guangdong, the anion content of air in the

environment of the producing site is the same as that of the Dinghu Mountain, Zhaoqing, a place with well-reserved natural environment. JCL spent one year on civil construction and water resource development works. To produce water products with the best quality, JCL introduced the most advanced automatic filling equipments. Currently, the producing site has been completed and is in production. A water survey report suggests that the Guishanyuan water comes from underground water in granite strata. The water tastes better than common water and there is a larger reserve of this water. The Guishanyuan water targets on high-end market. JCL aims to provide high-quality water from Heyuan and the concept of healthy water to consumers.

河源市吉昌隆水业开发有限公司丘盛兴董事长原在深圳经营一家大型货物运输公司，由于看好水行业良好的发展前景，经过多次考察后，丘董事长决定在河源黄田镇投资建立占地十万平方米的桶装水生产工厂。由于吉昌隆初次进入该行业，因此在设备的选购方面非常地慎重，希望能找到一家能提供整线设备的供应商，同时又要求设备供应商具有丰富的交钥匙工程能力、周到的服务及技术培训，经过反复的考察对比，最终选择了达意隆。在工厂建设前期，达意隆华南区总经理张崇明先生曾多次带领设计、工程人员到河源水厂现场勘察，凭借多年的饮料工厂工程经验，根据水源水质状况及输出产品要求，达意隆给吉昌隆量身定做提供了整套的项目方案。

Attracted by the rapid growth of water industry, Qiu Sheng



吉昌隆总经理邱总（左四）一行，授予达意隆锦旗。  
General Manager of JCL is handing a banner to Tech-Long employee.

Xing, formerly the owner of a cargo transportation company in Shenzhen, and now the Board Chairman of JCL, decided to conduct water business and build a water bottling factory in Huangtian, Heyuan, based on the findings of several surveys. Since this was the first try of JCL in water business, JCL was extremely careful in selection of equipments, and wished to find a “turn-key” equipment supplier that can provide not only complete bottling line, but also good services and trainings. After comparing Tech-Long and a number of other candidates, JCL selected Tech-Long as its equipment supplier. In the initial phase of the project, Zhang Chong Ming, Manager of Tech-Long in charge of South China, led his team and conducted several surveys at the site of JCL. With years of experience on beverage equipment engineering, and with considerations paid on the water quality of the site and output requirements specified by JCL, Mr. Zhang and his team developed a customized and comprehensive solution for JCL.

在设备交付后，为了配合吉昌隆希望产品提前上市的要求，达意隆工程师全力支持进行安装调试工作，工程师们压缩春节假期，加班奋战，同时对客户的设备技术人员进行了全面的培训，生产线于今年2月提前正式投入生产。看着一桶桶晶莹剔透的桶装水源不断的从输送线上驶来，丘董事长兴奋的心情溢于言表，被达意隆这种专业及敬业精神深深的感动了，他说：“听朋友说达意隆的设备质量好，但想不到的是服务同样非常出色”。2007年3月，丘董事长亲自把一面“设备一流保质量，服务一流创效益”的锦旗送到达意隆华南区总经理张崇明及灌装事业部总经理方恒的手中，这一举动，对所有达意隆人信心是一种极大的鼓舞，也代表着达意隆已成为吉昌隆最值得信赖的合作伙伴。

To satisfy JCL's demand for an early commencement of production, our engineers paid great efforts on installation and commissioning after delivery of equipment. They saved their holidays for the Spring Festival and did many overtimes for

training operators of JCL. As a result, the line became available for production in February, earlier than the scheduled date. Looking at barrels of water coming down from the line, Mr. Qiu was so excited and deeply impressed by the professional attitude of Tech-Long engineers. “I heard that Tech-Long equipments are good, but I didn't know the service of Tech-Long is also good.” To express his appreciation, Mr. Qiu handed a silk banner, which is embroidered with “Good Quality and Good Service”, to Zhang Chong Ming, General Manager of Tech-Long's South China division, and Fang Heng, General Manger of Bottling Division, in March 2007. This banner is an encouragement to all Tech-Long employees. It also showed that Tech-Long has become the most reliable partner of JCL.

“为你而转”是达意隆的企业格言，它代表着维护客户的利益是每个达意隆人的处事准则，无论是大客户还是小客户、新客户还是老客户，我们会一如既往地做到“设备一流保质量，服务一流创效益”！

As expressed in our motto, “Runs for You”, protecting the interests of customers is the principle of every Tech-Long employee. To all of our customers, large or small, new or old, we will provide the best equipments and services and help them to grow.

Text by: Tech-long Shaoyuan.Jiang / Hakim  
pictures by: Tech-long Shaoyuan.Jiang

吉昌隆的五加仑桶装水产品  
JCL 5-gallon bottled water







## 越南槟城（THP）再次订购达意隆设备，生产豆奶和绿茶产品

### Further Orders from THP (Vietnam) for Tech-Long's Equipments for Making Soy Milk and Green Tea Products

THP位于越南胡志明市，有着110,000m2的厂房及在东盟中有最具规模和现代化的生产线，是越南最大的饮料生产企业之一，产品几乎涵盖了所有的液态产品，包括果汁、豆奶、茶、啤酒等，此外，THP还将陆续推出瓶装水及碳酸饮料产品

Located in Ho Chi Minh City, THP is one of the largest beverage companies in Vietnam. THP has a 110,000m2 producing site and owns the largest modern lines in ASEAN countries. Its products cover almost all liquid beverages such as juice, soy milk, tea, beer. In addition, THP has plans to produce bottled water and carbonated drinks.

2000年的3月，THP通过了ISO9001-2000的国际认证，这在饮料生产企业中高属首次，为了不断的改革和创新，改善生产力和控制产品，THP 现在已经发展成为一个拥有国际化质量控制系统（HACCP）的大型国际化企业。

THP became the first ISO9001-2000 certified beverage company

in March 2000. To maintain creativity and improve efficiency and product control, THP also introduced HACCP.

THP几大品牌 Number One, Laser, Ben Thanh, Gold Ben Thanh面向所有的消费者，在64个城市和省有超过400个经销商。

THP brands, such as Number One, Laser, Ben Thanh, and Gold Ben Thanh, target all consumer groups. THP has 400 agents in 64 provinces and cities in Vietnam.

为了确保做出最好的产品，所有THP的员工牢记着“满足所有消费者的需求”和“明天做得比今天更好”的方针，他们将尽最大努力使THP成为亚洲最大的饮料集团公司。

THP mission is to “satisfy the need of all consumers” and “do better job tomorrow”. THP employees are working their best to make the company the largest beverage group in Asia.

THP的主要品牌  
Main brands of THP



## 越南饮料市场

### Beverage market in Vietnam

在未来的5到10年间，越南饮料市场存在很大的发展空间。

It is estimated that there is a large space for growth of beverage market in Vietnam in 5 to 10 years.

目前，越南人均饮料消费量仅相当于世界人均消费量的1/6，相当于东南亚各国人均消费量的30%，果汁、矿泉水类的饮料，人均消费量仅相当于东南亚各国的1/7。越南3/4人口以茶水、白开水为日常主要饮料。在越南人的饮食开支中，饮料费用仅占7%，甚至在许多地方，这一比例仅为2%。

Currently, the average beverage consumption of Vietnamese is only 1/6 of the world average, 30% of those living in Southeast Asia. A Vietnamese consumes 1/7 juice and mineral water, compared to those living in Southeast Asia. About 3/4 Vietnamese drink tea and water at most times, but seldom drink beverages. Most Vietnamese spend only 7% of their food budget on beverages. In some places, this proportion is only 2%.

以越南大部分人口目前的平均收入以及传统习惯，果汁及矿泉水类的罐装及瓶装食品并非他们的必需品。在饮料的售价方面，目前越南的相关饮料售价相当高，较东南亚各国的售价高出70%至120%。由于越南政府过度放宽投资申请，出现了争相设立饮料生产企业的热潮，出现了生产能力闲置现象。大部分啤酒及饮料生产厂仅生产设计产能的30%至40%，甚至有的厂家仅生产15%的设计产能。

Considering the average income and traditions, it is able to say that juice, mineral water, and other bottled or canned beverages and foods are not the basic necessity for the Vietnamese. Beverages are sold at relatively high price, 70% or even 120% higher than those sold in other countries in Southeast Asia. Since there are too many beverage companies, established as a result of a government policy for encouraging investment, there is a large unutilized capacity in beverage industry. The production of most beer and beverage companies is only 30-40% of designed capacity. In some cases, this can be as low as 15%.

