

一切都因为拥有梦想  
Everything is attributable to dreams



# FOCUS TECH-LONG

## 聚焦 達意隆

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### 东方瑞士内蒙古阿尔山

内蒙古最大矿泉水项目-阿尔山蓝海矿泉水  
订购达意隆40000BPH高速整线设备

### Oriental Switzerland Aershan, Inner Mongolia

*The largest mineral water project in Inner Mongolia - Aershan Blue Sea mineral water, has ordered Tech-Long 40000BPH high-speed whole-line equipment*

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# 达意隆强势出击

2008 (第八届) 中国国际啤酒饮料制造技术及设备展览会

## Tech-Long's strategy

The 8th International Brew Beverage Processing  
Technology and Equipment Exhibition China

中国国际啤酒、饮料制造技术及设备展览会作为亚洲啤酒、饮料行业最具规模、最有影响的行业盛会已成功举办了七届，被誉为亚洲地区啤酒、饮料工业领域风向标式的交流盛会，已经成为国际上同类展览中的驰名品牌。

As the largest-scale and most influent event, International Beer & Beverage Manufacturing Technology and Equipment Exhibition (China) has been held successfully in 7 successive sessions. It has the honour of wind vane in beer and beverage industry in Asia, Moreover it has become a well-known brand among international exhibitions.



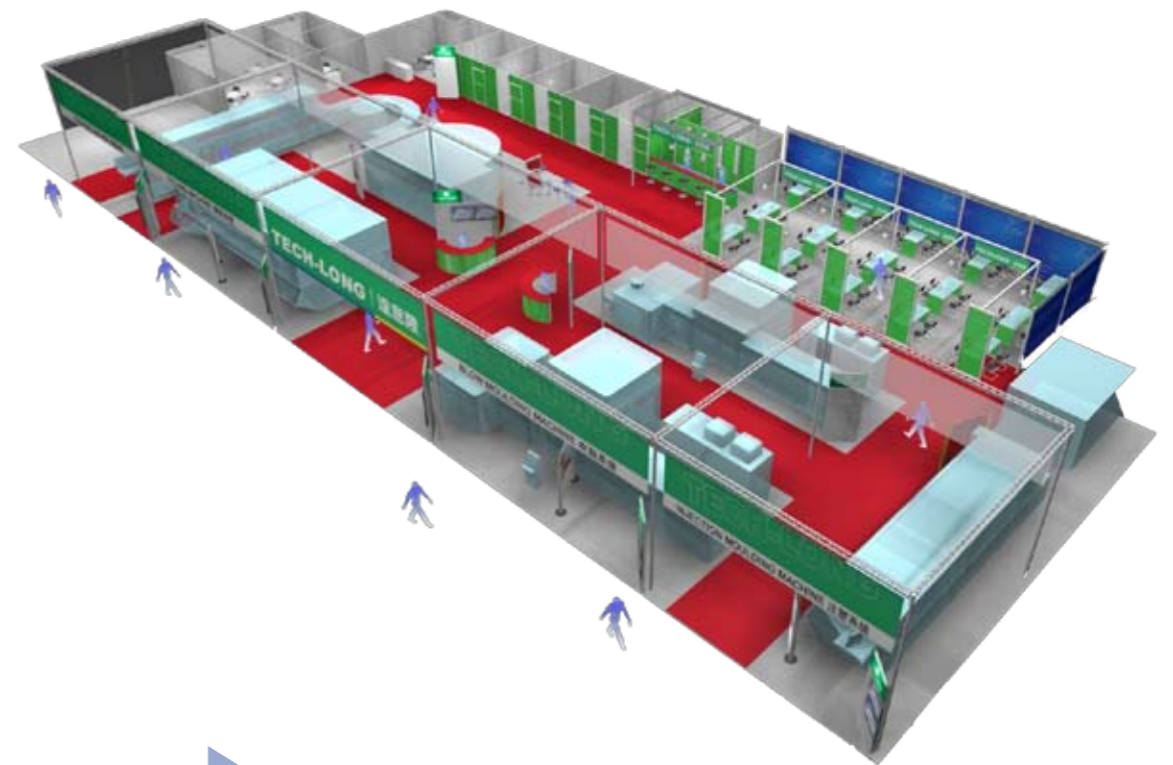
时间: 2008年10月20日—23日  
地点: 北京, 中国国际展览中心

Date: October 20-23  
Place: China International  
Exhibition Center ,Beijing,China

5号馆.  
展位号: 5004  
展位面积: 1176平方米

No.5 Hall  
Booth No.5004  
Booth Area : 1176 m<sup>2</sup>

亚洲强势盛会 国际焦点所在  
*Asian Titans, International focus*



现场展示主要设备  
Main equipment in exhibition

注坯系统  
吹灌旋一体机  
CPXX20全自动吹瓶机  
无菌灌装机  
啤酒灌装机  
纸箱全裹机  
机器人码垛系统

Injection Molding Machine  
Blow-Fill-Cap Monobloc  
CPXX20 Blow Molder  
Aseptic Filler  
Beer Filler  
Carton Wraparound Packer  
Robotic Packer



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泰国凭借其硬件、软件及税费减免等优势，成为东南亚的投资乐园  
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2008年6月11日  
达意隆总部  
双方《战略合作协  
议》签约现场

Tech-Long's headquarter  
where both parties  
signed the Strategic  
Cooperation Agreement  
on June 11th 2008.

## 达意隆与百事可乐

## 正式签署战略合作协议

Tech-Long formally signed the strategic cooperation agreement with PepsiCo

>>>

2008年6月11日，百事可乐美国总部财务副总裁John Adams；全球采购高级副总裁Scott Buchanan；全球采购副总裁Jim Costa等一行6人来到达意隆广州总部，与达意隆正式签署战略合作协议。

On June 11th, 2008, a 6-person delegation including Global Purchasing Vice President Jim Costa, Global Purchasing Senior Vice President, Scott Buchanan; PepsiCo USA Headquarter, Financial Vice President John Adams visited Tech-Long Guangzhou Headquarter, and signed the strategic cooperation agreement with Tech-Long.

达意隆自2002年开始与中国百事可乐饮料公司合作，随着达意隆产品系列的丰富和技术水平的提升，双方于2006年开始了更高层次的合作，伴随双方高层多次互访和了解的加深，达意隆已成为百事可乐认可的整线供应商。此次战略合作协议的签订，标志着达意隆已正式成

为百事可乐在中国唯一的全球五家包装设备供应商之一，同时也标志着达意隆的设备将在全球的百事可乐工厂运转。

Tech-Long has cooperated with China PepsiCo since 2002, as the development and improvement of products range and technology of Tech-Long, both parties have started the cooperation of higher level since 2006, and Tech-Long has become a recognized whole line supplier of PepsiCo as the visitation and communication of the senior staffs of both parties. The signature of the strategic cooperation agreement symbolizes that Tech-Long has formally become the only Chinese packaging equipments supplier of the five in the world of PepsiCo, and symbolizes that Tech-Long equipments will work in the global PepsiCo factories.

Text and pictures by: Tech-long Mukee. Wei

# 与百事可乐的合作

取决于达意隆极具竞争力的低成本优势

Cooperation with PepsiCo depends on Tech-Long's extremely competitive "Best Cost" advantage, Quality, Service, and Innovation

达意隆和百事可乐公司的合作始于2002年的为百事可乐提供输送链、水处理系统以及旧设备的翻新工程服务开始。2006后9月，百事可乐全球采购副总裁在北京的China Brew展会上参观了达意隆的展位后，到访达意隆广州总部。之后，百事可乐公司经过18个月对达意隆的多方面的考察及双方高层互访、技术讨论和商务谈判，达意隆终于以技术优势与整体实力得到了百事可乐公司的信任，并且成为全球五家中国第一家与百事可乐签订全球战略合作协议的饮料设备供应商，达意隆也因此进一步巩固了其全球优秀的饮料/啤酒设备整线供应商的地位。

Cooperation between Tech-Long and PepsiCo commenced in 2002 to supply delivery chains, water treatment systems and old equipment renovation work services for PepsiCo. In September 2006, Global Purchasing visited Tech-Long GZ Headquarter after visiting Tech-Long booth in BJ China Brew. Following this visit, PepsiCo had made a 18-month investigation and review on Tech-Long, including both side's exchange visits at top level, technical discussions and business negotiations, Tech-Long finally depended on its technical advantages and comprehensive ability to win the trust from PepsiCo, furthermore became one of five beverage equipment suppliers who have signed strategic cooperation agreements with PepsiCo in the world, and also first one in China. Therefore, Tech-Long further consolidated its position as global excellent beverage/beer whole-line equipment supplier.

达意隆通过技术创新建立了有竞争力的低成本优势，成为百事可乐选择达意隆的最主要原因，百事可乐公司以采购600BPM以下的热灌装和含汽灌装PET瓶生产线，全面支持达意隆做为其全球的设备供应商。同时，达意隆为了保持在饮料行业力的竞争优势，与行业内的专家充分进行技术合作，以



提高技术水平、设备稳定性、设备工作效率，以达到更适合高速设备市场的目的。为了实现真正的低成本策略，达意隆在百事可乐公司的支持下，同时也加强与供应商之间的合作，在Rockwell电控、SEW电机、Alcoa旋盖头等其他品牌的合作方面共同进行商讨，并取得了一系列的进展。随着双方合作的不断深入，达意隆与百事可乐公司必将创造一个共同繁荣和互利的、超越普通供应商和客户的战略合作关系。

Relying on competitive "best-cost" advantage coupled with technical innovation, Tech-Long was selected by PepsiCo to be a supplier. However, PepsiCo ordered PET lines for hot filling and carbonated filling below 600BPM to support Tech-Long as a global equipment supplier. In order to keep competitive edge in beverage industry, Tech-Long had sufficiently cooperated with industrial experts to improve technical level, equipment stability and efficiency to satisfy high-speed equipment market demand more suitably. Under PepsiCo's support and through closer cooperation with suppliers, Tech-Long had achieved a series of improvement in Rockwell electric control, SEW motor, and Alcoa rotary cap etc to really realize its "Best Cost" strategy. With cooperation deepening, Tech-Long and PepsiCo will definitely develop a co-prosperous and mutually beneficial strategic cooperation relationship.



百事可乐目前合作项目涵盖的设备包括  
Current equipment cooperation projects with PepsiCo include

- >> 溶糖系统
- >> 水处理
- >> 玻璃瓶含汽灌装
- >> 热生产线
- >> 5加仑生产线

- >> Sugar dissolving system
- >> Water Treatment
- >> CSD Glass Filler
- >> Hot filling line
- >> 5 gallon line

PEPSICO  
PEPSICO



## 百事公司背景资料

### PepsiCo's background



百事公司是全球第二大的食品和饮料公司，业务范围遍及世界上近200个国家，雇有员工185,000人。公司2007年销售额超过390亿美元。被公认为世界上最成功的消费品公司之一。

PepsiCo is the second largest foods and beverage manufacturer in the world, which covers almost 200 countries and possesses 185,000 employees. Its sales amount exceeded USD39.0 billion in 2007. It is recognized as one of most successful consumables manufacturers.

百事公司的系列产品中有18个品牌的年销售额都在10亿美元以上。这18个品牌是：百事可乐、佳得乐、激浪、百事轻怡、乐事、立体脆、纯果乐、奇多、七喜、立顿茶、桂格麦片、美年达、菲多利等。

Among 18 brands in PepsiCo's product family, each has realized annual sales worth more than USD1.0 billion. They are: PepsiCo, Gatorade, Mountain Dew, Diet Pepsi, Lay's, Doritos, Tropicana, Cheetos, Aquafina, 7-UP, Lipton Teas, Quaker Cereals, Ruffles, Mirinda, Tostitos, Sierra Mist, and Fritos.

百事可乐饮料业务原创于1898年，创始人卡莱布·布莱德姆(Caleb Bradram)是北卡罗莱纳州纽伯恩的一位药剂师，他首先配制了百事可乐。今天，百事品牌是饮料品牌系列的一部分，包括碳酸软饮料、果汁和果汁饮料、即饮茶和咖啡饮料、等渗压运动饮料、瓶装水和强化水。

In 1898, PepsiCo was originally invented by Caleb Bradram who was a pharmacist in Newbern, North Carolina. He first formulated PepsiCo. Today, Pepsi brand is a part in beverage family, including soda pop, fruit juice and juice beverages, instant tea and coffee beverages, isoosmotic sports beverages, bottled water and reinforced water.

历经一个多世纪激烈的市场竞争，百事公司经历了从扩张到收缩，从专业化到多元化再到专业化，以及多次业务重组的发展过程，由小而大，从优秀走向卓越。如今，公司在碳酸饮料、非碳酸饮料、休闲食品等领域发展均衡，呈现出长期可持续发展的潜力。

In centenary market competition, Pepsi has experienced an extraordinary development history from expansion to contraction, from specialization to diversification, to specialization again, and during the period, carried out business reconstruction many times, finally to tend to be superexcellent. Nowadays, Pepsi keeps a balanced development in soda pop and snack foods etc to show a long-term sustainable development potential.



百事可乐纽约总部及生产工厂  
PepsiCo New York Headquarter and production factory





## 北美地区饮料市场及包装设备状况

### Current situation of beverage market and packing equipment in North America



#### 功能饮料和果汁饮料发展强劲

Functional and fruit beverages show powerful development tendency

全球软饮料每年增长迅猛，软饮料市场以北美和西欧最大，从软饮料的品种来看，碳酸饮料仍占主导地位，其次是果汁饮料和矿泉水。

Soft beverage has increased significantly every year in the world. North America and West Europe share largest soft beverage market to account for a significant part of global gross sales respectively. From the point of variety, soda pop still dominates the market of global gross sales, and fruit juice and mineral water follow.

#### 高度发达、自由化的包装设备市场

Highly developed and liberalized packing equipment market in North America

美国是世界上包装机械发展历史较长的国家，早已形成了独立完整的包装机械体系，其品种和产量均居世界之首。10多年来，美国始终保持着世界最大包装机械生产和消费大国的地位。其产品以高、大、精、尖产品居多，机械与计算机紧密结合，实现机电一体化控制。新



北美地区酒吧  
Bars in North America

纽约超市  
Supermarkets in New York

型机械产品中以成型、填充、封口三种机械的增长最快，裹包机和薄膜包装机占整个市场份额的15%，纸盒封盒包装机在市场占有率中居第二位。从上世纪90年代初以来，美国包装机械业一直保持着良好的发展势头。

USA has a longer history in packing machinery development so it has formed independent and complete packing machinery system to rank No.1 place in variety and production capacity in the world. For more than 10 years, USA has always kept its leading position as largest packing machinery producer and consumer. However, its products are mainly characterized by high end, large size, precision and advanced technology. Through combining machinery with computer, these products realize integrated electromechanical control. Among new mechanical products, molding, filling and sealing machines grow up fastest. Wrapping machine and film packing machine account for 15% of market share and carbon packing machine takes No.2 place. Since the 1990's, USA packing machinery industry has kept sound development tendency.