目前，由越南郡县级政府管辖的饮料生产商共有176个，专业检查及管理过度放松。据抽样检验结果显示，市场上80%的矿泉水样品不符合标签上所标示的标准。此外，越南生产饮料的原料供应未得到



位于胡志明市的THP总部  
THP Headquarters in Ho Chi Minh City.



12000BPH热灌装设备在THP绿茶生产现场  
12,000 BPH hot filling equipment in the green tea producing site of THP

重视，啤酒及汽水类饮料的生产原料70%至80%依靠进口，本国果汁潜力也未获得开发。预计今后5至10年，随着越南国民收入的提高，越南饮料市场将有很大发展。

There are a total of 176 beverage companies run by county governments in Vietnam. There is less or none professional inspection or administration for these companies. A sampling survey revealed that 80% mineral water products cannot satisfy the standard marked on their labels. In addition, local materials are not utilized sufficiently. About 70~80% materials for beer and soda products are imported from other countries. Despite a country with large output of fruits, there are few juice products in Vietnam. However, it is estimated that within 5~10 years, there will be a large increase of national income and the Vietnamese beverage market will grow consequently.

## THP选用达意隆12000BPH、28000BPH热灌装线

THP purchased 12,000 BPH and 28,000 BPH hot filling lines from Tech-Long

**达**意隆与越南槟城(以下简称“THP”)的初步接触是在2004年，双方在当年的12月签定了第一台RJM10全自动吹瓶机，这是达意隆在越南市场上的第一台设备。2005年4月，随着饮料生产旺季的到来，THP又向达意隆订购了2套高压气源，一条12000BPH热灌装整线及一条6吨豆奶线；同年9月，又订购了一条6吨豆奶线以及一套18吨茶饮料前处理系统，总金额高达500多万美金。

The first contact between THP and Tech-Long occurred in 2004. In December, THP purchased a RJM10 automatic blow moulding machine from Tech-Long. This machine became the first Tech-Long equipment sold to Vietnam. In April 2005, THP ordered two sets of high-pressure air source products, one 12,000 BPH hot filling line, and one 6000Lsoy milk production line from Tech-Long to satisfy the high market demands in peak season. In September, THP ordered another 6000Lsoy milk production one and a set of 18000L tea pre-treatment system. The contracted



THP瓶装茶产品  
Some THP products

value of this order was USD 5 million.

THP所有订购的设备均顺利如期安装调试及投产，2005年12月，12000BPH的热灌装设备首先在THP运转，在生产过程中运行平稳顺畅，在整个越南饮料行业中产量久居第一；2006年3月，第一条6吨豆奶线全线投产；2006年11月27日，RJM10吹瓶机全面验收，于12月正式投产，产量已经超过12000BPH，超出了常规产量的近3000瓶；随后，18吨前处理的安装调试完成全线投产；目前，第二条6吨豆奶线的前处理工程安装调试也已到尾期部分，即将全面投产。在整个设备安装调试及顺利投产阶段，达意隆设备在生产中的稳定性及可靠性得到了用户的充分认可。

All equipments THP purchased were installed, test run, and put into production within schedule. The first Tech-Long equipment purchased by THP, which was a 12,000 BPH hot filling line, ran stably and smoothly during production, and remained to be the line with the largest output in the Vietnamese beverage industry for a long time. In March 2006, the first 6000Lsoy milk line was in production. On November 27, 2006, the RJM10 blow moulding machine passed acceptance inspection and was put into production in December, which production exceeded 12,000 BPH, much higher than the regulator production (about 3,000 BPH). Later, the 18000L pre-treatment system was installed, test run, and put into production. Currently, we are helping THP to

install the pre-treatment system of the second 6000Lsoy milk line. This work is in the final phase and will be completed very soon. THP was satisfied with the stability and reliability of Tech-Long equipments during installation, commissioning of these equipments and test production.

2007年6月20日，THP又与达意隆签定了一条28000BPH的热灌装整线，包括3台RJM14全自动吹瓶机、1台RJM10全自动吹瓶机，一套16T/H茶汁前处理系统、一套10T/H二级RO反渗透系统以及后段包装部分的90箱/分钟、45箱/分钟的膜包机和25箱/分钟的纸箱裹包机，用来生产豆奶及绿茶产品，订单总金额超过400万美元，标志着达意隆与THP已进入密切深度的合作阶段。

On June 20, 2007, THP ordered another 28,000 BPH hot filling line, including three sets of RJM14 automatic blow moulding machines, one set of RJM10 automatic blow moulding machines, one set of 16T/H tea pre-treatment system, one set of 10T/H secondary RO reverse osmosis system, 90 case/min and 45 case/min film packers, and 25 case/min case packers. This line will be used in production of soy milk and green products, and the contracted value exceeds USD 4 million. This purchase is considered the symbol of a closer collaborative relationship between THP and Tech-Long.

Text and pictures by: Tech-long Adam.Luo



达意隆36000BPH灌装线在杭州农夫山泉运转  
Tech-Long 36,000 BPH filling line running smoothly in the producing site of Nongfu Spring, Hangzhou



杭州农夫山泉果汁生产现场  
Juice producing site of Nongfu Spring

## 杭州农夫山泉36000BPH灌装线 安装调试成功

Successful installation and commissioning of 36,000 BPH filling line in Nongfu Spring, Hangzhou

农夫山泉杭州千岛湖工厂是农夫山泉集团最大的生产基地，今年又新增两条达意隆的36000BPH瓶装水灌装线及一台RJM14全自动吹瓶机，用来生产380ml、550ml、1000ml的农夫天然水。

The Qiandao Lake Factory is the largest producing site of the Nongfu Spring Group. In this year, the factory purchased two Tech-Long 36,000 BPH water bottling lines and one set of RJM 14 automatic blow moulding machines for production of 380ml, 550ml, and 1000ml Nongfu Spring natural water products.

项目小记

2006年11月27日，达意隆与农夫山泉在杭州签订了包括3条36000BPH天然水生产线、1条20000BPH热灌装生产线、1条1600BPH 5L天然水生产整线在内的共5条生产线及两台全自动旋转式吹瓶机的购买协议，现所有设备都已经通过严格的专业出厂测试后到达农夫山泉各个生产工厂。

### Project review

On November 27, 2006, Tech-Long and Nongfu Spring signed an agreement on purchase and sale of three 36,000 BPH natural water production line, one 20,000 BPH hot filling line, one 1,600 BPH 5L natural water production line, and two sets of automatic rotary blow moulding machine. All equipments have

passed strict inspections and delivered to relevant producing sites of Nongfu Spring.

在与达意隆合作之前，农夫山泉使用的全部都是来自德国、意大利的进口设备，为确保项目的成功，达意隆派出最强的技术班底和最优的生产组织管理队伍，在机械设计和快速更换及自动化控制等电气设计上严格控制，派出最有经验的工程师前往现场安装调试，目前千岛湖工厂两条生产线都及吹瓶机都已经正常投产，运转顺利。

Before cooperating with Tech-Long, Nongfu Spring purchased all equipments from Germany and Italia. To ensure successful project implementation, we have sent our best engineers and production management staff to control mechanical design and electric design such as fast switching and automatic control. We also sent our most experienced engineers to the site for installation and commissioning. Currently, the two lines and blow moulding machines in the Qiandao Lake Factory have been installed and put into production.

Text and Pictures by:Tech-long Feng Hong

位于杭州千岛湖景区的农夫山泉工厂  
A producing site of Nongfu Spring in the Qiandao Lake scenic area



杭州农夫山泉生产现场  
Producing site of Nongfu Spring





澳大利亚可口可乐指定工程监管公司FABS技术经理皮埃尔 (Technical Manager Mr.Pierre Rietsc)在达意隆设备调试现场  
Mr. Pierre Rietsc, Technical Manager of FABS, an official engineering supervision partner of Coca-cola Australia, is in a site commissioning Tech-Long equipment.

达意隆24000BPH热灌装线调试现场  
Commissioning of 24,000 BPH hot bottling line

# 澳大利亚可口可乐24000BPH热灌装线 安装调试成功

## Successful Installation and Commissioning of 24,000 BPH Hot Bottling Line in Coca-cola Australia

### 项目背景 Project Background

澳大利亚可口可乐公司（以下简称CCA）布里斯班厂已有PET碳酸饮料灌装线。本项目的目的是将此灌装先改造成热灌装线，以灌装Powerade运动饮料、茶（Nestea）和果汁(Fruitopia)。适用不同的瓶盖及瓶型。

CCA Brisbane Plant has an existing PET bottling line that produces Carbonated Soft Drinks. This project aims to convert this Line to a Hotfilwl line, for Powerade Isotonic drinks, teas (Nestea)& fruit juices (Fruitop[ia), utilizing a variety of closures and bottle designs.