美国国内包装机械市场在全球是首屈一指的，各种包装机械主要内销。美国的包装机械制造厂大部分附属于大型包装材料厂，销售也完全依赖母公司。中国已成为继加拿大、墨西哥、日本、英国、德国之后，美国包装机械的第6大出口市场。

USA packing machinery market is second to none in the world. All kinds of packing machine are sold in domestic market mainly. USA packing machinery manufacturers belong to large-scale packing material plants mostly and their sales depend on their parent companies completely. Following Canada, Mexico, Japan, UK and Germany, China has become 6th largest export market of USA packing machinery.

作为一个高度发达的自由化市场，美国包装机械制造商“两极分化”现象明显。以检测试备、打码装置为代表的小巧精致的电子产品在美国发展得欣欣向荣；而热收缩包装机、裹包机和封箱机为主的通用型包装机械也占有相当比重；以吹瓶机灌装机、贴标机、封盖机为主的大型包装机械生产线，美国基本上已经不再生产，市场几乎全部为进口设备、特别是德、法、意厂家生产的设备所占领。

As highly developed free market, USA packing machinery manufacturers are apparently polarized. Small and compact electric products, for instance testing equipment and coding device, show flourishing development in USA; Moreover some general-purpose packing machinery, for instance thermal contraction packing machine, wrapping machine and case sealer, share the market significantly. Nevertheless, no large packing machinery line manufacturer, for instance bottle blowing machine, filling machine, labeling machine and cap sealer, exists basically in USA. However, these large line equipment is imported mainly from Germany, France and Italy.

Text and pictures by: Tech-long Anya . Zhang

# Association of Southeast Asian Nations



相关链接  
Relevant links

东南亚国家联盟（简称东盟）的前身是马来西亚、菲律宾和泰国于1961年7月31日在曼谷成立的东南亚联盟。  
The former of ASEAN (Association of Southeast Asian Nations) was founded in Bangkok by Malaysia, Philippines and Thailand on July 31st 1961.

目前成员国家包括印度尼西亚、马来西亚、菲律宾、新加坡、泰国、文莱（1984年）、越南（1995年）、老挝（1997年）、缅甸（1997年）和柬埔寨（1999年）共10个国家。总面积约450万平方公里，人口约5.12亿

At present, it has 10 membership nations. They are Indonesia, Malaysia, Philippines, Singapore, Thailand, Brunei Darussalam (1984), Vietnam (1995), Laos (1997), Burma (1997) and Cambodia (1999), which have 4.50million sq m of land area and about 0.512billion population.

观察员国：巴布亚新几内亚。  
Observer nation: Papua New Guinea

对话伙伴国：澳大利亚、加拿大、欧盟、印度、日本、新西兰、俄罗斯、韩国和美国共9个国家。出版物：《东盟常务委员会报告》、《东盟通讯》等刊物。

Dialogue partnership nations: Australia, Canada, EU, India, Japan, New Zealand, Russia, Korea and USA. Publications include ASEAN Standing Committee Report, ASEAN Newsletter and etc.

# ASEAN

达意隆签订1280万美元

PET热灌装生产线购买协议

Tech-Long signed contracts for hot filling line worth USD12.80million

**刚**刚欢庆完建国63周年的越南近日在首都河内掀起“广东经贸旋风”，2008年9月9日上午十点，“2008中国（广东）-越南经贸洽谈会”及“现场签约仪式”在河内隆重开幕，中共中央政治局委员，广东省委书记汪洋率领由机械，家电，建筑等近20个行业的250家广东企业代表团，与越南高层官员，工商企业届，金融届人士共800多人出席大会。

Just after having celebrated the 63rd National Day, Vietnam blew “Guangdong Economy & Trade Cyclone” in its capital, Hanoi. “2008 China (Guangdong) - ASEAN (Viet Nam) Economic & Trading Negotiation Fair” and “Onsite Contracting Ceremony” were formally opened at 10:00am, Sep 9th 2008. The commissioner of the political bureau of CCCPC (the central committee of the communist party of china) and the secretary of Guangdong provincial party committee, Mr. Wang Yang, led a 250-enterprise delegation from 20 sectors in Guangdong, including machinery, household appliances, building and etc to meet and contact Vietnam officials at high level, industrial and commercial enterprises and financial field. There were more than 800 persons present in the event.

在汪洋书记及全体广东代表团领导和越南高层官员的见证下，达意隆作为唯一一家轻工机械制造企业代表，与越南THP集团在现场签订了1280万美元的PET热灌装生产线购买协议。

In witness of the secretary, Mr. Wang Yang, and whole delegation as well as Vietnam senior officials, Tech-Long as the only delegate of light industrial machinery manufacturers signed a contract with Vietnam THP Group to supply PET hot filling line worth USD12.80 million.

越南工商会主席武进禄主持经贸洽谈会，越共中央政治局委员，政府副总理兼外交部长范家谦中国驻越南大使胡乾文分别在大会上致辞，广东省委副书记，深圳市委书记刘玉浦，广东省副省长万庆良及广东省51位厅局级领导出席了有关活动。

Chairman of Vietnam Industrial & Commercial Chamber, Mr. Wu Jin Lu, presided the fair; the commissioner of the political bureau of the central committee of the communist party of Vietnam and Vice Prime Minister and held concurrently Foreign Minister, Mr. Fan Jia Qian, addressed in the fair; vice secretary of Guangdong provincial party committee and secretary of Shenzhen municipal party committee, Mr. Liu Yu Pu, vice governor of Guangdong province, Wan Qin Liang, and 51 Guangdong leaders at departmental level were present in the fair.

Text and pictures by: Tech-Long Mukee.W / Hakim .W



越南. 河内 经贸洽谈会现场  
Vietnam (Hanoi) Economic & Trading Negotiation Fair

# 2008

## 中国（广东）-东盟（越南）经贸洽谈会

## 2008 China (Guangdong) - ASEAN (Viet Nam)

## Economic & Trading Negotiation Fair



东方瑞士

内蒙古阿尔山

*Oriental Switzerland*

**Aershan,**

*Inner Mongolia*

# 穿行在阿尔山 Across Aershan

阿尔山是封存在远古森林中的世界文化遗产之一，呼伦贝尔、锡林郭勒、科尔沁、蒙古四大草原交会与此交会于此，成吉思汗的漠北铁骑就是从这里崛起的。

Aershan is one of world-level cultural heritages sealed up in ancient forest, at which Hulun Buir Plain, Xilin Gol, Kerchin and Mongolia prairies meet. Genghis Khan's cavalry just grew up from Aershan.

## 天然优质的水源 Natural high-quality water resources

阿尔山全称“哈伦·阿尔山”，蒙语意为“热的圣水”，可见从古到今，阿尔山都以温泉著名。阿尔山地区拥有200多平方公里保护完好的亚洲最大的火山熔岩地貌，经中科院、中国地质大学联合进行的火山科考认定，阿尔山周围有冷泉、温泉、热泉、高热泉等温度不同、功能各异的饮用矿泉逾百眼。阿尔山是一个多矿泉地区，有金江沟、安全沟、白狼及五里泉矿泉区。五里泉是一眼著名的饮用矿泉，因其距阿尔山市五华里而得名，其水温、化学成分、水量不受季节变化影响，日流量1054吨，水温常年在3-6℃左右。水中富含偏硅酸及锂、锶等人体必需的十三种微量元素和全部宏量元素的优质天然矿泉水。这是世界上第一大功能性矿泉群，在南北700米、东西70米的地带，几十眼泉水喷涌不息，日涌量600吨。南面的泉群皆为冷泉、温泉、热泉和高热泉，水温12℃~48℃。两处泉群近在咫尺，一如探汤，一如握雪，神奇的大自然令人叹为观止。从十九世纪

二十年代就有大量的蒙古牧民、及世界各地的慕名者来这里洗浴治病，神奇的医疗功效和人体保健作用给阿尔山披上了一层神秘的色彩。

Full name of Aershan is "Halun Aershan", means "Hot holy water" in Mongolian. It is obvious that Aershan has been famous for its hot springs in all ages. In Aershan area, there is more than 200sq m well protected lava landform, also the largest one in Asia. Through science investigation of its volcanoes carried out jointly by CAS (Chinese academy of sciences) and Chinese Geology University, there are more than 100 drinkable mineral springs at different temperatures and with various functions in the area, such as cold spring, warm spring, hot spring and high-temperature spring etc. Furthermore, Aershan is a multi-mineral-spring zone where there are Jin Jiang Gou, An Quan Gou, Bai Lang and Wu Li Quan mineral spring subzones. Among these subzones, Wu Li Quan is a well-known drinkable mineral spring, whose name comes from its distance from Aershan City. However, its water temperature, chemical compositions and water level never vary with seasons; daily flow is 1054t; water temperature keeps around 3-6℃ throughout the whole year. It is a high-quality natural mineral spring containing 13 kinds of micro elements (such as metasillicic acid, lithium, strontium and etc) and all macro elements, which are necessarily required by human body. This is the largest functional mineral spring group in the world. In the zone of 700m (south-north) X 70m (east-west), there are several dozens of spring vents to generate a 600t daily flow. However, south subgroup features cold spring, warm spring,



阿尔山五里泉矿泉  
Aershan Wu Li Quan mineral spring

hot spring and high-temperature spring, whose water temperature is between 12℃~48℃. The group and the subgroup are close to each other, just near at hand. From the 1820's, lots of Mongolian herdsmen and people all over the world came here to bath and cure diseases. Aershan was covered by a mysterious veil because of its magical medicine efficacy and health care function.

## 美丽的自然环境，地理位置优越 Beautiful natural environment, preferable geological location:

阿尔山独领风骚于中国北方大兴安岭的风恋叠嶂之中，她象一颗璀璨的明珠，镶嵌在内蒙古自治区东部的中蒙边界，是一座新兴的国际生态旅游疗养城市。阿尔山市横跨大兴安岭南麓，辖区总面积7408.7平方公里。这里属北温带高山气候，春来杜鹃傲雪，夏至松青桦洁，秋临层林尽染，冬季冰清玉砌，自然天地原始纯净，风景四季秀美如画，是避暑疗养，休闲度假，观光科考，冰雪运动的绝佳旅游之地。

Aershan wields absolute power in ridges and peaks in North China Great Xingan Mountains. Like a bright pearl, she mosaics China-Mongolia boundary to the east of Inner Mongolia, is a new international ecological travel resort city. Aershan spans south piedmont of Great Xingan Mountains, occupying 7408.7sq m totally. It has alpine climate in the North Temperate Zone. Relying on the four picturesque seasons and

simple and pure nature, it is a vacation resort.

阿尔山境内有我国目前面积位居第二的国家森林公园，森林覆盖率达64%，绿色植被率达95%。当人们经过酷热干燥的旅行之后，进入阿尔山顿时就象到了另一种境界的世外桃源。这里还有国家地质公园，火山地质运动形成的熔岩地貌，堪称鬼斧神工；得天独厚的冰雪资源使阿尔山具有独特的吸引力。这里雪质好，雪期长。这里是蒙古草原，呼伦贝尔草原，锡林郭勒草原和科尔沁草原四大草原的相接交汇处。阿尔山位东北亚经济圈腹地，是联合国开发计划署规划的东北亚主干线的连接点，还有规模大、保存完整的二战遗迹，以及种类繁多的寒温带植物。

Aershan has a national forest park, 2nd largest one in the country currently. Its forest cover rate reaches 64% and green vegetation rate 95%. It seems as if you enter into a Xanadu when just finishing a long trip in hot summer. In the area, there is also a national geology park where the lava landforms resulted from volcanic geology movement are extraordinary as if done by the spirits. Aershan is rich in ice and snow resources with high quality and long snow life, so shows unique attraction. Aershan is an intersection at which Hulun Buir Plain, Xilin Gol, Kerchin and Mongolia prairies meet. Aershan is located in Northeast Economy Subzone and a joint of trunk line in Northeast Asia planned by UNDP (United Nations Development Program). Here, there are large-scale and well protected the World War II relics and various plants in cool temperate zone.



阿尔山美丽的自然景观  
Aershan's beautiful natural landscape





蓝海矿泉水公司刘总(左二)、李总(右一)以及达意隆销售总监张崇明先生(右二)、达意隆华南区销售经理郑琼球先生(左一)在达意隆广州总部合影留念。  
Blue Sea's GM Mr. Liu (second from left) and Mr. Li (first from right), Tech-Long Sales Supervisor Mr. Zhang Chong Ming (second from right), and Tech-Long South China Sales Manager Mr. Zhen Qiong Qiu (first from left) were taking group photo in Tech-Long GZ Headquarter.

## 内蒙古最大矿泉水项目，阿尔山蓝海矿泉水 订购达意隆40000BPH高速整线设备

Largest mineral spring project – Aershan Blue Sea Mineral Water  
Ordered Tech-Long 40000BPH  
high-speed whole line

由于阿尔山地区优越的地理环境和丰富的矿泉水资源，内蒙古金叶集团和中国建新集团共同合资组建了内蒙古蓝海矿泉水有限责任公司，共同开发阿尔山丰富的矿泉水资源，生产优质的矿泉水。此项目首期投资金额达两亿元，计划首期可年产20万吨矿泉水。

Because of preferable geological environment and abundant mineral water resources in Aershan area, Inner Mongolia JinYe Group and Chinese JianXin Group jointly invested to establish Inner Mongolia Blue Sea Mineral Water Co., Ltd; developed the mineral water resources and produce high-quality mineral water. In initial phase of this project the investment is RMB0.2 billion. As planned, during this phase it have the annual yield capacity of will be 200,000t mineral water.

内蒙古蓝海矿泉水有限责任公司用了半年时间对国内、外知名饮料设备生产企业进行了全面的考查、比较和评估。达意隆凭借优秀的研发团队、先进的数控加工能力、领先的技术和合理的性价比，赢得内蒙古蓝海公司的信任，蓝海最终选择了达意隆，双方于2008年7月签订了两套40000瓶/小时高速矿泉水饮料生产整线，设备涵盖了注盖设备、注胚设备、吹瓶设备、灌装设备到包装设备、码垛设备等。

Inner Mongolia Blue Sea Mineral Water Co., Ltd took half year to investigate, compare and evaluate domestic and overseas well-known beverage equipment manufacturers. However, Tech-Long won Blue Sea's trust by Tech-Long's excellent R&D team, advanced digital controlled processing capability, leading technology and reasonable PPR (price performance ratio); finally, Blue Sea selected Tech-Long. In July 2008, both parties signed a contract concerning 2 sets of 40000BPH high-speed mineral water lines, including cap injection, preform injection, bottle blowing, filling, packing and stacking equipment etc.