### 设备清单 Equipment List

12吨/小时杀菌机（6吨/小时至12吨/小时可调），全自动控制  
Pasteurizer 12000L/H (Adjustable from 6000L to 12000L), fully automatic control

24000瓶/小时洗瓶、灌装机，全自动控制  
24000BPH (600ML)Rinser/Filler TECHLONG(60\*50), fully automatic control

倒瓶链，由客户现场的MCC控制  
Bottle Cooling Tunnel, fully automatic control, this would be integrated in filling PLC/Panel

风道，由客户的PLC控制  
Air Conveyor, Controlled by CCA PLC

实瓶输送链，由客户的PLC控制  
Full Bottle Conveyor, Controlled By CCA PLC

风刀式吹干机，配备独立的机座  
Blow dryer with independent base

工程服务，包括安装调试，备品备件及操作维修培训  
Engineering Service, including installation and commissioning, spare parts, operation & maintenance training.

### 项目小记 Equipment List

从2006年12月16日，达意隆与CCA在广州正式签定



澳大利亚可口可乐工程经理Mr. Dennis Morris与达意隆外籍专家Inde Soor  
Mr. Dennis Morris, Engineering Manager of Coca-cola Australia, and Mr. Inde Soor, an expert of Tech-Long



澳大利亚可口可乐桶装水工程总监Mr. Hobby Darrell(右二)与达意隆副董事长王忠(左二), 外籍专家Inde Soor(右一), 国际部总经理张胜在达意隆合影留念。  
CCA National Plant & Manufacturing Manager Mr. Hobby Darrell (right 2), Tech-long Vice Chairman Wang Zhong (left 2), foreign expert Inde Soor (right 1) and General Manager of International Department Zhang Sheng in Tech-long.

购销合同, 到2007年6月11日, 整线设备通过严格专业的出厂测试后包装船, 达意隆在只有半年的时间里, 凭借不断提升的技术, 逐渐完善的工程管理系统, 以及丰富的与国际大公司的合作经验, 达成了以中国制造的价格和速度打造欧洲高标准设备的目标。

From December 16th 2006, when CCA and Techlong formally signed the purchasing and selling contract in Guangzhou to June 11th 2007, when the whole line equipments was dismantled and packed after passing CCA's high standard and professional Factory Acceptance Test, during this only 6 months period, Techlong successfully achieved the aim of manufacturing products meeting European standard, with Made-in-China speed and price.

为确保项目的成功, 达意隆派出最强的技术班底和最优的生产组织管理队伍, 与CCA指定的几乎代表欧洲最高标准的专业工程监理公司合作。在机械设计尤其是卫生级设计和快速更换及自动化控制等电气设计上一次又一次的讨论。并在设计和生产中做出了近六十处的细节改动。在不停的发现问题, 讨论问题, 解决问题的过程中, CCA 及其工程监理公司充分地感受到达意隆特有的开放创新不断进步的精神, 感叹在达意隆体现的中国制造的神奇魅力, 而达意隆也在对国际标准的认知上和工程管理有了长足的进步。

To assure the success of this project, Techlong has assigned the strongest technical team and production organization,

to cooperate with the professional engineering supervision company, as CCA pointed, which represents almost the highest standard in Europe. During the cooperation, abundant technical meetings are held on the mechanical design, esp hygienic design and quick changeover, and automatic electrical design, more than 60 modifications in details are made during designing and manufacturing. In this process of discovering, discussing and solving the problems, CCA and the engineering supervision company adequately receipt Techlong's spirit of open, innovation and keep progressing, acclaim the enchantment of made-in-China, embodied by Techlong.

正像全程跟踪CCA项目的工程监理公司专家所说, CCA项目的顺利完成不是结束, 而是达意隆在更高起点上的新开始。

Just as the expert in the engineering company, who follows this project from the beginning says that the successful manufacturing of this project is not the end, it's the new start of Techlong, new start with higher jump-off point.

Text by: Tech-long Robbin.Jiang



雪山环绕的阿拉木图  
Alma-Ata, a city surrounded by snow mountains

## 哈萨克斯坦经济重镇阿拉木图 Alma-Ata, a City of Great Economic Importance in Kazakstan



津科夫大教堂教堂高54m, 是世界上9大木制结构教堂之一

Zenkov Cathedral, with a height of 54 meters, is one of the nine most famous wooden church buildings in the world.

**阿**拉木图(alma-ata)是哈撒克斯坦的科学、文化和经济中心, 也是一座风光独特的旅游城市。它位于哈撒克斯坦东南部、天山北麓外阿赖山(中国称外伊犁山)脚下的丘陵地带, 三面环山, 面积190平方公里, 海拔700-900米。它以盛产苹果著称, 阿拉木图在哈撒克语中的意思就是苹果城。阿拉木图于1930年通铁路, 此后发展迅速。在第二次世界大战中发展起来的机械制造业, 食品工业和轻工业均占有很大比重。经过多年的发展建设, 阿拉木图已成为一座现代化城市。市区布局整齐, 满目苍翠, 有宽阔平坦的林荫道, 还有许多公园和果园, 是中亚地区最美的城市之一。

Alma-Ata is a center of science, culture, and economy in Kazakstan. It is also a city with unique landscape for sight-seeing. Located in a hilly terrain in the southeast of Kazakstan, at the foothill of Zailisky Alatau (which is called External Yili Mountain by the Chinese), Alma-Ata has three sides facing



位于阿拉木图的哈萨克斯坦ATAKEHT国际会展中心  
Atakeht International Conference and Exhibition Center,  
Alma-Ata, Kazakstan



哈萨克斯坦的游牧民族  
Nomad of Kazakstan



Maxi Tea品牌冰红茶  
Maxi Tea ice tea

mountains. Its area is 190 square kilometers and the altitude of the city is 700~900 meter. Alma-Ata is famous for its apple production. Its former name, Almaty, means “the city of apples” in Kazakstan language. The city experienced a fast growth after the establishment of its railway system in 1930. Machine building, food, and light industries, which developed during the Second World War, are the main industries of Alma-Ata. After years of development, Alma-Ata is now a modern city with ordered urban layout, gardens, parks, boulevards, and orchards. All these make Alma-Ata one of the most beautiful cities in Central Asia.

阿拉木图的市内建有潘菲洛夫师二十八英雄公园，园内设立荣誉纪念碑、纪念林荫道和长明火。在纪念林荫道上，庄严地矗立着28座刻有二战时在莫斯科战役中阵亡的28名潘菲洛夫师英雄名字的纪念像，令人肃然起敬。惊叹于英雄们的不非战功，感悟于英雄们奋勇抗敌的胆略。潘菲洛夫师二十八英雄公园里有一座津科夫大教堂。教堂高54m，是世界上9大木制结构教堂之一。惊奇的是，在整个教堂的建设中，没有使用一根铁钉，叫人啧啧称奇。据当地人讲，1911年曾经发生过里氏10级的强烈地震，地震后教堂毫发未伤，依然耸立，叹为奇迹。

In the center of Alma-Ata, there is a 28 Panfilov Guardsmen Park (Panfilov Park), named after 28 heroes of World War II, which is decorated by monument, memorial alley, and long-last fires. In the memorial alley, there stand solemnly 28 sculptures built for commemorating the braveness and courage of 28 heroes of the Panfilov Division who died for protecting Moscow in World War II. The Zenkov Cathedral, which is located in the Park, is 54 meters in height, and one of the nine most unique wooden buildings in the world. It is amazing that this Cathedral survived the M10.0 earthquake in 1911, despite the fact it is built entirely of wood and constructed without nails.

### 阿拉木图市是哈萨克斯坦最大的饮料市场

阿拉木图市是哈萨克斯坦最大的饮料市场，该市销售的饮料共有40多个品种。在哈国，饮料价格是由市场自行调节，80%的果汁饮料价格在120-150坚戈/升左右，低于100坚戈的果汁饮料占市场份额的13%，高档优质果汁饮料占市场份额的4%—6%。虽然居民购买能力在增长，但大部分消费者能够接受的仍然是中低档饮料的价格，高档饮料很少有人去买。根据哈国一社会研究机构的资料，消费者也已经不再像以前特别偏重于价格，而是更注意饮料的质量。

### Alma-Ata has the largest beverage market in Kazakstan

With more than 40 kinds of beverage sold in the market, Alma-Ata is the largest beverage market in Kazakstan. In Kazakstan, beverage price is decided by market. The price of 80% juice beverages is 120~150 Tenge/liter. The share of juice beverages which price is lower than 100 Tenge/liter is 13%, while the share of high-end juice beverages is about 4~6%. Although the purchasing power of local people is increasing, most consumers can only accept beverages with medium to low price, and few people are buying high-end beverages. Another thing to be mentioned is that according to findings of a Kazakstan social survey institute, consumers concern more on the quality, but not price any more.

## 灌装线在阿拉木图

## Galanz Bottlers及Gold Product公司的应用

### Application of bottling lines in Galanz Bottlers and Gold Product, Alma-Ata

Galanz Bottlers Co., Ltd. is a local beverage company producing H2O 5-gallon bottled water, Maxi Tea (iced red/green tea), Maxi Cok (fruits juice), Sevens (bottled purified water), and some other products. In 2004, Galanz Bottlers purchased a 8,000 BPH hot bottling line from Tech-Long and put the line into production in the summer. Products made using Tech-Long line were sold well in the market, and at times the supply couldn't meet the demand for them, largely due to their price, which was lower than foreign brands, and their taste that matched with that of local people.

Headquartered in Alma-Ata, Galanz Bottlers Co., Ltd. is a local beverage company producing H2O 5-gallon bottled water, Maxi Tea (iced red/green tea), Maxi Cok (fruits juice), Sevens (bottled purified water), and some other products. In 2004, Galanz Bottlers purchased a 8,000 BPH hot bottling line from Tech-Long and put the line into production in the summer. Products made using Tech-Long line were sold well in the market, and at times the supply couldn't meet the demand for them, largely due to their price, which was lower than foreign brands, and their taste that matched with that of local people.

2005年Galanz Bottlers又向达意隆订购了两套五加仑生产线，有效扩大了其市场供应能力。继“Maxi Tea”品牌冰红茶和冰绿茶销售成功后，Galanz Bottlers不断努力开发新产品，加大投资，扩大市场份额。2006年下半年再次与达意隆签订了一台12000BPH热灌装机，用于第一条8000BPH热灌装的改造；另外又添置了一台20000BPH纯净水生产线及一条12000BPH热灌装生产线。

To increase capacity, Galanz Bottlers further purchased two 5-gallon lines from Tech-Long in 2005. In view of the successful performance of Max Tea iced red/green tea in market, Galanz Bottlers increased its investment on R&D activities for a larger market share. This is why Galanz Bottlers ordered one 12,000 BPH hot bottling line, which was used in modification of the existing 8,000 BPH hot bottling line, as well as one 20,000 BPH hot bottling line for production of purified water and one 12,000 BPH hot bottling line in the second half of 2006.

2007年3月，第一条8000BPH热灌装线改造完成，产量提升到12000BPH；2007年6月，20000BPH的纯净水生产线和12000BPH的热灌装生产线全线投入生产。

In March 2007, the modification of the existing 8,000 BPH line was completed and the capacity of the line increased to be 12,000 BPH. In June 2007, the 20,000 BPH hot bottling line for production of purified water and

the 12,000 BPH hot bottling line above-mentioned were installed and put into production.

Gold Product公司是阿拉木图一家外资合资的食品生产企业，主要产品是葡萄酒等酒类产品，在当地享有较高的知名度和良好的信誉度。2004年该公司高层决定开发饮料产品，在同年底与达意隆签订了一条8000BPH瓶装水线和一条1200BPH 5L瓶装水线，所有设备在2005年已全线投入使用。

Gold Product is a joint-venture producing foods. Its products are mainly wines and other liquors. Gold Product has a good reputation in Alma-Ata. In 2004, the company decided to produce beverage products and in the end of the year, it ordered one 8,000 BPH water bottling line and one 1,200 BPH 5L water bottling line from Tech-Long. All these lines were completed and put into production in 2005.

*Text and pictures by: Tech-Long Grace Li*

Gold Product的品  
“BANCAP”含汽纯净

The BANCAP carbonated purified  
water of Gold Product



## 银鹭集团新增RJM20全自动吹瓶机， 达意隆设备首次配合无菌冷灌装生产

Yinlu Group Ordered Two RJM20 Automatic Blow  
moulding Machine, First Aseptic Cold Bottling Production  
Using Tech-Long Equipments

2006年的9月和12月，达意隆与厦门银鹭集团先后签定两台RJM14全自动吹瓶机和一台36000瓶/小时灌装机的订单，到2007年4月初第一台RJM14全自动吹瓶机设备通过严格的厂内测试后交付客户，从设备定位、安装、调试、设备试生产至达到合同要求22000瓶/小时产能的正常生产，仅用了一个月时间，并于2007年5月中旬通过了银鹭集团的验收。达意隆凭借不断提升的技术和设备加工能力，进一步说明了自动吹瓶机设备稳定性和产能都已达到世界先进水平。

In September and then December, 2006, the Yinlu (Xiamen) Group and Tech-Long signed contracts on purchase and sales of one RJM14 automatic blow moulding machine and one 36,000 BPH bottling machine. The RJM14 automatic blow moulding machine was delivered to Yinlu in April 2007, after passing strict inspections. It took only one month for the machine to be positioned, installed, commissioned, and test run before it passed the acceptance inspection carried out by Yinlu's quality control division. Through constantly improved technology and equipment building capability, Tech-Long has shown to all that the stability and capacity of its automatic blow moulding equipments are leading products in the industry.

银鹭集团在与达意隆第一次整机供应合作的过程中，确定了达意隆设备在机械设计、设备稳定性上和自动化控制等电气设计上都完全达到了取代先进的进口整机设备，并于2007年7月与达意隆签定了两台RJM20全自动吹瓶机和一台RJM14全自动吹瓶机用来与其无菌冷灌装生产线配套生产无菌灌装产品。

Through its first cooperation with Tech-Long, Yinlu confirmed

that Tech-Long equipments, with good mechanical design, stability, and electric design (such as automatic control), can be used as the substitute of foreign equipments. As a result, Yinlu ordered two sets of RJM20 automatic blow moulding machines and one set of RJM14 automatic blow moulding machine in July 2007, which machines will be installed on its aseptic cold bottling line for production of aseptic products.

银鹭集团在无菌灌装生产技术方面一直处于领先地位，早在2003年就引进了无菌冷灌装生产线，这条生产线代表着饮料行业的最先进水平，银鹭集团选择达意隆的RJM20全自动吹瓶机来配套其无菌生产线，是对达意隆设备的又一个新的挑战。

Yinlu has been leading the industry in the area of aseptic bottling techniques. In 2003, Yinlu introduced an aseptic bottling line, which was the most advanced production line in the industry at that time. To Tech-Long, it will be a challenge to manufacture a RJM20 automatic blow moulding machine that will be integrated into the most advanced aseptic production line in the industry.

*Text by: Tech-Long Qiongqiu.Zheng  
Pictures by: Tech-Long Mukee*





## 因为有你，世界如此美丽

### 达意隆爱心资助希望工程

*The World is so Beautiful  
Because Of You*

*Tech-Long's Donation to the Hope Project*

六月了，这个美丽的季节是属于孩子的。早有  
人把孩子比做初升的太阳，朝气蓬勃，承载  
着国家和民族的希望，童年也是每个人的人生中最  
美丽的一段时光。

June is a month for children, who are frequently called the  
sunshine and hope of a nation. For most people, childhood is the  
best memory in life.

但遗憾的是，并不是每个人的童年都充满了阳光，  
还有很多孩子的童年是残缺的，因为他们跟别的孩  
子不一样，他们也许没有可爱的爸爸，或慈爱的妈  
妈，甚至于父母全失，寄人篱下。当连一个完整的  
家都没有的时候，他们所面临的经济问题就会直接  
影响到他们受教育的机会甚至是将来的人生道路。

However, it is a pity that not all children have a happy childhood.  
Some children do not have a kind father or mother, or have lost  
both them. They don't have a chance to receive proper education,  
which is extremely important for their future.

为了使一些孩子能够重返快乐的校园，达意隆销售  
总部在2006年12月组织了“希望工程爱心资助”活  
动。在活动中，每个同事都积极踊跃的参与到其  
中，这次活动共筹集了两个孩子邓蔓蔓和陈银小朋  
友的小学期间的全部学费，帮助他们完成小学阶段  
的全部学业。此后，销售部同事一直在关注着这两  
名孩子的学习及生活情况，曾多次与两位孩子取得  
联系，向其老师及其家属询问孩子近况，与孩子建  
立了良好的关系。特别是进出口部的万成文经理得  
知孩子的情况后，将一整套《西游记》刊物邮寄给  
了孩子。

To help children back to school, the Sales Division of Tech-  
Long initiated a "Donation to the Hope Project" in December  
2006. Many employees of Tech-Long participated in this event.  
The sum of donation was enough for paying all the tuition for  
primary school of two children, one is named Deng Man Man,  
and the other is Chen Yin. After the donation was sent to the  
two children, employees in Sales Division kept contact with  
them. They paid attention on the children's daily life and their





希望工程回赠给达意隆的爱心明信片  
The postcard from the Hope Project



邓蔓蔓小朋友寄给达意隆的感谢信，虽然稚气，但非常真挚  
The words in the letter from Deng Man Man, a little child, are childish but sincere.

performance in school, and established good relationship with the children. Wang Cheng Wen, the manager of the Import and Export Division, sent a full set of Record of a Journey to the West to the children, after hearing that they did not have books to read.