此项目是迄今为止内蒙古地区投资最大的、产量最高的饮用水项目，同时也是达意隆第一套产能达40000BPH的高速整线设备投放市场。

This project is the largest-invested and highest-yield drinkable water project in Inner Mongolia so far; meanwhile it is Tech-Long's first 40000BPH high-speed complete line to be put into the market.

*Text and pictures by: Tech-long Zheng Qiongqiu*

# 达意隆与英博雪津啤酒牵手

以行动来验证达意隆码垛机械的行业领导地位

Tech-Long cooperated with InBev Sedrin Beer  
— Tech-Long's leading position in the stacking machine field



英博三明厂区  
InBey SanMing Factory



英博南昌厂区  
InBey NanChang Factory

## 不断发展创新的英博雪津 Constantly developing and innovating InBey Sedrin

英博雪津啤酒有限公司，2006年12月1日，福建雪津啤酒有限公司正式更名为“英博雪津啤酒有限公司”，其母公司为全球销量最大啤酒酿造商——英博集团。借助这桩跨国“姻缘”，雪津在企业文化、品牌管理等方面，全面实现与世界先进水平接轨，跃上国际化发展的新平台，从区域性强势品牌大步迈向全国性领导品牌。

品等荣誉，雪津纯生、雪津冰啤等系列产品被国家绿色食品发展中心认定为“A”级绿色食品。公司还通过了ISO10012测量管理体系、“C”标志定量包装商品生产企业计量保证体系认证。2005年，雪津被授予国家环保最高成就奖——“国家环境友好企业”称号，成为全国酿酒行业、福建省工业企业首家获此殊荣的企业。

InBev Sedrin Beer Co., Ltd.  
On December 1st 2006, Fujian Sedrin Beer Co., Ltd. was formally renamed as "InBev Sedrin Beer Co., Ltd.", whose parent company is the beer producer giant in the world --- InBev Group. With the cooperation, Sedrin has achieved the world advanced level in terms of enterprise culture and brand management, and stepped onto the new platform of international development, and advanced from the powerful local brand to the leading brand in the national wide.

The key product --- Sedrin Beer was entitled as China Famous Brand, China Famous Trade Mark with such honors as Quality Products issued by Ministry of Light Industry and Quality Products in National Beer Industry, Sedrin Draft and Sedrin Cool products were recognized as the Grade "A" Green Food by the State Green Foods Development Center. Additionally, the company has passed the ISO10012 measurement management system, "C" Mark Quantitative Packaging Goods Manufacturer Measurement Assurance System Certification. In 2005, Sedrin was awarded the National Environment Protection Top Achievement --- "Environment Friendly Enterprise", and is the only one to win such a honor in national brewery industry, and in Fujian province's industrial enterprises.

其前身福建雪津啤酒有限公司创建于1986年，占地面积510多亩，总建筑面积10多万平方米，2007年产销啤酒超过120万吨，各项经济指标均以绝对的优势稳居福建第一，全国前列，其中人均创税利和吨酒税收连续六年保持行业前二名。

在发展中创新，在创新中飞跃。雪津将继续走品牌与规模并重的道路，建立完善的现代企业制度，尽快实现年产200万吨啤酒的企业规划目标，再谱企业发展新篇章。

Its predecessor, Fujian Sedrin Beer Co., Ltd., was established in 1986 with the area of exceeding 510mu and floor area of exceeding 100,000m2. The output and sales volume in 2007 exceeded 1.2 million tons. Its economic indices ranked the first in Fujian Province with absolute advantage, the former in China. Its tax per staff and tax of beer per ton ranked the second for continuous 6 years in the industry.

Innovation in development, flying in innovation. Sedrin will continue the route of focusing on brand and scale, establish complete modern enterprise system, achieve the target with annual output capacity reaching 2 million tons of beer and compose the new chapter for enterprise development.

主导产品雪津啤酒被评为中国名牌、中国驰名商标，先后获轻工部优质产品、全国啤酒行业优质产



英博莆田厂区  
InBey PuTian Factory



## 达意隆全新机器人码垛系统在英博雪津的应用 Application of Tech-Long's new automatic stacking system in InBey Sedrin

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2008年2月14日，卓越的啤酒制造商—英博雪津啤酒有限公司与达意隆正式签订了第五套机器人码垛系统的采购合同。项目合作从两家正式开始接触到定单的签定仅用了不到一个月的时间，从而引起了啤酒行业的广泛关注。英博雪津啤酒与达意隆间的合作，影响了中国啤酒行业的搬运方式，具有重大和深远的意义……

On February 14th, 2008, a purchasing contract concerning the 5th Robot Stacking System was made between Tech-Long and InBev Sedrin Beer Co., Ltd, an outstanding beer producer. This project was finalized within one month since both parties' initial contact. Therefore, it has aroused wide attention in the beer industry. This project has influenced the handling mode of Chinese beer industry with important significance……

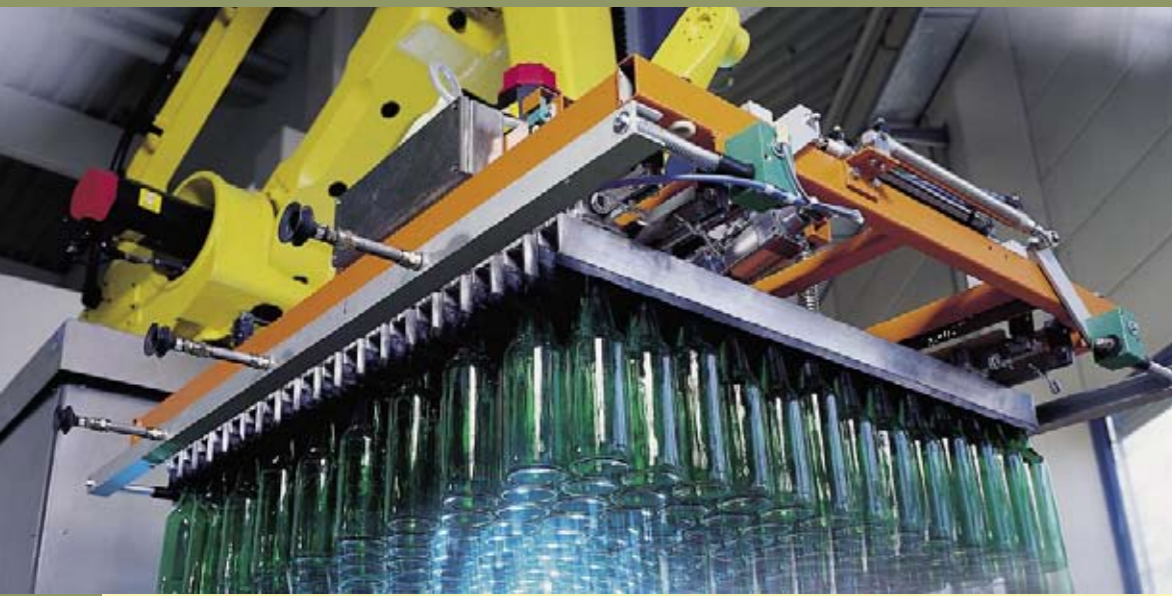
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**英博雪津啤酒**  
**欣赏达意隆的综合实力与发展潜力**  
InBey Sedrin Beer:

Appreciate Tech-Long's comprehensive competition and development potential

英博雪津啤酒已经使用了大量国内、外码垛机械，始终对国产设备不尽满意。英博雪津啤酒在本次选择码垛机械更加考察了大量国内包装设备，寻找具备高稳定与高效率的码垛机械。达意隆在啤酒装备的开发上特别注重客户的使用体验与感受，加上前期的啤酒装备机器人搬运系统具有高效、稳定、操作简便等特点，便成了最具竞争优势的装备；另外，达意隆拥有低成本的供应链，可以为啤酒生产商节约装备采购成本。达意隆在激烈竞争中脱颖而出，成为雪津这次码垛系统供应商。

InBev Sedrin Beer isn't satisfied with the domestic equipments. This time InBev Sedrin Beer has also investigated massive domestic packaging equipments for selecting and searching the stacking machine integrated with high stability and efficiency. Tech-Long focuses on the clients' experience and feeling when developing beer equipments, and additionally the beer robot handling system has the functions of high efficiency, high stability and convenient operation. All of these lead tech-long to the brand with highest competitive advantage. Moreover, Tech-Long possesses low cost supply chain and can save purchasing cost for beer producers. Tech-Long is eye-catching in the furious competition and tinally has become the supplier of stacking system for Sedrin.



>>>

**达意隆，  
看好英博雪津品牌的号召力与强劲的扩张势头**

**Tech-Long,  
Optimistic View of InBev Sedrin Brand awareness and powerful extension trend**

达意隆提供给英博雪津的设备为36000BPH玻璃瓶啤酒灌装生产线配套码垛机。众所周知，英博雪津总厂的现场管理与设备管理在国内首屈一指，灌装生产线效率非常高，常年灌装速度稳定在44000BPH以上。在商务谈判时，达意隆以英博雪津的要求为己任，仔细分析与组织了项目方案后，主动要求提高单机产能、生产效率与包装合格率等多项重要指标，以满足英博雪津啤酒实现提高生产效率的愿望。

Tech-Long provides InBev Sedrin the 36000BPH glass bottle beer filling lines. It is known that the site management and equipment management of InBev Sedrin is outstanding at home, and the filling line has extremely high efficiency, and through the whole year the filling speed keeps as stable as over 44000BPH. During business negotiation, Tech-Long took the requirements of InBev Sedrin as its responsibility. After carefully analyzing and organizing the project plan, Tech-Long has initiatedly required to improve several important indices such as output capacity of single machine, production efficiency and qualification rate of package to meet the demands of InBev Sedrin Beer in improving production efficiency.

达意隆在接受订单之后，积极组织各工序的主要工程师和相关销售人员协同合作，对项目书进行细化，包括了设备布局、设备结构、自动化水平鉴定、单机产能、设备配置、生产安全、环境保护、管道和布线等多个方面；同时，达意隆也从资金、外购备件、生产、物流等多个环节为这个项目提供了最大的支持，以确保设备严格按照双方的约定研制。

After receiving the order, Tech-Long has actively arranged the major engineers and related sales staffs to detail the project, such as the equipment layout, equipment structure, appraisal of automatization, output of single machine, configuration of equipment, production safety, environmental protection, pipes and wires; meanwhile, Tech-Long has provided powerful support in finance, outsourcing spare parts, production and logistic for assuring to strictly follow the confirmations of both parties.

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**强强携手，共同迈向新高度  
Hand in hand, double win**



从5月开始，5套设备分别在涵江、莆田、南昌等工厂安装调试。项目安装时正处啤酒生产旺季，为了保证项目的顺利实施，英博雪津各个工厂给予了达意隆最大的配合与帮助，达意隆也派出了最精干的调试工程师。在双方的共同努力下，安装调试周期不断的被刷新，从最初的15天，到6月份最后一台机的7天完成安装调试并达产。这是雪津啤酒管理精益求精和达意隆核心理念的完美创举。

**Hand in hand, double win**

Since May, 5 sets of equipment are installed and tested in Hanjiang, Putian and Nanchang factories. During installation, it is on the season for beer production. In order to assure the smooth execution of the project, InBev Sedrin factories have provided Tech-long with powerful support and assistance, and Tech-Long has also assigned the most competent engineers to undertake the task. Under the common efforts from both parties, the installation and test cycles were constantly refreshed and shortened from 15 days in the early phase to 7 days in the end. This is the perfect pioneering work for the precise management of Sedrin Beer and core value of Tech-Long.

正是达意隆人与雪津人的同心协力与精益求精，使双方实现了双赢。英博雪津工厂使用达意隆码垛机械的生产线效率比原码垛机械的大大提高，操作和维护的简便得到雪津工程技术人员的一直认可；从投产至今的短短几个月，达意隆码垛机械已经为雪津工厂提高的生产效率已经凸显可观的经济效益。达意隆码垛系统产量超出额定产量达6000瓶/小时，机械效率达到合同约定效率的113%，一举登上国内单垛位码垛产能冠军的宝座，再次验证了达意隆“为你而转，转出价值！”的企业理念。

With the team work and constant improvement of Tech-Long and Sedrin, both parties achieved win-win cooperation. After applying Tech-Long stacking machines, the production lines in InBev Sedrin factories have been powerfully improved when compared with previous stacking machines. The convenient operation and maintenance have earned high acceptance from Sedrin technicians. It is just several months since putting into production, during which Tech-Long stacking machine has shown profitable economic benefit for Sedrin. The output of Tech-Long stacking system has exceeded the rated output and reached 6000 BPH. The mechanical efficiency has reached 113% of the efficiency stated in the contract, and in terms of the capacity of single stacking machine ranked the first in domestic the market, which has also proven Tech-Long's core value--- "Runs for you!"

*Text and pictures by :Tech-long Mark . Wang*



农夫山泉淳安新工厂生产现场  
Production site of new NongFu Spring factory in Chun An

## 农夫山泉淳安茶园新工厂 天然水生产线投入生产

New NongFu Spring factory in Tea Garden, Chun An  
*Natural water line  
was put into production*

农夫山泉淳安茶园新工厂于2005年年底落成，2006年农夫山泉与达意隆全面合作展开后，淳安茶园新工厂于当年12月向达意隆订购了三条36000BPH天然水生产线。

New NongFu Spring factory in Chayuan Chun An was completed at the end of Year 2005. After having fully cooperated with Tech-Long since 2006, NongFu Spring ordered three 36000BPH natural water lines from Tech-Long in December of that year.

2008年5月，淳安茶园新工厂一期正式投产，达意隆安装调试工程在新工厂厂房、车间基本具备安装条件的情况下，经过40多天紧张、有序的施工，在杭州安装公司、水处理公司等设备供货商的全力配合下，三条36000BPH天然水生产线全部顺利通过测试，正式投产。

In May 2008, 1st Phase of ChunAn Tea Garden new factory was formally put into production. Under acceptable installation conditions of the workshops in new factory, Tech-Long took more than 40 days to complete the installation and commissioning works of three 36000BPH natural water lines, with the help of the equipment suppliers (for instance Hangzhou Installation Co, Water Treatment Co and etc) , including all tests.

农夫淳安茶园工厂二期工程于2009年开始实施，规划新增2条果汁生产线、2条小瓶水线和2条4L水线。全部项目建成后，茶园工厂将成为农夫山泉最大的生产基地。

2nd Phase will commence in 2009, including newly added 2 fruit juice lines, 2 small sized bottles water line and 2 4L water line. Upon completion of this project, it will be NongFu Spring's largest production base.