2007年的春天，我们收到了两份特别的礼物----邓蔓蔓小朋友及其养父的来信和陈银小朋友的名信片。在与陈银小朋友的电话联系中以及其班主任口中我们了解到陈银小朋友在性格方面比较以前开朗很多，并且在本学期数学考试中取得了优异的成绩；邓蔓蔓小朋友在信中表示一定不会辜负叔叔阿姨对她的期望，会加倍努力学习。蔓蔓的养父称，感谢达意隆解决了他们家的经济困难，并表示不管经济有多么困难，也要让蔓蔓继续读书！“六一”儿童节到了，我们分别给两个孩子送出了书包、文具、图片等物品做为节日礼物。在得知陈银小朋友很喜欢画画时，又送去了一整套的图画书及画笔等等。大家都认为帮助这两个孩子已经成了所有同事的甜蜜的责任和义务，大家将一如继往地关注着这些孩子的成长，并一起分享彼此的进步与快乐。

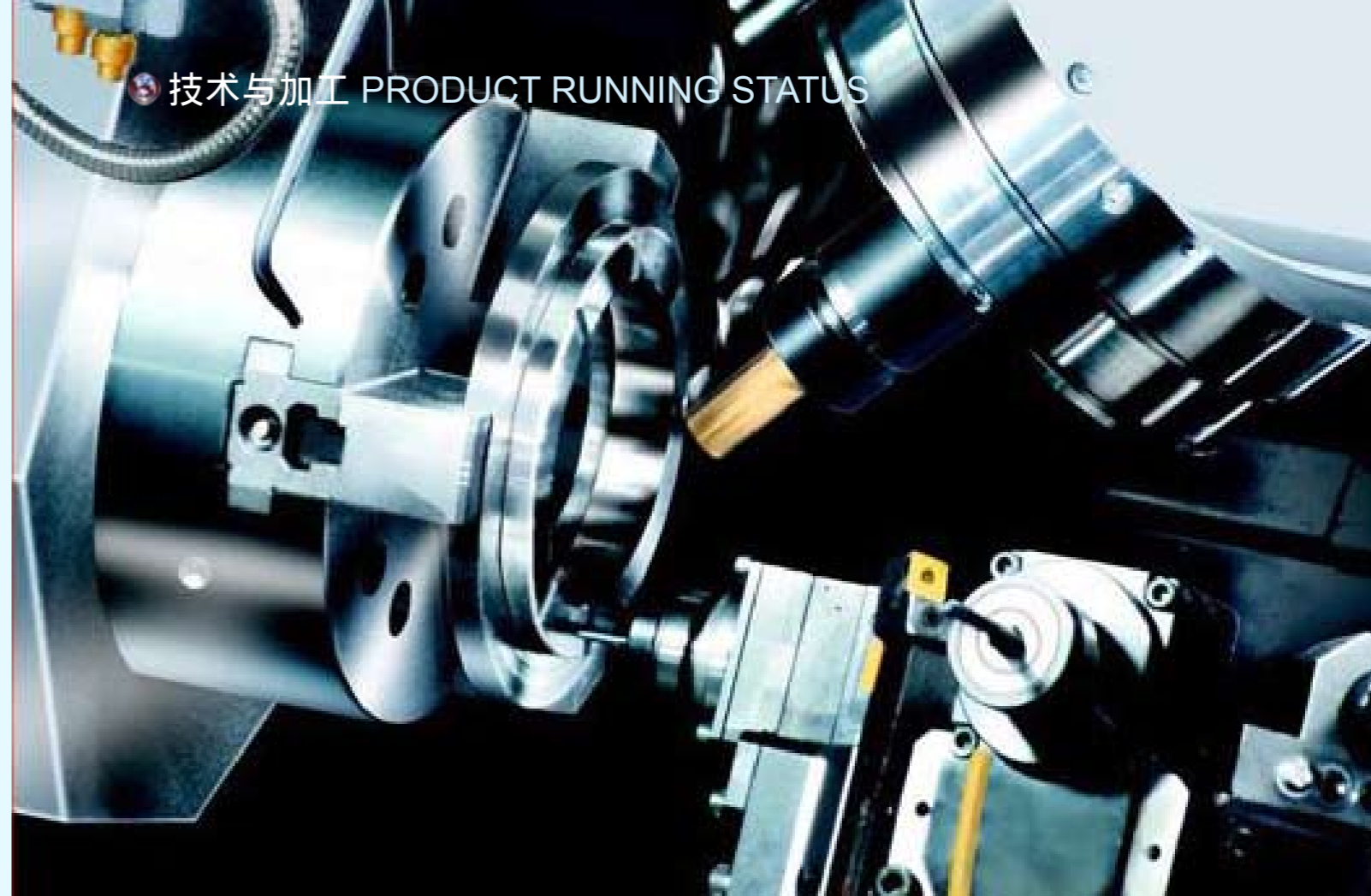
In the spring of 2007, we received two precious gifts. One was the letter from Deng Man Man and the step-father. The other was a postcard sent by Chen Yin. Through telephone and talking with teachers, we were happy to know that Chen Yin, who was depressed before, lived a happy life now and achieved high score in the math test in this semester. Deng Man Man, had said in her letter that she would work hard and not let the uncles and aunties that had helped her down. The step-father of Deng Man Man thanked Tech-Long employees and commented that he would do his best to let Deng finish her education, no matter

how hard it would be. Before June the first, the Children's Day, we sent schoolbags, stationeries, pictures, and other gifts to the children. On hearing the Chen likes drawing, we sent him a full set of picture books and paint brushes. In fact, we have taken it our responsibility to help the two children. In the future, we will keep on watching them grow up and share with them happiness and growth

童话中的灰姑娘不幸的同时又是幸运的，因为她遇到了心爱的王子，幸福就替代了哀伤，这不仅仅是童话里才有的。还记得小时候大家都听过的那首歌吗：“只要人人都献出一点爱，世界将变成美好的人间”。我们会把这份爱心延续，也祝愿这些可爱的孩子在祖国的花园里健康快乐地成长，少一些遗憾，多一份快乐与幸福！

Cinderella lived a miserable life but finally a happy one after she met the prince. Such a fairy tale can come true as long as there are love and care in the world. Just as expressed in the lyric of a song, that “The world will become a paradise if every body gives a bit of love to the others.” We will keep this love forever and help children to live a healthy and happy life.

Text and Pictures by: Tech-Long Huanhuan.Lv



技术与加工 PRODUCT RUNNING STATUS

## 卧式加工中心 有效提高加工性能

Horizontal Machining Center  
For Higher Machining Performance

日本山崎马扎克加工中心 MAZATECH FH6800/FH6000  
MAZATECH FH6800/FH6000 Machining Center

现代起亚卧式加工中心 KH63G  
Hyundai-Kia horizontal machining center KH63G

日本山崎马扎克加工中心  
MAZATECH FH6800  
MAZATECH FH6800  
Machining Center



马扎克Mazak, 崭新的加工理念  
Mazak, A brand new concept of machining

日本山崎马扎克公司是一家全球知名的机床生产制造商，公司成立于1919年，是国际著名的机床生产制造商，是世界机床产业技术革新的先驱。以日本，英国，美国，新加坡和中国为制造基地。其生产与销售网络遍布全球。凭借其产品的优良性价比，在近几年的国际机床销售市场上名列前茅。

Founded in 1919, Yamazaki Mazak is a globally famous manufacturer of machine tools and a leader of machine tooling technology. The company owns manufacturing bases in Japan, UK, US, Singapore, and China, and a global manufacturing and sales network. With good cost performance ratio of its products, Mazak ranked high in international machine tool market in recent years.

作为专业机床制造厂家，连续多年销售量保持全球第一。激光切割设备已在全球销售约8000台。产品素以高速度、高精度而在行业内著称，产品遍及机械工业的各个行业。山崎马扎克公司具有崭新的企业理念是：高质量、先进性、国际性。

As a professional machine tool manufacturer, Mazak kept the largest sales volume in the industry for many years. The company has sold approximately 8,000 sets of laser cutting equipments in the world. Famed for their high speed and high precision, Mazak products are applied in almost every section of mechanical industry. The vision of Mazak is "high quality, advanced, and international".

现代起亚, 始终追求用户最大的满意  
Hyundai-Kia Machine, for the maximum customer satisfaction

现代起亚机械是由“韩国现代汽车工作机械”和“威亚机床公司”两大机床公司于2005年1月组建而成。新组建的“现代起亚机械”有世界上最大的独立工厂，世界一流的现代化车间，年生产多种具有世界先进水平的通用机床和专用设备能力达8000台（套），产值超过20亿美元，跻身世界机床制造业特大型企业。

Hyundai-Kia Machine is formed after combination of Hyundai Automobile Working Machine and Weiya Machine Tools in January 2005. The new Hyundai-Kia Machine owns the largest independent factory in the world, equipped with first-class workshops. With a capability of manufacturing 8,000 sets of advanced general/special purpose machines and an annual production value exceeding US\$ 200 million, Hyundai-Kia is a giant in the global machine tool manufacturing industry.

为了适应现代化的需要，不断提高产品的竞争力，“现代起亚机械”始终把新产品开发放在第一位，目前已经拥有本部、德国和美国研发中心，在开发科研人员的人力和经费等方面的投入都远远超过了工作在一线的技术工人；在新产品开发的方面，以现场的产品开发为中心，致力于提高顾客的生产效率和设备持续运行的稳定性研究，始终把追求用户最大的满意做为前进的目标。

To meet the demand for modernization and constantly increase the competitive power of its products, Hyundai Kia Machine has always attached the highest priority on new product development. Currently, the company owns R&D centers in the Headquarter, Germany and the United States, and the resources allocated for R&D staffs are much higher than those for front line workforce. The company centers site R&D activities in new product development and is dedicated in achieving the maximum customer's satisfaction through unceasing efforts on researches for increasing efficiency and stability of customers' equipments.



现代起亚卧式加工中心 KH63G  
Hyundai-Kia horizontal machining center KH63G

2007年6月，机械加工事业部购进了FH6000、FH6800日本山崎马扎克卧式加工中心和KH63G韩国现代起亚机械有限公司的高精度卧式加工中心，设备总价达上千万元，6月23日设备运抵公司，7月份正式投入生产。

In June 2007, Machining Division purchased FH6000 and FH6800 Mazak horizontal machining centers and KH63G Hyundai-Kia high-precision horizontal machining center. The total value of these equipments is approximately RMB 10 million. The equipments were delivered on June 23 and put into production in July.

卧式加工中心的特点  
Features of horizontal machining center

>>大功率和高速一体化，主轴转速高达1000RPM；  
Powerful, high-speed, integrated, with 1,000 RPM rotating speed of main spindle.

>>床身采用密烘铸铁整体式床身结构，具有吸震，抗冲击的特点；  
Integrated CGI bed with good shock absorbing and anti-impact performance.

>>机床主轴采用整体式电主轴结构，传动平稳，转速高，制动快速，主轴采用中心冷却循环系统，可以将加工过程中产生的热量迅速带离机体，从而确保机床长时间加工的精度稳定性；  
Integrated main spindle allowing stable transmission, high rotating speed, and fast braking. The central cooling system quickly brings away heat occurred during machining operation to ensure precision stability of long-time machining operation.

>>机床导轨采用线轨，以及滚珠丝杠和电机驱动，滚珠丝杠同时也采用中心冷却循环系统，可以确保

丝杠长时间加工不变形，确保高精度，高快进速度。  
Motor-driving linear way with ball screw and central cooling for ball screw, preventing transformation of screw while allowing high-precision and feeding speed for long-time machining work.

这三台卧式加工中心可加工的最大工件尺寸为 1050mm~1000mm，最大工件重量为1500KG，定位精度为0.005mm，重复定位精度为0.0015mm。切削进给最快速度达40M/min，刀具交换时间4.5S，刀具容量40把，主电机功率30-37KW，可以0.001°单位分度的数值控制工作台旋转。

These three horizontal machining centers are featured of machining size  $\varnothing$  1,050~1,000mm, maximum weight of work piece 1,500kg, positioning precision 0.005mm, repetitive positioning precision 0.0015mm, maximum feeding speed 40m/min, cutter changeover time 4.5s, maximum number of cutters 40, main motor power 30~37KW, and can control rotation of the table at 0.001° scale mark.

卧式加工中心将提升  
吹瓶机的整体性能  
Horizontal machining center can increase the overall performance of blow molding machine

该卧式加工中心引进主要目的是解决达意隆高速旋转式吹瓶机动定套模架及支架的加工精度的技术瓶颈问题。  
The purpose of introducing horizontal machining centers is to resolve some bottlenecks related to machining precision of moving and fixed die carriers and support of Tech-Long high-speed rotary blow molding machine.

高速旋转式吹瓶机的加工核心技术部分就是动定模套及支架。过去，由于达意隆不具备加工该部分零配件的硬件设施，使得该部分零配件不得不发外加工，受外协加工方的技术能力及加工硬件设施的限制，使得动定模套及支架一直都存在一定的问题，并影响着吹瓶机整体质量及性能的提高。

随着卧式加工中心设备的投入使用，今后，高速旋转式吹瓶机的加工技术核心部分将完全由达意隆控制，高速旋转式吹瓶机整体性能的全面提升将指日可待。

Text by: Tech-long Jianhui.Wang  
Pictures by: Tech-long Mukee

# 迪拜， 沙漠中的奇迹

## Dubai, A Miracle in Desert



迪拜的地标性建筑物--阿拉伯塔  
The Arabian Tower: A Landmark of Dubai

### 悄然崛起的阿拉伯城市 Growing Arabian city

**迪**拜是阿拉伯联合酋长国的第二大酋长国，位于阿拉伯半岛中部，阿拉伯湾南岸，与南亚次大陆隔海相望，出入波斯湾霍尔木兹海峡内湾的咽喉地带。迪拜沿海岸线呈西南到东北的走向，长115公里，最宽处10余公里。迪拜酋长国的大部分是荒无人烟的沙漠，但迪拜市却是一个融合了阿拉伯文化、西方文化和南亚文化的新兴城市。

Dubai is the second biggest emirate in the U.A.E. It is located in the middle part of the Arabia, south to the Persian Gulf, and a gulf away from the South Asia Subcontinent. It is a key position in the inner part of the Strait of Hormuz. The coastline of Dubai runs from southwest to northeast, about 115km long, with the widest part being 10km in width. Although most part of the emirate is desert, the city of Dubai is, however, a growing city with a combination of Arabian, Western, and South Asian cultures.

迪拜有从未被破坏过的美丽海滩和充满神秘色彩的沙漠奇景，有全球首家七星级酒店、最大的室内滑雪场和最壮观的超大客机航队，还有世界级的购物天堂和展示着顶级奢华的娱乐场所.....而这里曾经只是一个小小渔村。

Here in Dubai, you can find unpolluted beach, mysterious desert, the first seven-star hotel in the world, the largest indoor ski run, the most magnificent super fleet of aerobus, world-class shopping centers, and top-class entertainments, despite of the fact that not long time, Dubai was just a small fishing village.

十几年前，迪拜鲜为人知，许多人只知道首都阿布扎比和最早与中国通航的沙迦酋长国。那时候，迪拜虽然依靠优越的地理位置成为一个贸易转口城市，但仅占阿联酋总面积的5%的3885平方公里的迪拜酋长国，经济不发达，城市规模很小，石油储量仅占阿联酋石油储量的5%，大面积的沙漠使这个年轻且资源有限的酋长国的前景没有被世人关注和看好。

Just one decade ago, most Chinese people knew little about Dubai. They knew Abu Dhabi, which is the capital of U.A.E, and Sharjah, which is the first emirate of U.A.E that opened air traffic to China. As for Dubai, though has a good geographic

DUBAI上世纪九十年代的锡克扎义德大道荒无人烟

The Sheikh Zayed Road, Dubai, a desolated land in 1990s





DUBAI自由开放的进出口贸易，忙碌的港口  
Free and open import and export trade, busy harbor



DUBAI街头的露天咖啡厅  
Open air coffee, Dubai



DUBAI传统与现代建筑交相辉映  
Contrast between traditional and modern buildings



DUBAI保留着悠久的历史古迹，这个博物馆就记录着迪拜人的历史故事  
Many historic sites are well preserved. This museum witnessed the history of Dubai.

position and is famous for entrepot trade, people did not think it has a promised future because its area is just 3,885 square meters, about 5% of the area of U.A.E, mostly desert, and its petroleum reserve is just 5% of the total reserve of U.A.E.