*Text and Pictures by :Tech-long Hong Feng*

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# 也门百年老店

## Yemen centenary brand

### HAS Group

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也门HSA (Hayel Saeed Anam Group of companies) 集团创始人Saeed先生白手起家，现在HSA已经成为也门第一大企业，在也门有14家全资和合资公司，在沙特、埃及、马来西亚和印尼设立了9家公司和生产型企业，在22个国家设立有办事处。主要活跃于贸易、工业、服务业、农业和海洋渔业资源四个领域，行业涉及广泛，包括饼干糖果、奶油和食用油、肥皂和消毒液、牛奶、果汁和豆类、海绵和塑料、矿泉水、包装材料、香烟、化妆品、汽油、面粉、水泥。员工达数万人，产品出口到中东、亚洲、非洲、美国和一些欧洲国家。并且作为35种国际品牌的代理，成功和包括联合利华，SV SMITHKLINE BEECHAM，米其林，强生，壳牌，BAT，惠普，ROCHE，PFIZER，通用电气，NESTLE KLIM DIVISION，吉利，ABB，夏普，日立，BEIERSDORFAGE，福特等公司进行合作。

Yemen HSA (Hayel Saeed Anam Group of companies) was founded by Mr. Saeed who built it up from nothing. Nowadays, HSA has become No.1 enterprise in Yemen, including 14 sole corporations and joint ventures in Yemen; 9 companies and production type enterprises in Saudi Arabia, Egypt, Malaysia and Indonesia; and offices in 22 countries. Its business scope mainly covers trading, industry, service, and agriculture and marine fishing resource sectors, and products family includes biscuit and candy, butter and edible oil, soap and disinfectant, milk, fruit juice and legume, sponge and plastic, mineral water, packing material, cigarette, cosmetic, gasoline, flour, and cement. It possesses several ten thousands of employees. Its products are exported to the Middle East, Asia, Africa, USA and some European countries. As an international brand agent, its agent service includes 35 international brands, for example UNILEVER, SV SMITHKLINE BEECHAM, MICHELIN, Johnson, Shell, BAT, HP, ROCHE, PFIZER, GE, NESTLE KLIM DIVISION, GEELY, ABB, Sharp, HITACHI, BEIERSDORFAGE, Ford and so on.

HSA集团注重质量体系的建设，多家公司拥有GMP、ISO9001:2000、HACCP、ISO14001、OHSAS 18001等国际认证，以及欧洲和中东的地区性机构质量认证；注重科技创新研发和教育，创办大学、培训机构，支持青少年教育计划，建立科技和文化基金，鼓励那些在各个研究领域有杰出贡献的科技人才；积极参与慈善事业，资助了大量贫困家庭，修建清真寺，开办现代化医院；并且涉足旅游业、酒店业等。

HSA Group has always paid attention to quality system construction. Its many subsidiaries have passed GMP, ISO9001:2000, HACCP, ISO14001, OHSAS 18001 international certifications and European and the Middle East's quality certifications; it also attaches importance to technical innovation, R&D and education to found universities and training institutes, supports teenage education plan, establishes scientific and cultural funds, encourages technological talents who make outstanding contribution in all research fields, actively participates in charities to financially aid lots of poor families, constructs mosques, sets up hospitals; in addition, it involves in travel and hotel sectors etc.

HSA还是世界经济论坛“Davos”的主要战略性赞助商，和阿拉伯商业联合会的公司成员。

HSA is a key strategic sponsor supporting World Economic Forum “Davos” and a corporate member of Arabia Commercial Association.

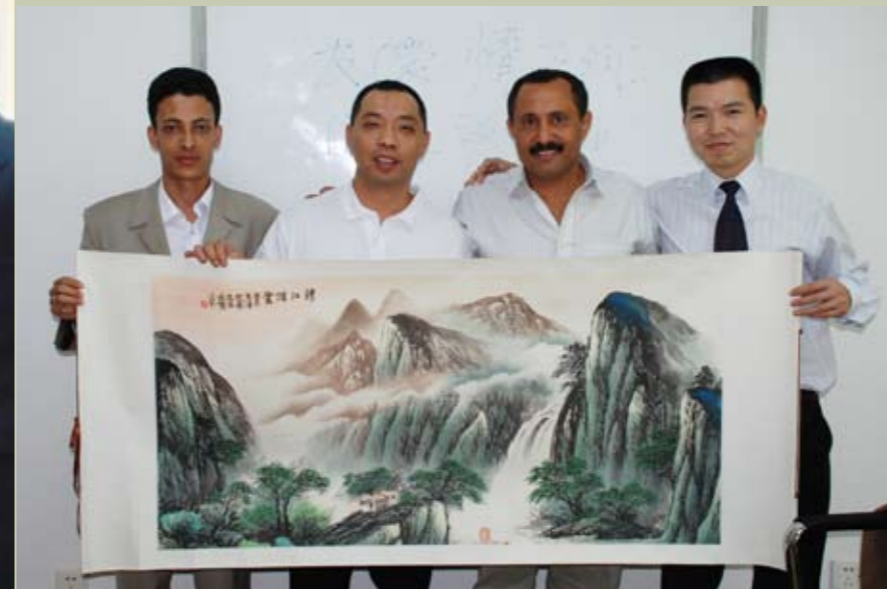
HSA集团前身创建于1938年3月29日，今年已经走进了第70个年头。他们用他们不懈的努力和创新进取开创了属于这一年的辉煌。今年7月20日，一个投资2.5亿美金，年产值160万吨的大型水泥厂落成剪彩，该国的总理也参加了庆祝仪式……我们相信，达意隆公司和HSA集团的本次合作将奠定今后更广泛合作的坚实基础，我们愿意，为HSA集团建设百年老店的品牌而贡献我们一份力量！

Founded on March 29th 1938, HAS Group has experienced a 70-year history. However, it realized another achievement in this year through constant efforts and innovations. On 20th July of the year, a 160t/a large-scale cement plant project in which USD0.25 billion was invested was completed. Yemen's Primer Minister was present in the completion ceremony……we believe this cooperation between Tech-Long and HSA Group will lay a solid foundation for broader cooperation in the future. We will be glad to make our contribution to HAS's centenary brand.

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达意隆赠送HSA集团有中国特色的山水水墨画，体现了双方的“友情无价”  
Tech-Long presented HSA a Chinese inkwash painting to reflect “invaluable friendship”

## 友情无价 HSA集团与达意隆的首次合作

### Invaluable friendship

#### First cooperation between HSA and Tech-Long

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2008年3月15日，达意隆和也门HSA集团公司正式签订了一条产量18000BPH、包括吹瓶机、灌装机和输送系统的700mlPET瓶装水生产线订单。虽然，这并不是出口到也门地区的第一条带高速吹瓶机和灌装机的生产线，但对于达意隆和HSA集团公司来说是首次合作，意义十分重大。

On March 15th 2008, Tech-Long signed an order contract with HSA to supply the Group with 18000BPH 700mlPET bottled water line, including bottle blowing machine, filling machine and delivery system. Although it wasn't first high-speed line with bottle blowing and filling machines exported to Yemen, its meaning was significant because of initial cooperation between Tech-Long and HSA.

达意隆公司非常重视和HSA集团公司的这次合作，由销售总部总监孔祥捷先生亲自率领团队，协同中东总代理Mr. Jinesh Jain，专门安排到也门塔伊兹

上图为HSA集团执行总监Mr. Khaled A. Hayel Saeed(左四)、工程经理Mr. Yogeshwar Bhulyan(右二)以及达意隆销售总监孔祥捷先生(左三)、达意隆中东区代理Mr. Jenish以及项目相关人员于也门HSA集团总部合影留念。

Picture above is HSA Executive Supervisor Mr. Khaled A. Hayel Saeed (fourth from left), Engineering Manager Mr. Yogeshwar Bhulyan (second from right), Tech-Long Sales Supervisor Mr. Kong Xiang Jie (third from left), Tech-Long Middle East Agent Mr. Jenish and relevant personnel, which was taken in HSA Headquarter in Yemen

拜访了该公司的总部所在地。此次拜访前夕，Khaled A. Hayel Saeed先生和集团驻中国佛山采购代表Galal M. Hamdan就已经来达意隆进行考察，对公司规模、产品质量、研发、生产、服务有了全面的了解和肯定，建立良好的信任基础，并留下了“友情无价，诚信更无价”的赠言。塔伊兹的谈判在双方坦诚友好的气氛下进行，最终实现了共赢的局面，这次合作也仅仅是双方广阔合作前景的一个良好的开端。

Tech-Long highly assessed this cooperation with HSA. After coordinating with the Middle East General Agent Mr. Jinesh Jain, Headquarter Sales Director Mr. Kong Xiang Jie personally led a delegation to visit HSA's headquarter in Yemen. Prior to this visit, Khaled A. Hayel Saeed and HSA's Foshan Purchasing Representative Galal M. Hamdan already visited Tech-Long. They fully investigated and highly commented Tech-Long's capacity, product quality, R&D, production and service and established the trust between each other. They presented Tech-Long “Invaluable Friendship; Forever Good Faith”. The negotiation carried out in Taizz finally led to a win-win result on the basis of mutual frank and honest. This cooperation meant a sound beginning for broader cooperation in the future.

在塔伊兹期间，我们受到客户热情的款待，也有幸参观了该集团公司的多家工厂，包括饼干厂、印刷厂、烟厂、制袋厂、水泥厂和面粉厂，深深感受到其产品质量体系化管理的国际化水平、高效、创新的服务意识以及人性化的管理。管理层的开明和睿智让我们心生敬意。一家有70年历史的企业，仍然保持一种健康积极向上发展的活力，不得不令人心生敬意。

During staying in Taizz, they showed us great hospitality. We visited their factories, for example biscuit factory, printing house, tobacco factory, bag fabrication factory, cement plant and flouring mill. We really confirmed their internationalized product quality management system level, high-efficiency and innovative service awareness and humanized management. We appreciated enlightened thought and wisdom of top management. We had to show our respect for them because a 70-year enterprise still keeps a healthful and active development vigor.

Text and pictures by: Tech-long Choirma.Xiao



## 黑牛公司双蛋白液态豆奶项目投产庆典

# “我有新主张，我牛我健康”

Launch ceremony of Black Bull's liquid double-protein soy milk project

“I have new idea, I am robust”



2008年8月26日，黑牛公司安徽工厂庆典活动现场

On August 26th 2008, ceremony site of BLACK BULL Anhui factory Production site of BLACK BULL'S double-protein soy milk

营养健康的双蛋白液态豆奶饮品  
Nutritious liquid double-protein soy milk

黑牛食品股份有限公司是我国大豆营养食品加工的龙头企业之一，又是豆奶粉国家标准和复合营养麦片行业标准制定单位之一，结合当代人健康饮食原则，黑牛公司的双蛋白液态豆奶饮品是采用大豆现磨的豆浆同牛奶复合、同时添加果汁的新一代酸性双蛋白豆奶饮品，产品将大豆和牛奶饮品营养有机结合，实现了动植物蛋白营养的完美互补，使营养升级又健康。该项目被列入安徽省“861”行动计划，合肥市“121”项目库以及安徽省“火炬计划”的项目。

BLACK BULL FOODS CO., LTD is the head of soybean processing enterprises in China, and also one of the units that drafted national standards of soymilk powder and industrial standards of multi-nutrition oatmeal. On the principle of modern health diet, BLACK BULL's double-protein soy milk is a new generation of acidic double-protein soy milk composing of soybean juice and milk and adding with fruit juice. This product contains nutriments from soybean and milk to realize perfect complementation of animal and vegetable proteins; hence upgrading the nutriments. This project is listed in Anhui "861" Action Plan, Hefei "121" Project DataBase and Anhui "Torch Plan".

黑牛公司选择达意隆稳定成熟的热灌装设备  
BLACK BULL selected Tech-Long's stable and mature hot filling line

2008年8月26日黑牛食品股份有限公司安徽分公司双蛋白液态豆奶项目投产庆典仪式，在合肥肥东县新城经济开发区隆重举行。

On August 26th 2008, Launch ceremony of Black Bull Anhui Subsidiary's liquid double-protein soy milk project was formally held in Xin Cheng Economic Development Area, FeiDong County, HeFei.

黑牛公司响应国务院大豆行动计划和国家公众营养与发展中心等机构倡导的“双蛋白”均衡营养战略，率先在同行业中投资的国内第一个新型双蛋白液态豆奶生产基地，基地占地近20公顷，项目预计总投资金额约4.35亿元人民币，其中第一期投资金额约1.5亿元人民币。黑牛使用的设备是达意隆市场保有量最大、最稳定而成熟的热灌装生产线，后段采用防伪性好、环保安全的纸箱全裹包装，整线产量达到24000瓶/小时，目前已经顺利生产。

According to Soybean Action Plan issued by the State Council and "Double-Protein" balanced nutrition strategy proposed by National Public Nutrition & Development Center, BLACK BULL took the lead in constructing liquid double-protein soy milk production base that occupied 20ha approximately. As estimated, total investment of this project is about RMB0.435 billion, of which RMB0.15 billion goes to 1st Phase. BLACK BULL selected Tech-Long's largest market-shared and most stable and mature 24000BPH hot filling line whose tail segment is carbon packing unit that is highly counterfeit-proof, environment protected and safe. The line has been put into production smoothly.

Text and pictures by: Tech-long Wu Haizhou



华山泉，饮用水企业的先行者

*HuaShan Spring,*  
a pioneer in drinkable water industry

## “南粤第一泉”——华山泉



### 华山泉瓶体设计说明 Bottle design

灵感来源于水的自然形态，缠绕的水交织在赋有女性曲线美的瓶体上，形成了独特的交融景象。

The idea originates from natural features of water. Voluble water lines interweave on bottle body featuring woman's body curve to form a unique vision.

瓶体上水线条造型的设计源于中国古代帝王龙袍上的水纹，表达了吉祥优美的意境，流畅的曲线环绕在瓶体上既起到了加固结构的效果又可给消费者独特的视觉刺激点。

Water lines on the bottle body originate from water texture on Chinese ancient emperor's dragon robe, which expresses good luck and wish. Smooth curves on the bottle body may reinforce structure, but also hit eyeballs.

红色标签醒目吉祥，延续升华了华山泉15年的企业红，同时原造型的基础上运用流畅的线条作为标签的辅助图形，与瓶体相互呼应，充分的表达华山泉作为深层矿物质水的产品性质。

Red label is striking and lucky to continuously upgrade Huashan Spring's 15-year fortune. Meanwhile, based on the original model, smooth lines as auxiliary graphs echo with bottle body mutually to sufficiently express the product nature of deep mineral water.

## 1st Spring in South Guangdong - Huashan Spring

华山泉食品饮料有限公司是生产矿泉水、蒸馏水、PET瓶等产品的厂家，创建于1992年，现在年生产优质天然矿泉水35万吨，纯蒸馏水15万吨。

Huashan Spring Foods & Beverage Co., Ltd produces mineral water, distilled water and PET bottle etc. Founded in 1992, it has reached 350,000t/a and 150,000t/a of yield capacity in high-quality natural mineral water and distilled water respectively.

发展十六年来，华山泉公司在掌舵人易树荣的带领下，不断创新，已昂首走在行业的前列，铸就了“南粤第一泉”的美誉。出口量每年递增超过35%，居广东省首位，在珠江三角洲地区，华山泉矿泉水的市场占有率达到了60%以上，很多终端都只销售华山泉一种水产品。

In 16-year development history, led by steersman Yi Shu Rong, Huashan Spring has continuously innovated and developed to take the leading position in the industry and win good fame "1st Spring in South Guangdong". However, its export volume has increased by over 35% and ranked No.1 in Guangdong. In the Pearl River Delta, Huashan Spring shares over 60% market. Many network points distribute Huashan Spring water only.

2005年，华山泉被授予广东省著名商标、广东省名牌产品称号，是广东省食品食品产业500强、软饮料制造10强企业；2006年华山泉成为广东省唯一一家连续12年获“国家免检产品、国家绿色食品、全国信得过产品、广东省著名商标、广东省名牌产品”的饮用水企业；2008年，华山泉商标被认定为中国驰名商标。

In 2005, Huashan Spring was entitled Guangdong Famous Trademark and Guangdong Brand-Name Products and listed in Top-500 GD foods enterprises and Top-10 soft beverage manufacturers; in 2006, it was sole drinkable water enterprise who had won a series of reputation in 12 successive years, such as national products exempted from inspection, national green foods, national trustable products, Guangdong famous trademark, Guangdong name-brand products; in 2008, Huashan Spring trademark was recognized as China well-known trademark.

严格的品质控制标准  
Strict quality control standards

华山泉在解决瓶颈问题过程中，首先制订了高于国家标准的内控质量指标，建立了相应的产品测试中心和计量管理标准，保证了产品检测的准确性和可靠性。近年，华山泉公司又充分与广东省微生物研究所合作，利用其科研力量和优势，全面提升华山泉的质量水平。目前，华山泉已连续十五成为全国信得过产品，是江门地区唯一的国家免检产品。

In the course of the solution to bottleneck difficulties, Huashan Spring firstly stipulated internal quality control indicators higher than national standards and established product test center and metering management standards to ensure accurate and reliable product tests. In recent years, Huashan Spring has sufficiently cooperated with GD Microbiology Institute to fully upgrade its quality level. At present, Huashan Spring won trustable product title. It has won this title in 15 successive years. In addition, Huashan Spring is only one producer in JiangMen area, whose products are exempted from inspection.

新包装 新形象  
New package, new image

今年，华山泉公司与深圳采纳品牌营销顾问公司全面合作，全力打造全新的华山泉品牌形象，在瓶型的设计上，流线型与力学相结合，形成强烈的立体感，鲜红标签纸的活力因子令整体更具动感和生气，简洁的商标和英文更显华山泉的稳健和力争第一的气魄。目前，设计开发的360ml、600ml、1500ml的新包装规格，产品更具时尚，个性更加鲜明。

This year, Huashan Spring has developed full cooperation with Shenzhen CaiNa Brand Marketing Consulting Company to build up a new Huashan Spring brand image. In bottle design, streamline combines with mechanics to form strong 3D effect; bright red label gives the bottle more dynamic effect and vitality; simple trademark and letters express Huashan Spring's stable growth and No.1 spirit. Presently, the company designed 360ml, 600ml and 1500ml new packages, so they are more fashionable and vividly featured.



华山泉董事长易树荣与达意隆董事长张颂明签订高速整线设备订单  
Huashan Spring COB (chairman of the board) Yi Shu Rong and Tech-Long COB Zhang Song Ming signed the order contract of high-speed whole line.

## 达意隆为华山泉龙口新项目提供高速整线设备

Tech-Long supplied Huashan Spring with high-speed whole line for its new project



**河**源华山泉从1992年建厂起就与达意隆开始了合作，向达意隆引进了当时世界上最先进的水处理设备，此后陆续多次与达意隆展开合作，产品涵盖了五加仑设备、吹瓶机、灌装机、包装机等设备。多年来，华山泉始终与达意隆保持着良好的合作伙伴关系。

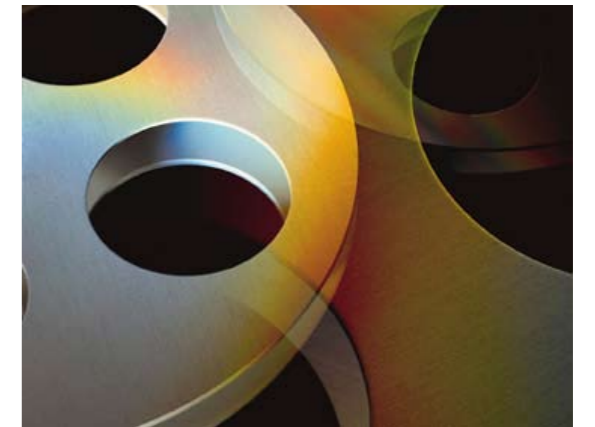
Since founded in 1992, Huashan Spring has cooperated with Tech-Long. It ordered most advanced water treatment equipment from Tech-Long then. Following this contract, it placed orders many times, including 5gal equipment, bottle blowing machine, filling machine and packing machine etc. However, it has always kept good cooperation relationship with Tech-Long.



2006年底华山泉龙口生产基地新项目立项，在项目立项之后将近两年的时间里，华山泉对达意隆进行了整厂实力、设备运行以及在客户中的使用状况等多方面的考察；达意隆多次派出由技术、研发、售后组成的项目小组前往华山泉进行深入的交流与探讨，在综合考虑各供应商的实力规模、技术研发能力、加工生产能力、售后服务等条件后，华山泉选择了与达意隆进行商务谈判。经过双方多次的讨论，于2008年年中确认了整线设备的选型，车间的布置及相关技术细节，并于2008年8月29日正式签订了一条涵盖高速旋转式吹瓶机、灌装机、机器人装箱、机器人码垛等设备的整线项目合同，该项目投产后可令华山泉的矿泉水的产能提升一倍以上，达意隆整线水项目也多了个优秀的样板工程。

Huashan Spring initiated its Longkou production base project in 2006. Since then, it has taken two years to investigate and verify Tech-Long, including production capacity, equipment running information and users' feedback. In the meanwhile, Tech-Long arranged a project team consisting of Technical, R&D and After-service Depots to carry out deep exchange and discussion with it. Considering all suppliers' production capacity, R&D, processing ability and after-service conditions, it selected Tech-Long to carry out business negotiation. After several negotiations, both parties finalized equipment model, workshop arrangement and relevant technical details. On August 29th 2008, both parties finally signed a whole line contract, including high-speed rotary bottle blowing machine, filling machine, automatic boxing machine, automatic stacking machine and etc. Upon completion of this project, its mineral water production capacity would double. This symbolized Tech-Long's another excellent whole line model project.

*Text and pictures by: Tech-long Kuang.Minqiang*



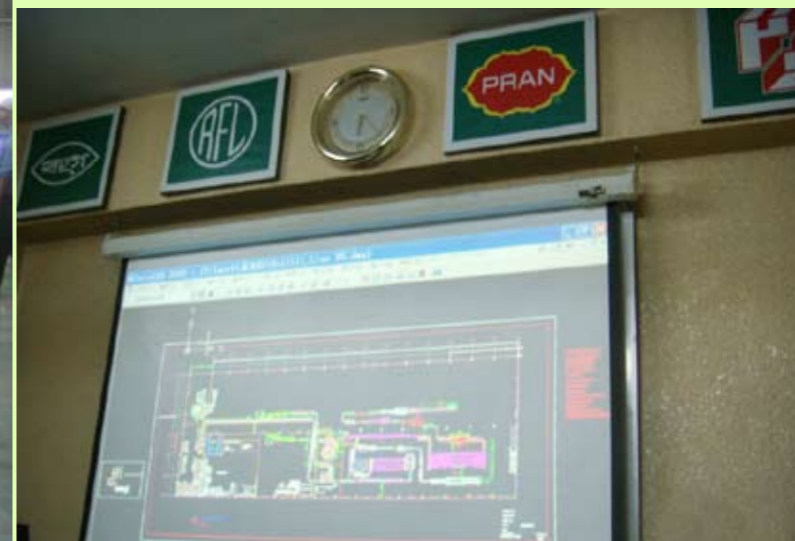
### 项目背景 Background of project

华山泉是广东地区最早一批著名矿泉水生产企业之一，其产品辐射范围遍及两广地区、东南亚、香港、澳门及美国华人区等区域。

Huashan Spring is one of earliest mineral water producers in Guangdong. Its products cover Guangdong, Guangxi, Southeast Asia, Hong Kong, Macao and Chinese areas in USA.

华山泉龙口生产基地位于鹤山市近郊龙口镇韶鬼山谷，该地区以原始森林、天然奇异的植被以及涓涓的流溪而闻名，矿泉水资源非常丰富，而且气候怡人，水土保持、区域维护做得非常好。新生产基地总占地300亩，总投资1.8亿元，厂房由国内著名工程公司设计，参照国际流行风格，可与国内外一流的矿泉水生产企业相媲美。

Its Longkou production base is located in shaogui Valley, Longkou Town, Heshan City, where there are virgin forest, natural bizarre vegetations, tiny streams, very abundant mineral water resources, preferable climate, and well protected water and land. The base occupies 300mou land totally and costs RMB0.18 billion. The workshops were designed by domestic famous engineering company by referring to fashionable international style, which are comparable with domestic and overseas A-class mineral water enterprises.



Pran Group 总部的整厂结构布局图  
Comfirm layout of Pran Group Headquarter

# 孟加拉Pran Group

## 与达意隆再次握手

### Bengal Pran Group shook hands with Tech-Long again



Pran Group, 在孟加拉人人皆知的食品饮料行业骄子, 自从1980年创办以来, 目前旗下已经拥有包括食品、饮料等多种类型产品以及超过5个以上的大型工厂, 产品覆盖面广泛全面, 具备较高的品牌影响力。

Pran Group is well-known foods and beverage enterprise in Bengal. Since founded in 1980, it has developed to possess more than five large-scale foods and beverage factories. Its products have wide coverage and high brand influence.

早在2006年, 达意隆的高速水灌装线、高速热灌装线已经在为Pran Group贡献着自己的力量, 使Pran Group在饮料市场的竞争中始终保持着优越的竞争力。

2008年, Rran Group宣布加大在饮料市场的投入力度, 其品牌的影响力和规模使全球知名设备供应商都想在新项目中夺得一席之地。达意隆充分发挥了丰富的整厂设计经验的优势, 凭借领先的技术、设备性能的稳定性及优良的性价比深深的打动了客户, 而项目负责人多次前往客户工厂协助客户规划、设计整线方案, 耐心为客户解决疑难问题, 使Rran Group最终决

定了选择达意隆。

In 2008, Pran Group announced that it would expand its beverage production capacity. Its brand influence and production scale attracted global well-known equipment suppliers to aim at this new project. However, relying on rich whole line design experiences, leading technology, stable equipment performance and reasonable PPR (price performance ratio), Tech-Long aroused the client's interest. Furthermore, Tech-Long project manager visited the client's factories to assist in planning and design of whole line scheme and to provide solutions to the difficulties. Finally, Pran Group selected Tech-Long.

2008年8月8日, 达意隆和Pran Group再次握手, 签订了一条24000BPH的热灌装整线, 达意隆和Pran Group成为了超越普通合作关系的朋友

August 8th 2008, Tech-Long and Pran Group shook hands again to sign a 24000BPH hot filling whole line contract. Tech-Long and Pran Group.

*Text and pictures by:Tech-long Hansen.Shi*



THP R&D Director MR. NGUYEN VAN TU(左三),THP Project Director MR. LE VAN SON(右二), THP生产部经理Production manager,Mr Khan(左一), 达意隆越南代理Business Manager Kimthoa金钗(右一), 及达意隆THP项目主要负责人罗志坚先生(左二)在THP总部



## THP第三条热灌装线整线效率达97%

THP's third hot filling line realized 97% efficiency

>>>

达意隆与THP的合作从2003年开始，特别2007年、2008年在绿茶生产线方面，达意隆提供的4条生产线，全力配合了THP的生产，在越南市场取得巨大成功。

Cooperation between Tech-Long and THP started from 2003. Particularly in 2007 and 2008, Tech-Long has supplied 4 green tea lines to fully meet THP's production demands. The projects succeeded dramatically in Vietnam market.

2008年4月份签定的第三条28000BPH热灌装整线，已在8月12日调试成功，吹瓶、前处理、灌装机、膜包机整线运转效率达到97%，超过原合同所规定的90%。

April 2008, third 28000BPH hot filling whole line contract was concluded. The line was already debugged

successfully on August 12th. However, the whole line, including bottle blowing, pre-treatment, filling, film packing machines, reached 97% efficiency that was better than 90% stated in the contract.

接下来，达意隆第四条、第五条28000BPH的整线合同在将陆续确实，预计在2008年11月份正式投产。而按照目前市场的需求量的状况，THP公司将会继续扩大其在当地及周边市场的销售量。

Subsequently, the contracts of the forth and the fifth 28000BPH hot filling whole lines were confirmed. As predicted, they will formally be put into production in November 2008. According to current market demand, THP will continuously expand its local and peripheral market shares.

Text by and pictures: Tech-long Adam.Luo



## 成都达利成立十周年

达意隆三条生产线稳定运行

Chengdu Dali 10<sup>th</sup> anniversary  
Tech-Long's three lines  
are running stably.



1998年9月8日成都达利食品有限公司成立，这是福建达利集团的第一家省外分公司。之后，达利在山东、湖北、吉林、甘肃、云南、安徽等地区陆续建厂。

On September 8th 1998, Chengdu Dali Foods Co., Ltd was founded, a first out-of-town subsidiary of Fujian Dali Group. Since then, the Group had set up subsidiaries in Shandong, Hubei, Jilin, Gansu, Yunnan, and Anhui etc.

作为国内休闲食品的一线品牌，达利集团无论在经销商和消费者心目中都拥有非常好的品牌形象和人气基础。在2007年初，携凉茶、八宝粥、花生牛奶、杏仁露、优先乳、蜂蜜绿茶、冰红茶、果粒橙等六大品类、十一个品种的饮料产品高调亮相重庆春季糖酒会，正式吹响达利进军饮料市场的号角。

As front-line brand of domestic snack/leisure foods, the Group has good brand image and wide popularity in the eyes of distributors and consumers. At beginning of 2007, the Group struck a pose on the stage of Chongqing Spring Sugar & Wine Fair to show its multi-variety beverage products such as herbal tea, eight-treasure porridge, peanut milk, almond milk, Youxian milk, honey green tea, ice black tea, grain orange juice and etc. This symbolized that it formally entered into

beverage market.