迪拜1966年发现石油，到了90年代以后，迪拜发生了脱胎换骨的变化。鳞次栉比的摩天大楼在霍尔河畔奇迹般地崛起，如今，四通八达的柏油大马路、川流不息的奔驰宝马、鳞次栉比的摩天大楼、风格各异的寺庙。与之相伴的还有绿树成荫、鲜花夹道、芳草成坪，然而如果不是那一片片尚未建设的沙地，如果不是花草下面的沙子，你绝对不相信这是一个完完全全建造在沙漠之中的奇迹之城。

However, Dubai changed thoroughly in the 1990s, about 30 years after the first oil field was detected in its territory in 1966. Rows of skyscrapers grew up miraculously from the riverside land. On the well-established asphalt roads, there run countless cars, mostly expensive cars such as Mercedes Benz and BMW. There are temples, trees, flowers, and lawns. If it's not because those construction sites in desert and sand under flowers and lawns, you will not believe that this beautiful city is one that is built on desert.

### 经济多元的国际化城市 An international city with multi-sector economy

迪拜城由一条海湾穿过，流经15公里长的土地，把迪拜分为两部分。南部是酋长国官方活动的所在地，北部是贸易中心。迪拜酋长国长期奉行自由经济政策，用石油美元建成了一系列现代化的配套基础设

施。迪拜奉行经济多元化政策，使迪拜成为最少依赖石油的产油国。迪拜凭借其先进的设施和优越的地理位置以及转口贸易等优势，向商业、贸易、旅游方向发展。目前迪拜的非石油产业已大大超过石油产业，确立了其经济首都和本地区最重要的转口贸易、交通运输、旅游和购物中心的地位。

A river runs through the 15km long land and divides the city into two parts. The southern area is the place for government activities, and the northern area is a commercial center. The emirate government implements a free-trading policy and builds a series of modern infrastructures using oil dollars. The multi-sector economic system makes it possible for Dubai to depend less on oil compared with other oil-producing states. With well-established facilities, advantageous position, and fast-growing entrepot trade, Dubai focuses its development on commerce, trade, and tourism. Currently, the none-oil industries in Dubai are growing much faster than oil industry. This makes Dubai the "economic capital" of U.A.E and the most important regional center of entrepot trade, transportation, tourism, and shopping.

自1995年以来，迪拜政府加大经济多元化的力度。旅游业和知识型产业是重头戏，各种特殊功能的自由贸易区是城市蓝图中的亮点，比如，迪拜因特网城 (Dubai Internet City)、迪拜媒体城 (Dubai Media City)、迪拜生物科技园区 (Dubai Biotec)、迪拜工业城 (Dubai Industrial City) 等12个以上的自由贸易区。其中建立迪拜国际金融中心也是经济多元化的主导政策之一。

From 1995, the government enhanced its policies for promoting multi-sector economy, which focused on tourism and knowledge industries. In the blueprint of this city, there are 12 free trade zones with special functions, including the Dubai Internet City, Dubai Media City, Dubai Biotec, and Dubai Industrial City.

Another main policy of the government is to make Dubai an international financial center.

迪拜位于欧亚大陆的中间地带，得天独厚的地理位置给迪拜一个绝好的机会，2002年5月20日政府启动了建立世界金融中心。2004年9月，迪拜政府创立了DIFC，将金融服务业作为仅次于旅游业的重点开发产业。这个被称为“自给自足的小型国家”。如今已向世界各地的企业敞开了大门，欢迎金融服务类企业，特别是银行进驻其中。更为重要的是，DIFC的地理位置和时区也得得天独厚，它位于亚洲和西方国家的中间，与伦敦有4个小时的时差，与北京也是4个小时的时差，一天之内可以覆盖东、西两个市场，刚好填补中国和西方交易市场上的“金融真空”。

Dubai is located in the central area of the Eurasia. Such a unique position brings forth an excellent opportunity to the city. On May 20, 2002, the government launched the project for building a global financial center. In September 2004, the government established DIFC and took financial service industry as the second most important industry, just next to tourism. Dubai, a "self-sufficient small country" has opened its door to global financial industries, particularly banks. It is necessary to mention that the time difference between DIFC and western cities, such as London, is 4 hours, which is the same as that with eastern cities, such as Beijing. This means there will be no the so called "financial vacuum" between the western and eastern financial markets if financial transactions are carried out in Dubai.

迪拜实行自由和稳定的经济政策，在各国之间以及国际工商界赢得良好的声誉，这就鼓励了本国资本和外国资本投资于商业、工业和服务业等各个经济领域。

The free and stable economic policies have won a good reputation for Dubai in both the political and business worlds. Such a reputation encouraged domestic and foreign investors to conduct businesses in commercial, industrial and service sectors in Dubai.

在迪拜的商业历史上，迪拜一直以作为邻近海湾国家活跃的转口贸易中心而闻名。如今，迪拜的转口贸易已经超越这一发展阶段，开始大量转口到印度次大陆和非洲东海岸。借助于基础设施和贸易便利化的提高，迪拜不断扩大其转口贸易并覆盖整个海湾和阿拉伯国家，亚洲、欧洲国家以及一些非洲国家，2001年转口贸易已占其总进口的27.1%。

Historically, Dubai has been famous as a center of entrepot trade for neighboring countries in the Gulf. But now, the range of entrepot trade of Dubai has expanded to Indian Subcontinent, eastern shore of Africa, the entire Gulf and Arabian countries, Asia, Europe, and some African countries, thanks to its well-established infrastructures and convenient trading policies. In 2001, the value of entrepot trade was 27.1% of total import.

从那时起，迪拜就显示出非凡的活力。迪拜的每一条街道都增加了它的商业魅力。在过去的30年里，迪拜从一个中等的渔港城市发展成为为了繁荣的商业、金融、交通和地产中心。

From then on, Dubai has been extraordinarily energetic in economic growth, and each of its streets has added to its commercial charm. As a result, Dubai, formerly a medium-scaled fishing harbor, became a center of commerce, finance, transportation, and real estate industry within 30 years.

## 迪拜的奇迹

Dubai's Miracle



迪拜塔  
Burj Dubai

### >>> 阿拉伯塔

The Arabian Tower

在迪拜王储的提议之下，知名企业家Al-Maktoum 投资兴建了美仑美奂的 Burj Al-Arab酒店。坐落于迪拜的Burj Al-Arab酒店“阿拉伯之塔”堪称是世界上最豪华的酒店。这是一个梦幻般的建筑--将浓烈的伊斯兰风格和极尽奢华的装饰与高科技手段、建材完美结合。

Following instructions from the crown prince of Dubai, Al-Maktoum, a well-known entrepreneur, invested in the construction of Hotel Burj Al-Arab, which is also called “The Arabian Tower”, the most luxury hotel in the world and a perfect blend of traditional Arabian hospitality and high-tech comforts.

阿拉伯塔是世界上惟一的建筑高度最高的七星级酒店，开业于1999年12月，共有高级客房202间，建立在离海岸线280米处的人工岛Jumeirah Beach Resort上。饭店由英国设计师W.S. Atkins设计，它糅合了最新的建筑及工程科技，迷人的景致及造型，使它看上去仿佛和天空融为一体。这个工程花了5年的时间，2年半时间在阿拉伯海填出人造岛，2年半时间用在建筑本身，阿拉伯塔使用了9000吨钢铁，并把250根基建桩柱打在40米深海下，外观如同一张鼓满了风的帆，一共有56层、321米高，是全球最高的饭店。

The Arabian Tower is the tallest and the only seven-star hotel in the world. Opened in December 1999, the Hotel has 202 luxury suites. It is built on Jumeirah Beach Resort, an artificial island 280m from the coastline. Designed by W.S. Atkins, a UK architecture designer, the Hotel is built utilizing the latest construction and engineering technology, and looked afar, the Hotel looks like it is mixed into the sky in the background. The construction works lasted for 5 years, with 2.5 years on the artificial island and 2.5 years on the building. 9,000 tons of steel and 250 piles, each is embedded into the 40m deep bottom of sea, are supporting this sail-shaped 56-story building, which is 321 meters high, the tallest hotel in the world.

### >>> 世界最高建筑

The tallest building in the world

这座由迪拜地产投资有限公司EMAAR投资兴建的摩天大楼Burj Dubai将

朱美拉棕榈岛

The Palm Jumeirah Island

于2008年完工。该楼建成后将高达420米，有望成为世界上最高的建筑，并成为集公寓、写字间和酒店为一体的综合性大楼。

The Burj Dubai, a skyscraper invested by EMAAR, a local real estate investment company, will be completed in 2008. This building, which will be 420m in height and the tallest building in the world on completion, will be a “mix-used” building including apartments, offices, and hotel.