2008年9月8日，成都达利食品有限公司成立十周年，公司上下及各界友人到场庆祝，整个现场喜庆欢腾，洋溢着和谐兴旺的气氛，这也印证着达利企业一直秉承的“达和谐，利众生”的核心理念。

On September 8th 2008, Chengdu Dali celebrated its 10th anniversary. All staffs and friends from all circles were present in the ceremony. At that moment, festive and harmonious mood demonstrated Dali's core value "peruse harmony and benefit the public".

目前成都达利共有达意隆3条生产线，24000瓶/小时、28000瓶/小时热灌装生产线各一条，36000瓶/小时矿物质水生产线一条，设备均已投入使用，运行十分平稳，其中和其正凉茶、双优先、优先乳在当地和周边市场最为畅销，深受市场好评。

At present, Chengdu Dali has three Tech-Long lines, i.e. 24000BPH and 28000BPH hot filling lines and 36000BPH mineral water line. All lines were already put into operation and are running stably. Among the products, herbal tea, Shuangyou milk and Youxian milk are most popular in local and peripheral markets, and commented highly by the consumers.

*Text and pictures by: Tech-long Wu Haizhou*

达意隆达利项目主要负责人吴海舟小姐  
Major Tech-Long person responsible for Dali project, Ms Wu Hai Zhou







德国杜塞尔多夫 INTERPAK 2008

## 达意隆展现中国制造的牌魅力

In INTERPAK2008, Duesseldorf, Germany, Tech-Long showed attractive made-in-China brands

**作** 为世界上规模最大、影响力最强的包装展览会—第18届国际包装机械、包装及糖果机械展览会—INTERPACK 2008, 由杜塞尔多夫展览机构主办, 每三年一届, 是全球规模最大、影响最广、最具有专业性的包装展览。

As a largest-scale and most influential packing exhibition fair in the world, INTERPAK gave another session again. i.e. 18th International Packing Machinery & Candy Machinery Exhibition - INTERPACK 2008; INTERPAK is sponsored by Duesseldorf, Exhibition Agency and held once every 3 years. It is largest-scale, most influential and highest professional packing

exhibition.

INTERPACK向应用行业的用户展示了食品、医药, 化妆品和糖果糕点等领域的包装类新产品、创新方案和包装工业的相关全套服务。并以个性化的展品, 成为了全方位展示从包装材料到全套包装方案的最具代表性的创新论坛和最全面的平台, 为大家提供一个了解国际包装市场新动态, 开拓欧洲包装市场的理想空间。

INTERPACK's exhibition covers such packing application sectors as foods, medicine, cosmetic, candy and cake etc, including new packing products, innovative schemes and supporting services. In addition,

it is a typical innovation forum and comprehensive platform from packing materials to solution package, through which all manufacturers can know new dynamic tendency of international packing market and develop European packing market.

第十八届INTERPACK的各种数据显示表明, 她又一次刷新了历年来创下的记录, 参展企业达到了2744家 (比2005年INTERPACK增加了90家), 参观商更是达到了179000名观众 (比2005年INTERPACK增加了近2100人次), 出展面积达163,405平米。根据反馈, 参展商和观众对于参展效果的满意度非常之高。接受调查的参展商中, 97%认为展会非常成功, 或对展会效果十分满意。其中78%还期待着展会结束后有更多的订单。在观众方面, 98%的被调查者给这届INTERPACK包装展打了最高分。专业观众中62%为欧洲国家, 20%来自亚洲国家, 其余的有印尼、泰国、巴西、墨西哥和俄罗斯等具有相当数量的观众到场。

Various data from 18th INTERPACK show that it renewed historical record by 2744 exhibitors (increased 90 exhibitors when compared with INTERPACK 2005), 179000 visitors (increased 2100 person-time when compared with INTERPACK 2005) and 163,405sq m of exhibiting area. According to feedback, exhibitors and visitors satisfied this exhibition very much. Among exhibitors to be interviewed, 97% of them thought this exhibition was successful very much or quietly satisfied the exhibition effect, and 78% of them expected more orders after the exhibition ended. Among visitors, 98% of interviewees gave high scores to this INTERPACK. Among professional visitors, 62% was from European countries, 20% from Asian countries and the rest from Brazil, Mexico and Russia etc.

着眼于欧洲市场及达意隆品牌的推广, 此次展会, 达意隆的参展设备是一台DRS08热灌装机

和一台DBZ-ZX48装箱机, 为中国团中饮料包装设备供应商最大规模的展商。展会现场, 两台设备在不停的作运行演示, 凭借着优良的机械性能及灵活性, 吸引了众多买家的目光, 前来展位咨询洽谈的买家除了来自德国本土的饮料制造厂家, 还有不少来自东欧、美洲及亚洲的饮料制造厂家及专业代理商, 他们对达意隆的设备表现了浓厚的兴趣, 并作了深入的交流, 有好几家表示了明确的购买意向, 将进一步到我司工厂进行考察。

Aiming at European market and Tech-Long brand promotion, Tech-Long showed one DRS08 hot filling machine and one DBZ-ZX48 casing machine. Tech-Long was the largest Chinese beverage packing equipment supplier in this INTERPACK. Depending on good mechanical performance and flexibility, these machines had been running continuously to attract numerous buyers who came to consult and negotiate with us. Besides local buyers, many buyers were beverage manufacturers and agents from Eastern Europe, America and Asia. They showed strong interest in Tech-Long equipment and carried out deep exchange. Some of them expressed their ordering intention and would visit us further.

本次展会上, 达意隆收获颇丰, 对提升品牌的美誉度起到重大的作用, 并再次展现了中国制造业在国际市场的竞争优势, 有理由相信在未来的国际市场中将扮演更加重要的角色。

In this exhibition, Tech-Long harvested a lot. This would play important role in upgrading brand reputation. Tech-Long showed Chinese manufacturer's competitive advantages in international market. It is reasonable to believe that Chinese manufacturers will play more important role in future international market.

Text and pictures by: Tech-long Hakim.Wang



达意隆是中国团饮料设备展区规模最大的, 最受观众关注的参展商 Tech-Long was the largest and most popular Chinese beverage packing equipment exhibitor



# 希望开始的地方 *The place where wish begins* SHANGHAI ROOTS & SHOOTS

## 达意隆与可口可乐SCMC系统携手

## 参加“根与芽”活动

### Tech-Long cooperated with Coca Cola SCMC System

## Tech-Long participated in "Root & Bud" event

从2000年开始，达意隆一直与可口可乐饮料系统保持着良好的合作关系，而且不单是在商业业务上的合作。

Since 2000, Tech-Long has kept good cooperation relationship with Coca Cola beverage system. Beyond business, the relationship means more.

2008年5月，在可口可乐SCMC系统（SCMC是供应链的管理公司，这个供应链管理公司属于可口可乐系统，专门生产非碳酸饮料，比如果汁和茶饮料，可以在全国配送。）的倡议下，达意隆与其携手参加了“根与芽”的运动，达意隆捐赠了100棵树苗给上海根与芽活动中心，以支持内蒙古植树造林项目。

In May 2008, proposed by Coca Cola SCMC System (SCMC is a supply chain management company under Coca Cola system. It is specialized in non-soda pop, such as fruit juice and tea beverage), Tech-Long worked with it to participate in "Root & Bud" event. Tech-Long donated 100 saplings to Shanghai Root & Bud Activity Center to support tree planting and afforestation project in Inner Mongolia.



### “根与芽”的历史： "Root & Bud" history

在过去的40多年里，珍·古道尔博士一直致力于拯救坦桑尼亚Gombe国家公园里的黑猩猩。为了拯救我们地球，这位世界著名的灵长类学家又发起了“根与芽”---一个针对年轻人的全球性环保和人文主义项目。自1977年珍古道尔研究会成立以来，珍就一直为推动这个项目而奔波。

In past 40 years, Dr. Jane Goodall has been devoted to chimp salvation project in Tanzania Gombe National Park. In order to save the global, this famous primatology scientist initiated "Root & Bud" event --- a global environment protection and humanism project aiming at the young. Since Jane Goodall Seminar was established in 1977, she has been busy running about to promote this project.

根与芽是国际性的环保项目，旨在推动不同文化之间的互动，以及促进全社会对环境的关注和对他人的关爱。它主要的活动形式是开展社区公益活动和环保教育项目。根与芽于1991年初创立于坦桑尼亚，随后在全球范围内蓬勃发展，获得广泛的认可。而且根与芽对参与此项活动的孩子们都产生了积极的影响。从学前班到大学，各年龄层的学生都加入了根与芽的行列。成员来自世界75个国家。珍博士希望通过这个项目激励年轻人为更美好的明天而共同努力。目前根与芽在全球90个国家都有分布。

"Root & Bud" is an international environment protection project which was designed to promote interaction among different cultures and awake all of the society to concern environment and love others. Its main activities include community public welfare activities and environment protection educations. Established initially in Tanzania in 1991, "Root & Bud" has been recognized widely with rapid development throughout the world. Furthermore, "Root & Bud" positively influenced the children who attended the activities. Numerous students from pre-school class to university joined in "Root & Bud". However, its members come from 75 countries. Dr. Jane hoped this project can inspire young people to jointly make contributions to better future. At present, "Root & Bud" spreads 90 countries.

### “根与芽”在中国： "Root & Bud" in China

上海根与芽青少年活动中心成立于1999年11月，负责根与芽活动在上海及周边地区的发展。上海根与芽青少年活动中心于2004年11月经中华人民共和国政府批准，成为国内第一个涉外的非营利组织。它通过开展保护环境，爱护动物和关心他人的活动，帮助年轻人通过自己的努力创造美好的未来。根与芽为年青人提供的是一个探究自身与环境，大自然



和人类社会之间相互关系的平台，以及通过自己的行动改善身边事务的机会。参与根与芽的学生在开展项目的同时也在不断的完善自我。

Shanghai "Root & Bud" Teenage Activity Center was founded in November 1999, which was responsible for "Root & Bud" development in Shanghai and its peripheral areas. Approved by Chinese government in November 2004, the center became first foreign nonprofit organization in China. Through some activities such as environment protection, animal care and loving others, it helps young boys and girls create better future. "Root & Bud" provides them with a platform where they may explore interrelations between themselves and environment and between nature and human society, and make efforts to improve surroundings. The students participated in "Root & Bud" project while improving themselves constantly.

### 根与芽的目标是： "Root & Bud" goal

学习环境知识，关心环境现状和通过互动项目改善环境；  
关爱动物；  
通过根与芽的全球交流网络，增进不同文化，不同种族，不同宗教信仰，不同经济展水平和不同国家之间人与人的理解与沟通；  
帮助青年一代树立自尊和自信，把对明天的美好希望植根到他们的心中。

Study environmental knowledge, care current environment situation and improve environment through interaction project; care animals; increase understanding and communication among people with different backgrounds in culture, race, religion, economic development level and nation via "Root & Bud" global exchange network.

Text and pictures by: Tech-long Mandy.Zhang



# 爱的传递

## 达意隆湘西凤凰爱心之旅

### Love spreads

### Tech-Long's love travel in ancient phoenix town in the West Hunan

中国最美的小城-湘西凤凰  
Most beautiful town in China - phoenix town in the West Hunan

凤凰古城，著名文人才子沈从文的故乡，湘西的一片灵秀之地。凤凰古城古称镇竿，位于湖南湘西州的西南边，是一个苗族、土家族为主的少数民族聚集县。

Ancient phoenix town is Shen Chong Wen's hometown, a famous literator. West Hunan is a delicately beautiful land. Phoenix Town was called town pole in ancient time. It is located in the southwest of Xiang Xi Zhou, Hunan, a place where Miao and Tujia people dominate.

古城建设古朴典雅，北门、东门古城楼，沱河畔苗家的吊脚楼和一条条青石板的小道使这里散发着古朴的味道；还有飞檐斗角的万寿宫、大成殿、天王庙、遐昌阁、万名塔，构成了一幅美丽的画卷，素有“中国最美的小城”之誉和“画乡”之称。凤凰的画卷上既有着铿锵的泼彩，也有着如水

的底色。

The ancient town was constructed naturally and elegantly. North and East Gate Towers, Miao's foot-suspended buildings on Tuo River side and bluestone board paths in parallel make the town with a strang simple ancient vibe, Moreover WanShou Palace with overhanging eaves, Dacheng Palace Hall, TianWang Temple, XiaChang Pavilion and WanMin Tower outline a beautiful picture scroll. It is usually called "Most Beautiful Chinese Town" and "Picture Town".

凤凰城在路易·艾黎口中有“中国最美的小城”之誉，又在一对叔侄沈从文、黄永玉的文字和画卷中声名远播。

Rewi Alley complimented Phoenix Town as "Most Beautiful Chinese Town". This reputation was broadly spreading through literatures written and pintings scrolls written and drawn by Shen Chong Wen and Huang Rong Yu.



——里湾希望小学位于湘西凤凰古城旁的一个小村落，经过15个多小时  
——的长途跋涉，我们终于到了一座小村庄的山脚下，这里就是三里湾  
——小学了。从公路边到学校一路都是曲折的泥沙路，如果遇到下雨，  
低年级的孩子们可能要爬着上去。我们向山坡走去时，师生们已经早早在等  
在了山腰下，孩子们个个洋溢着羞涩的微笑，睁着好奇的大眼睛，像是过节  
一样开心。

ShanLiWan Hope Primary School is located in a small village beside the ancient Phoenix Town. After having driven more than 15 hours, we finally arrived at a small village where the Hope School was located. The road from the highway to the school was devious and muddy. In a rainy day, small kids have to climb upwards to reach their school. When we were approaching, teachers and students already waited on the mountainside. All kids were brimmed over with bashful smile. They looked at us in a curious way, felt happy just like celebrating a festival.



这所希望小学共有师生200余人，教学条件比较差，一幢两层高的教学楼，几间教室，没有成套的桌椅板凳，最好的设备应该就是一台城市孩子早已经不再使用的老式台式电脑。

There are more than 200 teachers and students in the school where a 2-story building with several poor classrooms. They had no complete desk and chair sets; best teaching equipment was a outdated desk computer that had been thrown away by urban children.

质朴而腼腆老师们用他们特有的方式盛情款待远方的客人，课桌上摆满了糖果、瓜子，几个学生用托盘端上一杯杯当地的自酿酒，这简单的欢迎方式让我们感动万分。

Simple and coy teachers welcomed us in their own manner. They put candies and melon seeds on desks. Several students presented local home-brewed wine cup after cup. This simple welcome ceremony affected us deeply.

我们将带来的书包、笔记本、体育用品、文具等物品赠送给孩子们后，大家就和孩子们玩在一起了，儿时的游戏现在重新拾起，老鹰捉小鸡、丢手绢、红灯绿灯……；我们的问题孩子们总是可以抢着回答，“谁能说出奥运会是在哪个城市召开的？”“北京！”“答对了，这支笔奖励给你啦”“谁知道奥运吉祥物的名字？”“福娃，北京欢迎你！”“嗯，答对了，这个福娃送给你”……来到这里之前还曾经想过孩子们会因为条件的艰辛而将忧郁和阴霾过早的出现在稚嫩的脸庞，可是孩子们纯净的双眼、真诚的笑容却将我

们带回了20几年前的孩童时代……

After having donated schoolbags, notebooks, sports goods, stationeries and etc to kids, we played together with them, reminded of games, in our childhood, such as hawk catches chicks, dropping snot-rag, traffic light……; kids always vied with each other to answer our questions, “Which city will hold Olympic Games?”, “Beijing!”, “right, award you a pen. “Who knows the names of Olympic mascots?” “Happy Baby, Beijing welcomes you!” “Yes, right, give you this Happy Baby” …… before came here, we imaged their mopish and sad eyes due to the hardships; to our surprising, their naivety brought us to our the childhood ……

我们与老师和孩子们进行了热切的交流，耐心倾听了老师和孩子们的心声，一个下午的时间我们和三里湾小学的师生一起快乐的渡过。分手的时候到了，老师们不停地说着感激的话、孩子们恋恋不舍……也许在将来的某一天，这些孩子们会用一颗感恩的心，带给别人幸福，体味着另一种感动……

We exchanged our minds with teachers and students heart to heart and listened to them with patience. We had a happy afternoon with teacher and students there. When we were leaving, teachers expressed grateful thanks to us again and again and students were reluctant to part with us …… maybe someday, these kids will bring their indebted hearts to others, another affect……

回来广州后，我们根据学校急需硬件设施，再次集资为孩子们送去了桌椅、黑板、电脑、文具等设施及用品。我们承诺，会将爱心一直传递下去，三里湾小学的孩子们会在这份无私的爱呵护下健康快乐的成长，走向美好的明天。

After back to Guangzhou, we raised funds to buy desks and chairs, blackboards, computers, stationeries and etc for the kids. We promise we will hand down this love forever to enable these kids to grow up healthfully and happily.

Text by: Tech-long Yang Yan / Mukkei.Wei  
Pictures by: Tech-long Mukkei

## 感动瞬间

## Moment of Sensation



三里湾小学的孩子们质朴、渴望的眼神和天真的笑声最让我们难忘。  
ShanLiWan kids' laddish and eager eyes and childish laughs affected us deeply

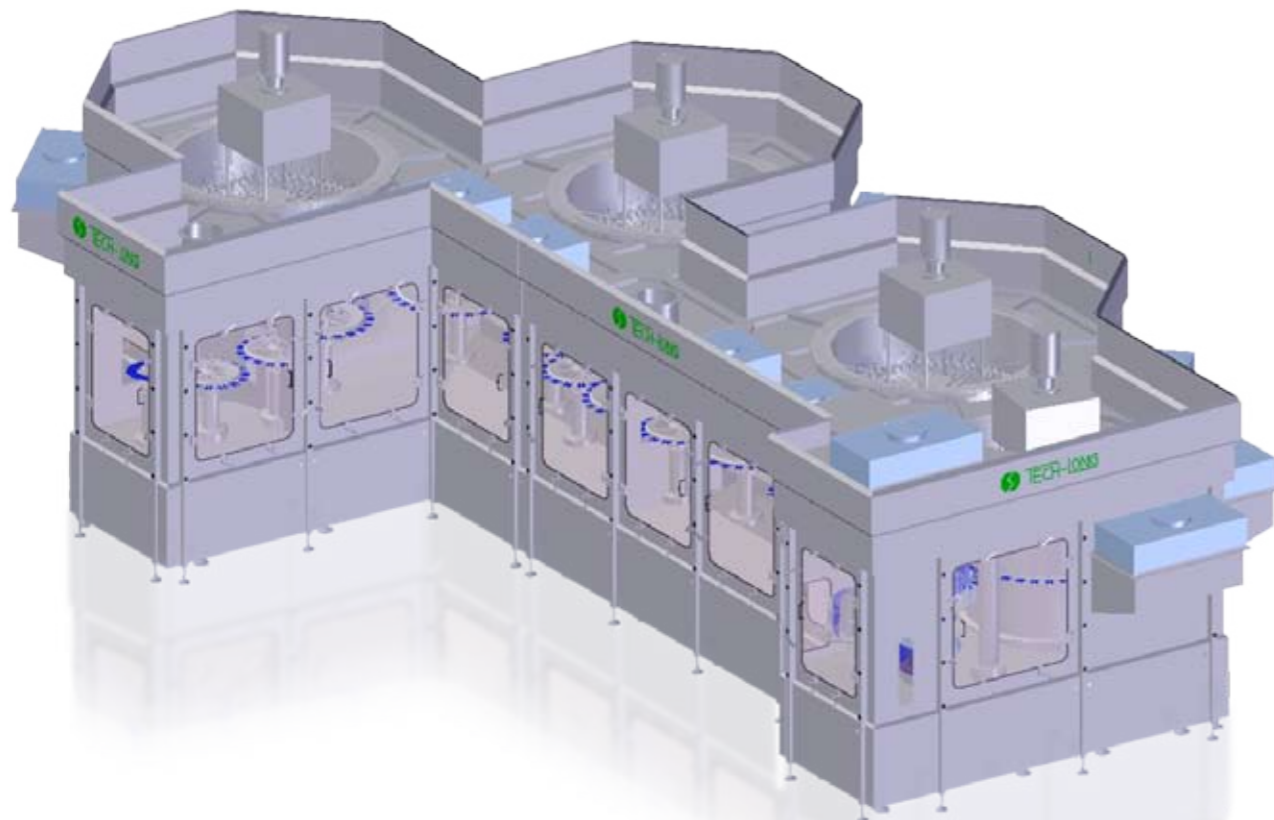
达意隆新技术 Tech-Long new technology

# PET 无菌灌装技术

## Aseptic Filling Techniques for PET Bottles

PET 无菌灌装是达意隆于2008年研发成功的领先的灌装技术，主要应用于热敏感性饮料的灌装，无菌灌装技术在灌装时采用的是高温瞬时杀菌，从而确保了产品无菌，保持了产品的营养成分和风味。

Aseptic filling techniques for PET is a leading filling technology that was researched and developed successfully by Tech-Long in 2008. This technology is mainly used for heat sensitive beverage. With this technology, filling products are sterilized instantaneously under high temperature to assure products aseptic; hence their nutrients are protected and tastes are unchanged.



### 什么是无菌冷灌装

无菌冷灌装即经过高温杀菌的产品，急速冷却至常温，在无菌的环境中进行灌装；灌装的温度是常温，而且灌装环境是相对无菌的。

>>>Definition for Aseptic Cold Filling Techniques  
-After high temperature sterilization, filling product is cooled down to normal temperature in a short time, and then filled into bottles under aseptic condition.  
-Filling temperature is normal value under relatively aseptic filling environment.

### 无菌冷灌装的优点

- 节省PET瓶成本
- 保持产品的营养成分和风味
- 包装外观可多样化设计
- 适合热敏感性产品

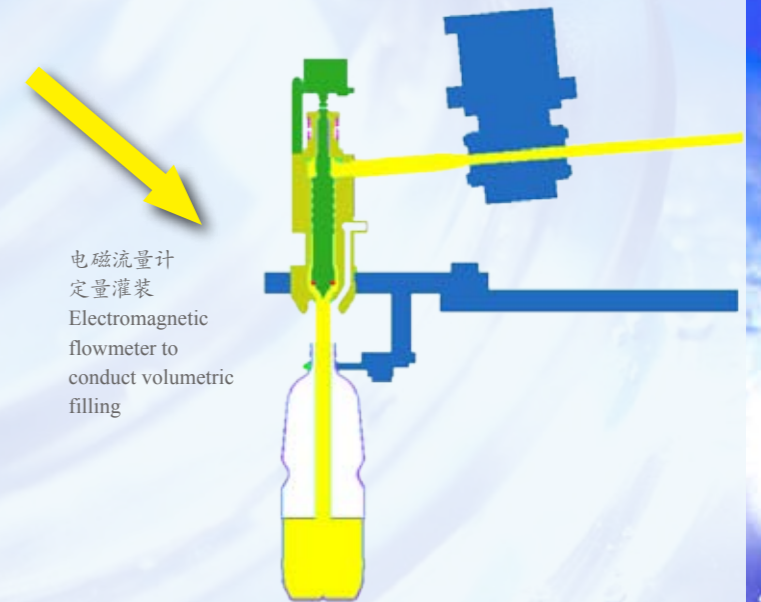
>>>Features of Aseptic Cold Filling Techniques  
-Save cost of PET bottles;  
-Preserve nutrition and taste of filling product;  
-It is possible to design package in various types;  
-It is suitable to heat sensitivity product.

### 如何做到无菌

- 产品物料：采用的是高温瞬时杀菌，根据产品不同，杀菌温度范围可设定为100~137℃，来确保产品无菌。
- 灌装设备：设备采用高质量不锈钢材料，无卫生死角的卫生型设计。
- 包装容器：瓶子、盖子、经过60℃左右的过氧乙酸杀菌确保包装物无菌。
- 环境：高效过滤器、正压风系统等，确保环境无菌。
- 工艺：高效化学药品，先进的手动COP程序、自动COP程序，严谨的CIP, SIP及生产程序；严格的更衣程序；高效的地漏灭菌系统，出口传送带系统等。
- 人员：高素质专业化的高级人才。

>>>How to realize aseptic condition?  
-Filling Product: it adopts UHT instantaneous sterilization; according to characteristics of different products, the temperature can be 100~137℃ to assure the aseptic condition;  
-Equipment: it adopts qualified stainless steel; sanitary design without dead corners;

- Containers: bottles and caps are sterilized by peroxy acetic acid at about 60℃
- Environment: there are HEPA filter and blower fan system to assure aseptic environment;
- Processing Flow: high efficiency chemicals, advanced manual COP procedure and automatic COP procedure, precise CIP/SIP and processing procedures, strict suit changing procedures, high efficiency floor drainage sterilization system, discharge conveying belt, etc;
- Personnel: professional talents.



### 无菌灌装方式

- 采用电磁流量计定量灌装，精确度可达0.2%
- 瓶口非接触式灌装，保证了灌装的卫生要求
- 自动CIP假杯，保证清洗的效果

>>>Aseptic Filling Type  
-Electromagnetic flowmeter to conduct volumetric filling with an accuracy up to 0.2% ;  
-Non-contact filling type, satisfy sanitation requirements;  
-Automatic CIP dummy bottle, assure cleaning effect.

Text by and pictures by:Tech-long Fandy



三菱龙门式五面体加工中心  
Mitsubishi gantry-type pentahedron machining center



大型数控立车  
Large digital controlled vertical boring mill

## 达意隆斥资增进大型高精密的加工设备

### 进一步完善产品质量控制体系

Tech-Long purchased large-scale highly precision finishing equipment

*to perfect product quality control system further*

>>>

达意隆在九年不断发展壮大的过程中，为了进一步提高产品技术稳定性及生产效率、完善产品质量控制体系、在国际市场中更有竞争力，在技术、研发等方面都进行了大量持续的投入，特别是在2007年至2008年间，斥巨资引进多台国际先进高精度及大型加工设备。同时，达意隆也重视以人为本，对一线生产操作工人进行了专业的技术培训，使一线员工更加高效率的投入工作，成为能够使用高端数控设备的专业人才。

In the 9-year continuously expanding development history, Tech-Long has constantly invested a lot in

R&D plentifully to improve product stability and production efficiency, perfect QC (quality control) system and upgrade competitive edges in international market. Particularly during Year 2007 ~ 2008, it had purchased some internationally advanced high precision and large-scale machining equipments. On the other hand, Tech-Long has always paid attention to humanized management to provide front-line operators with technical trainings; hence enabling them to work in a higher efficiency manner, and becoming skillful professionals of high-end digital controlled equipments.

两年间，达意隆除购进起亚卧式加工中、起亚数控车床、山崎马扎克卧式加工中心、山崎马

扎克龙门、山崎马扎克车削中心、山崎马扎克二维激光机、三菱龙门式五面体加工中心、三菱二维激光加工机、森精立式高速加工中心等一批大型精密数控设备外，还购进了深孔钻DH100、雕刻机、激光高速打码机、2.5M和3.5立式车床等设备。

During the period, Tech-Long had purchased many precision digital control equipment, including KIA horizontal machining center, KIA digital control lathes, YAMAZAKIMAZAK horizontal machining center, YAMAZAKIMAZAK gantry machining center, YAMAZAKIMAZAK lathing center, YAMAZAKIMAZAK 2D laser machine, Mitsubishi gantry-type pentahedron machining center, MORI SEIKI vertical high-speed machining center and so on; and other equipment such as DH100 depth drill, engraving machine, laser high-speed coding machine, 2.5M and 3.5 vertical lathes etc.

卧式加工中心主要用于本公司吹瓶机的核心部件动、定模模架、吹瓶模模具的加工；起亚、山崎马扎克车削中心主要用于灌装阀等精密零件的加工，车削中心带有动力头，可以在外圆等曲面上进行加工；山崎马扎克二维激光机、三菱二维激光加工机可以满足公司内大量的非规则形状的钣金件的加工；三菱龙门式五面体加工中心可以解决吹瓶机、灌装机等大型机架零的加工，并可在一次的装夹加工过程中完成所有各孔系的加工，完全保证零件的精度要求；山崎马扎克龙门加工中心是一台超精密的加工设备，可以加工瓶坯注塑模模具。保证精确的瓶坯腔体间的相互位置。

horizontal machining centers are mainly used for core parts of bottle blowing machine, dynamic and static dieholders, bottle blowing molds; KIA and YAMAZAKIMAZAK lathing centers for precise parts such as filling valves (the center is equipped with power unit, so it may lathe curved surfaces like excircle); YAMAZAKIMAZAK and Mitsubishi 2D laser machines for irregular plate work; Mitsubishi portal-type pentahedron machining center for the racks of bottle blowing and filling machines (it may machine all holes in one clamping course to assure precision of the parts); YAMAZAKIMAZAK gantry machining center (a super-precision equipment) for preform injection molds (to assure precise cavity of a bottle perform).

到目前为止达意隆已拥有八十多台机械加工设备，其中高精度设备占设备总数的40%，大

型、重型设备占设备总数的20%，随着大量的以及大型、高精密的设备不断投入，将大大提高整厂设备的加工能力，产品零件的加工精度，使公司的零件加工从质量、交期、技术保密的提升等全方位都有保证，最终彻底解决现行机加件的瓶颈问题，使公司在技术上、质量、货期上更具有竞争实力。

Till now, Tech-Long has possessed more than 80 sets of machining equipment, among which high precision equipment account for 40% and large and heavy equipment account for 20%. With such equipment increasing, this enables Tech-Long to dramatically improve its machining capacity and precision; thus fully upgrading its operation from quality, delivery to technical confidentiality; in this way, machining bottlenecks may be eliminated thoroughly so as to assure its competitive edges in technology, quality and delivery.