### >>> 世界第八大奇迹：朱美拉棕榈岛

The eighth wonder in the world Palm Jumeirah Island

精卫填海在这里已不再是神话，朱美拉棕榈岛（Palm Jumeirah）就是迪拜人打造出的奢华梦想。这座位于波斯湾的人工岛屿被认为是世界第八大奇迹。2001年开工的“朱美拉棕榈岛”是世界上最大的陆地改造项目之一，它由一个像棕榈树干形状的人工岛、17个棕榈树形状的小岛以及围绕它们的环形防波岛三部分组成，预计2010年全部完工。“朱美拉棕榈岛”上桥梁、灌溉网络、自来水输送网、天然气管道、通讯、卫生系统、电网、公路、海洋俱乐部、消防系统、通往外围环形岛屿等设施应有尽有。该岛将成为一座海上城市，全岛将有6万多户居民，5万多名服务人员分布在全岛32家旅馆，数十座商场以及游乐场所为岛民提供各种服务。岛上可修建4000座海滨别墅和公寓。人工岛的出现使迪拜原有的45英里海岸线延长了一倍，

Palm Jumeirah, an artificial island in Persian Gulf, is called the eighth wonder in the world. Started in 2001, the Island is the largest land modification project in the world. It consists of three parts: a trunk-shaped island, 17 palm-shaped small islands, and a circular bulwark. All the parts are planned to be completed by 2010. There are bridges, irrigation network, tap water supply, natural gas pipe, communications, hygiene system, power supply, roads, sea club, fire extinguishing system, and roads leading to circular islands. The Island will be built as a city on the sea and will hold 60,000 inhabitants, 50,000 service staff, 32 hotels, tens of shopping centers, and entertainment facilities. There will be 4,000 beach villas and apartments. The coastline of Dubai will be doubled after completion of the Island.



高达321米的阿拉伯塔

The Arabian Tower, 352m in height





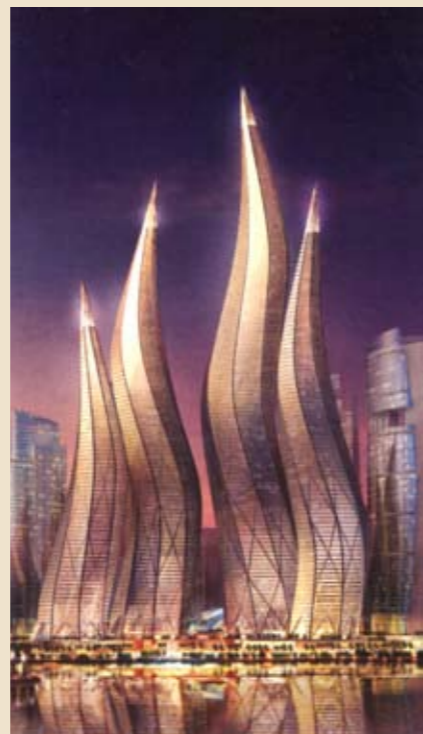
### 锡克扎义德大道 Sheikh Zayed Road

这里是迪拜锡克扎义德大道 (Sheikh Zayed Road), 但就在上世纪90年代初这里还只是荒无人烟的沙漠。如今, 长达1英里的锡克扎义德大道拥有8条车道, 道路两旁是鳞次栉比的摩天大楼。

The Sheikh Zayed Road, a desolated land in 1990s, now is 1 mile long and has 8 lanes, with rows of skyscrapers standing at the two sides of the road.



规划中的Lagoons的水上娱乐世界  
迪拜塔  
Dubai Tower at The Lagoons:  
A water world in planning



预计2020年建成的  
极具吸引力的娱乐世界迪拜岛  
Dubai Island: Attraction and Experience World  
to be completed by 2020



2007年3月, 迪拜海湾包装展, 达意隆吹瓶灌装现场连线运转  
Tech-long Auto blowing /Filling machines demostrating in Dubai Gulf Pack  
Exhibition in April,2007.

### 迪拜地区的饮料市场 Beverage market in Dubai

中东最大的饮用水消费市场是沙特、伊朗和阿联酋。财富的成几何倍数的积累, 国家鼓励人口生育, 气候的炎热, 本国政治环境良好, 对这些国家饮料产业的发展有巨大的推进作用。

The largest beverage markets in the Middle East are in Saudi Arabia, Iran, and UAE. Exponential increase of wealth, government policies encouraging birth, hot climate, and good political environment, all these are promoting the growth of beverage industry in these countries.

迪拜超过90%的食品和相关产品完全依赖进口, 加之该地区收入水平较高、对食品需求量大, 已经成为一个越来越重要的食品和饮料市场。

More than 90% foods and food-related products consumed in Dubai are imported from abroad. High income and increased demand for foods make Dubai an important market of foods and beverages.

据著名的Frost & Sullivan国际咨询公司日前发表的

一份市场调研分析, 中东地区的纯净水市场规模到2020年将会增至55.1亿美元。包括海湾合作委员会(海合会)六国在内的中东地区对纯净水的需求量呈直线上升的趋势, 面对这一极具发展潜力的市场商机, 一些欧洲纯净水制造商已捷足先登, 他们纷纷在阿联酋的迪拜酋长国建立中东地区总部。

According to a market survey reported prepared by Frost & Sullivan, a global consulting company, the market scale of purified water in the Middle East will increase to US\$ 5.51 billion by 2020. The demand for purified water in the Middle East, including the 6 member countries of Gulf Cooperation Council (GCC), is increasing significantly. Facing such a good business opportunity, some European water bottling companies have taken a quick step and established their Middle East head offices in Dubai.

### 达意隆在中东地区的发展 Tech-Long's growth in the Middle East

达意隆早在2002年就已经进入中东市场, 目前在中东地区已经拥有了迪拜Oasis, 沙特Hana, Fayha, 也门Aioon Investment等一系列知名品牌用户, 产品涵盖了全自动吹瓶机、五加仑灌装线、瓶装水灌装线等, 中东市场已经成为达意隆全球最大的市场之一。

Tech-Long entered the Middle East market in 2002. Currently, our customers include Oasis (Dubai), Hana (Saudi Arabia), Fayha (Saudi Arabia), Aioon Investment (Yemen), and other brands, who have purchased automatic blow molding machines, 5-gallon bottling lines, water bottling lines, and other equipments from Tech-Long. To Tech-Long, the Middle East market is one of its largest markets in the world.

达意隆向沙特第一大饮用水品牌Hana提供了一条纯净水36000瓶/时的吹瓶机连线灌装整线；沙特另一著名品牌Fayha已经有3条达意隆的生产线，包括1200桶整线，RJM10吹瓶机以及450桶/时5加仑灌装线，阿联酋主要的饮料品牌Oasis拥有达意隆两台RJM2吹瓶机，目前达意隆在迪拜已经占领了80%的5加仑市场。

Tech-Long provided one 36,000 BPH blow molding line for purified water to Hana, the largest brand of drinkable water in Saudi Arabia. The other famous brand in this country, Fayha, have purchased 3 lines from Tech-Long, including one 1,200 BPH line, one RJM10 blow molding machine, and 450 BPH 5-gallon bottling line. In UAE, a major local brand, Oasis, holds two Tech-Long RJM2 blow molding machines. Currently, Tech-Long takes 80% share of the 5-gallon bottling line market.

Text and Pictures by: Tech-long Mukce/Chroima

达意隆董事长张颂明先生（左二）、国际销售部总经理张胜先生（右二）及相关项目负责人和中东代理SURE TECHNOL GIES F.Z.C公司的Jinesh在代理公司迪拜的公司总部

Zheng Song Ming (second in the left), Board Chairman of Tech-Long, Zhang Sheng (second in the right), General Manager of International Sales Division, Tech-Long, relevant project managers, and Mr. Jinesh, SURE TECHNOL GIES F.Z.C, which is our agent in the Middle East, are in the head office of the agent company in Dubai.

## 编者的话

各位读者：

感谢您长久以来对《聚焦达意隆》的关注，我们从2004年出刊以来，到现在已经出版第10期了，从这一期开始，我们开始接受杂志的免费订阅，如果您想拥有每一期《聚焦达意隆》，请与我们联系，留下您的联系方式，也请您留下宝贵的意见及提出您的问题，我们将及时将杂志寄到您手中，并尽快答复您的问题。

Thanks for your support to Focus Tech-Long. We have published ten issues of this magazine from 2004, and we decided to accept free subscription from the next issue. Please contact us if you want to have one copy of this magazine. Besides telling us how to contact you, please also write down your suggestion and opinion on our magazine. We will deliver the magazine to your hand and answer your question as soon as possible.

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