达意隆目前所拥有的多品种、高精度、高效率的设备，不仅可以完成本公司吹瓶、灌装设备上的精密件、主要结构大件的零件加工，还可有需要的工高精度及大型的结构较复杂的零件，并为客户提供合理的解决方案。

With multi-kind of high-precision and high-efficiency equipment, Tech-Long may prefabricate precise parts of bottle blowing and filling machines, main structural members and complicated structural members, but also provide clients with reasonable solutions.

*Text and pictures by: Tech-Long Wu Yuyong*

镗铣设备直角头端铣加工  
Large digital controlled vertical boring mill





# 泰国

## 东南亚的投资乐园

## Thailand

Investment paradise in Southeast Asia



# THAILAND



>>>

## 泰国,微笑的国度 Thailand, a smile country

泰国是东南亚最具特异风情且最友善的国家,素有“礼仪之邦”的美誉,一踏上泰国的国土,就会领略泰国民族的传统礼仪——“拜”,这种特异的风俗会给您一种亲切感。泰国被世人称为“微笑的国度”,是泰民族待人微笑和对人尊敬的礼节从几百年文化和传统延留下来的结果。

Thailand is a most special-custom and most amicable country in Southeast Asia, so often called “nation of etiquette”. Upon arrival on the land, you will experience Thai traditional etiquette – “do obeisance”. Such unique custom shows you hospitality. Thailand is called “Smiling Nation”. This benefits from hundreds of etiquette culture and tradition.

泰国不仅具有悠久灿烂的历史文化,源远流长的宗教传统、也有现代生活的繁华气息,其中首都曼谷是世界的时尚之都之一。在英文中“THAI”的意思是“自由”,“THAILAND”即可译为“自由的土地”。在泰国居住的华人的数量占其国家总人口的相当大比例,而这一外来人群已完全被泰国社会所接受。

Thailand has long historical culture and religion tradition, but also modern flourishing style. Its capital, Bangkok, is one of fashion cities in the world. “THAI” means “Freedom” in English language, so “THAILAND” refers to “Land of Freedom”. There is quiet proportion of Chinese residents in Thai population. They are completely accepted by Thai society.

这片国土拥有无数令人赞叹的名胜,独特的文化和持续相传的风俗习惯。真诚好客的人民随时随地热情款待外国友人,从而既是友善之邦,又是逍遥胜地。

Thailand has numerous admirable historic relics, unique cultures and constantly handed down habits and customs. Hospitable Thai people welcome foreign friends with open arms at any time. Thailand is an amicable nation and free resort.

## 完善优越的基础设备 Perfect and preferable infrastructure

世界级海港  
world-level harbor

莱切邦 (Laen Chabang)这个现有7个货柜码头的港口将增加到13个货柜码头  
Laen Chabang, a 7-container-terminal port, will be expanded to 13 container terminals

友好淳朴的泰国人民,微笑合十是欢迎外来游客的标准姿势  
Friendly and simple Thai people welcome every visitor in standard gesture



泰国的工业园区配套及管理比较完善  
Thailand industrial parks have complete facilities and management

首都曼谷的新国际机场  
New international air port in Bangkok, capital city



泰国有源远流长的宗教传统  
Thailand has a long religion history

泰国公路交道发达,夜色迷人  
Thailand has developed highways and charming nights





到2011年，莱切邦 (Laen Chabang)这个现有7个货柜码头的港口将增加到13个货柜码头，其2007年的货物吞吐量约400万个标准货柜，这个充满活力的港口被国际集装箱杂志评为全球第九大集装箱吞吐港口。同样，曼达普 (Map Ta Phut)港拥有7个码头，2007年吞吐量达2100多万吨，同时港口也设有贮油库和液体化工码头用以石化产品的储存和运输。铁路线以曼谷为起点沿着海岸线通过沿海地区直达曼达普 (Map Ta Phut)港口并且连接通往春骚 (Chachoengsao)的双轨线，成为连接泰国东部海岸地区、中部和东北部地区的重要枢纽。其它主要的港口还包括曼谷的孔堤、啦廊、普吉岛和宋卡等，都可以直接通入泰国湾和安达曼海。

Upon to 2011, Laen Chabang, a 7-container- terminal port, will be expanded to 13 container terminals. Its cargo handling capacity was 4million standard containers in 2007. This busy port was rated as 9th largest container handling port in the world by an international container magazine. Similarly, Map Ta Phut port has 7 container terminals. In 2007, its handling capacity reaches more than 21million tons. Meanwhile the port is equipped with oil storage tank stations and liquid chemicals terminals used for storage and transportation of petrochemical products. A railway starts from Bangkok to run along the coastline to pass through coastal areas to reach Map Ta Phut port, furthermore it connects to double-rail line accessible to Chachoengsao, so becomes a key hub connecting to east coastal areas, middle areas and northeast areas in the country. Other important ports include Klong Toey, Ranong, Phuket Island and Songkhla etc, which are directly accessible to Thailand Bay and Andaman Sea.

### 国际机场 International airport

2006年，曼谷新国际机场一期工程已竣工并投入使用，年输送旅客达4500万人次。新国际机场计划继续扩展，使其年输送旅客达1亿人次。新国际机场拥有两条可以同时起飞降落的跑道，保证了稳定的航班流量。同时加上老机场对国内航班和廉价航空公司的重新开放，以及直达泰国南方和北方国际航线的开通，使泰国拥有多个国际机场。

1st Phase of Bangkok New International Airport was completed and put into operation in 2006. Its annual passenger handling capacity is 45.00million person-time/year. The new airport will be expanded to reach 0.1 billion person-time/year. The new port has two runways

on which planes may take off and land synchronously to ensure stable flight flow. On the other hand, old ports are still in operation to undertake domestic flights, including flight routes to the south of Thailand and to international flight routes in the north, so the country has more than one international airport.

### 公路、铁路网络以及其他交通方式 Highway and railway networks and other transportations

泰国公路网络以覆盖到每个府，总长达6.5万公里，并且继续升级改造沿着湄公河的现有公路直通邻国，其中包括第二座横跨湄公河通往老挝的高架桥，泰国正在成为区域公路交通运输的中心枢纽。通过加强区域间合作，不断改善连接泰国、中国、越南、老挝和柬埔寨货运和客运公路运输。

Thailand's highway network covers all corners throughout the country, which runs 6,5000km totally. It will be upgraded and reconstructed along Mekong River to be directly connected to neighboring countries, including two viaducts across Mekong River to be connected to Laos. However, Thailand is becoming a central hub of regional highway transportation. By enhancing interregional cooperation, it has continuously improved highways connected to China, Vietnam, Laos and Cambodia.

泰国有一条重要的铁路线，全长约四千公里，从泰国北部起穿过马来西亚南下抵达新加坡。

Thailand has an important railway that runs about 4000km from its north area to Malaysia, then to Singapore.

泰国最新增补的国家基础设施包括高架轻轨和地铁之间转换站，为商业人士和旅游者提供了更方便快捷舒适的交通方式。曼谷新建了跨越湄公河的拉玛四桥，国效区市民提供了更快捷的公路交通，同时，另外一座大桥建成后，将大大缓解Phra Nang Klao大桥的交通压力。

### 信息通讯 Information

为了加快从劳动密集型经济向知识型经济过渡，泰国在加强信息通讯技术基础设施建设方面下了很大力度，包括宽带，WI-FI服务和



电话通讯。事实上，泰国移动电话市场渗透率已超过65%，拥有800多万用户，与IT市场在经历了两位数的增长相比，通讯市场才刚刚起步增长。

To rapidly transform from labor intensive economy to intellectual economy, Thai government heavily invested in IT facilities, including broadband, WI-FI service and telephone communications. In fact, Thai mobile market share exceeds 65%; and there are more than 8million mobile users. Compared with IT market rapidly growing up, communications market just start to grow up.

除以上现代基础设施外，泰国还有拥有具有竞争力的商业和私营地产业、国际学校、世界级医院等配套设施，使泰国出类拔萃，同时也具备了外界来此投资的强大吸引力。

Besides modern infrastructures, Thailand has powerfully competitive supporting facilities, for instance commercial and private real estate industries, international schools, world-level hospitals and etc, and also an attractive investment place.

### 自由贸易， 通向全球市场的捷径 Free trade Shortcut accessible to globalmarket

泰国位于亚洲战略中心位置，是通向拥有6500万消费者的泰国和全球最有活力市场的捷径。随着诸多自由贸易协议的签订，泰国作为跨国公司生产基地的吸引力与日俱增。泰国在国际贸易上有放诸多优势，例如：免关税进口原材料和部件，零关税出口到世界各大城市等。已和泰国签订贸易协定的国家有中国、印度、澳大利亚、日本、新西兰、AFTA（大西洋自由贸易区）。

Thailand is located in Asian strategic center, a shortcut accessible to global market. There are 6.5million consumers in Thailand. With more free trade agreements being signed, Thailand as MNCs' production base is attractive increasingly. In free trade, Thailand provides many preferential policies, for example exempt from customs duty on imported raw materials and parts, zero customs duty on export to all large cities in the world and etc. Thailand has signed free trade agreements with some countries, including China, India, Australia, Japan, New Zealand, AFTA (Atlantic free trade area).

泰国承诺以公平自由贸易为出发点，建立开放市场和自由贸易体系。

Thailand promises to build up open market and free trade system on the principle of fair and free trade.

### 泰国的软件设施 Thai software facilities

除了在政策上鼓励外国投资者投资并给予优惠，泰国在软件基础设施方面也是首屈一指的。

Besides preferential investment policies, its software infrastructure is also second to none.

泰国的基础教育普及率已达92%，拥有100余家高质量、多种语言的国际学校。此外，泰国的国际学院还提供外语教学的国际学位课程，为不同阶层提供多种选择。学校的评审都由一些国际评审组织评审验收。

Thai basic education rate reaches 92%. There are more than 100 high-quality and multi-language international schools. Thai international colleges provide courses of



## 泰国投资促进委员会到访达意隆 提供泰国投资商机,考察中国具备潜力的优秀企业

2008年9月10号,泰国投资委员会代表团一行四人及中国、泰国投资项目组苗承焯先生、广东省企业家联合会副秘书长曾开萍女士、对外联络部张宇宏先生来到达意隆进行考察访问。

September 10th 2008, a 4-person delegation from Thai Investment Promotion Committee, visited Tech-long, which is composed Mr. Miao Chen Ye from Chinese-Thai Investment Project Team, Ms Zeng Kai Ping, deputy secretary-general from Guangdong Enterprisers Association, and Mr. Zhang Yu Hong from Foreign Affairs Contact Dept

代表团此行是为了学习中国企业管理经验以及介绍泰国投资环境,并希望中国企业赴泰国投资或引资以及为泰国本土企业推广优秀的中国企业。

The delegation would learn management experiences from Chinese enterprises and introduce Thailand investment environment, and hoped Chinese enterprises to invest in Thailand or attract capitals from Thailand and introduced excellent Chinese enterprises to local enterprises.

方洽淡在友好愉快的气氛中进行,泰国投资委员会副秘书长(Deputy Secretary General)Mr.Chitaworn Worasak先生介绍了泰国的投资环境、经济状况以及对国外投资者的优惠政策等,达意隆与会人员充分了解了泰国的极具吸引力的投资环境以及给投资者带来的切实优惠,更看到了中泰双方的良好合作前景。

Both sides carried out negotiation in a friendly atmosphere. Mr.

international foreign language degrees to offer multi choices for different circles. These schools are assessed and rated by international certification organizations.

泰国饮食享誉全球,从丹麦餐厅到黎巴嫩餐厅都可以找到;同时,泰国超市里都可以找到烹制西餐、中餐和其它美食所需的原料,吃在泰国不再是一般的家务事,而是一种生活方式。

Thai food is popular globally. It can be found everywhere from Denmark to Lebanon; meanwhile Thai supermarkets offer various raw stuffs for western foods, Chinese foods and other foods. Eating in Thailand isn't routine, but a lifestyle.

泰国拥有足够的名胜古迹和娱乐设施,在商业休闲方面,泰国以拥有200多个世界有高尔夫球场为豪;泰国正快速成为帆船游艇停靠的一个中心枢纽;泰国拥有很好的购物环境,从周末跳蚤市场到奢华时装及领先电子产品在泰国应有尽有。

Thailand has numerous scenic spots and historical sites as well as recreation facilities. It is proud of more than 200 world-level golf courses. Thailand is becoming a central hub where sail boats and yachts berth. Thailand has good shopping environment from weekend flea markets to expensive dresses and leading electric products.

## Thai Investment Promotion Committee visited Tech-Long *Provide investment opportunity in Thailand investigate most potential Chinese excellent enterprises*

Chitaworn Worasak, Deputy Secretary General of Thai Investment Promotion Committee, introduced Thailand investment environment, economic situation and preferential policies for foreign investor. Tech-Long attendees got to know the attractive investment environment and the preferable policies, and looked forward to the sound Chinese-Thai cooperation relationship in the future.

泰国投资委员会代表团参观达意隆广州总部之后,对达意隆的发展速度和规模表示赞叹,通过中泰双方此次的交流,达意隆的技术优势及战略性的发展眼光、品牌影响力也必将更大程度的引起泰国及世界优秀饮料企业的关注

After having visited Tech-Long GZ Headquarter, the delegation highly commented Tech-Long's development speed and scale. Through the Chinese-Thai exchange and communication, Tech-Long's technological superiority, strategic development blue print and brand influence will necessarily attract Thai and global beverage manufacturers' attention.

部分资料来源于泰国投资促进委员会  
Some data comes from Thai Investment  
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## 资料链接

## LINKS

泰国投资促进委员会  
Thai Investment Promotion Committee

泰国投资促进委员会(BOI)是泰国政府负责制定投资奖励优惠政策及为投资者提供协助服务的组织。分为两个等级,投资促进委员会及投资促进委员会办公厅。投资促进委员会负责制定投资奖励优惠政策及有关的指导政策;投资促进办公厅是执行投资促进委员会的政策机构,总部设在曼谷,在国内有六个分支机构,拥有五个海外机构,分别设在纽约、巴黎、法兰克福、东京和上海。投资促进委员会给予对国家经济发展有利的项目税务上及非税务上的奖励优惠。

Thai Investment Promotion Committee (BOI) is a Thai governmental organization that stipulates preferable investment policies and provides investors with assistance services. It consists of Investment Promotion Committee and its office. The Committee stipulates preferable investment policies and relevant guidelines; the Office executes these policies. Its headquarter is located in Bangkok and includes 6 domestic branches and 5 overseas branches in New York, Paris, Frankfurt, Tokyo and Shanghai. The Committee will offer preferable taxation and non-taxation policies for those projects in favor of Thai economic development.