



Office for Economy and Labour  
of the Canton of Zurich

**Economic Development**

## **Nanchang - Zurich Business Forum on Investment & Trade Tuesday, June 15<sup>th</sup> 2004 at Technopark Zurich**

### **Swiss Organiser**

Office for Economy and Labour of the Canton of Zurich - Economic Development, Switzerland

### **Co-Organisers**

- State Secretariat for Economic Affairs (seco), Berne
- OSEC Business Network Switzerland, Zurich
- Swiss Organisation for Facilitating Investments (SOFI), Zurich
- Swiss-Chinese Chamber of Commerce, Zurich
- Economic Development Zurich Regions

### **Chinese Organiser**

Nanchang Municipal People's Government, Jiangxi, China

### **Location**

Technopark, Technoparkstrasse 1, 8005 Zurich, Switzerland

<http://www.technopark.ch/stock/Lagelan-TP-E.pdf>

### **Introduction**

Do not miss June 15th 2004 – it is the possibility to assess your business opportunities with companies from the Chinese town Nanchang! Nanchang is a promising industry and business location in the Chinese province Jiangxi. In 2003 it registered an increase in GDP of 15%.

The Nanchang - Zurich Business Forum on Investment and Trade allows you to learn more about this promising location, its leading companies and potentials. About 15 companies from the sectors industry (automotive, textile, machinery and food industry), life science and agriculture will introduce their activities. In the afternoon, the Chinese representatives of the companies will be at your disposal for one-to-one interviews.

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## Programme

09:00	Opening of the event by an official representative of the Canton of Zurich and the official representative of Nanchang Mr. Yu, Xinrong (in Chinese, with simultaneous translation in English or German)
09:20	Presentation of the location / City of Nanchang by Mr. Wang, Yong (in Chinese, with simultaneous translation in English or German)
09:50	Presentation of the Canton of Zurich and Switzerland by Dr. Stephan Kux (with simultaneous translation)
10:10	Coffee break
10:40	<b>Group Technology and Machinery</b> ----- Presentation of the following companies by:  1. Mr. Ding, Jie, President of <b>Jiangxi Jianglian Energy &amp; Environment Co., Ltd.</b> (in English)  2. Mr. Zhan, Peiqing, Vice General Manager of <b>Nanchang Gear Wheel Co., Ltd.</b> (in Chinese with translation in English or German)  3. Mr. Zou, Yingming, Vice President of <b>Tellhow Sci-tech Co., Ltd</b> (in English)  4. Mrs. Yang, Xiuying, President of <b>Nanchang Hangtian Science &amp; Technology Group</b> (in Chinese with translation in English or German)  5. Mr. Gong, Zhiqiang, Vice General Manager of <b>Jiangxi Zhongji Scientific Industry Co., Ltd.</b> (in Chinese with translation in English or German)



10:40	<p><b>Group Services, Life Sciences, Health and Food</b></p> <p>-----</p> <p>Presentation of the following companies by:</p> <ol style="list-style-type: none"> <li>1. Mr. Zeng Guanghui, General Director of <b>Nanchang Economic &amp; Trade Committee</b> (in Chinese with translation in English or German)</li> <li>2. Mr. Wang, Lun, President of <b>Jiangxi Wang's Bee Park Co., Ltd.</b> (in Chinese with translation in English or German)</li> <li>3. Mr. Pu, Guanxin, Special Affairs Vice President of <b>Chengzhi Shareholding Co., Ltd.</b> (in Chinese with translation in English or German)</li> <li>4. Mr. Shu Xinzheng, President of <b>Nanchang State-owned Assets Operating &amp; Managing Co., Ltd.</b> (in Chinese with translation in English or German)</li> </ol>
12:15	Lunch – Buffet
13:30 – 17:00	Contact Forum with possibilities for one-to-one discussions

For detailed company profiles see separate link. Please note that the specifications given are subject to alteration.

Please send your registration until June 8<sup>th</sup> 2004.  
The admittance to the Business Forum is free.

If you need further information, please do not hesitate to contact Ms. Lyn Fey, Office for Economy and Labour of the Canton of Zurich, Economic Development, Phone +41 43 259 49 92 or mailto: lyn.fey@vd.zh.ch



Map Nanchang, Jiangxi, China





## **Chengzhi Share-holding Co., Ltd.**

<b>Industry sector</b>	Life science
<b>Products / main activities</b>	Life chemical, chemical industry, software
<b>Address</b>	Nanchang Economic Technology Development Zone, 330013, Jiangxi, PRC
<b>URL</b>	<a href="http://www.chengzhi.com.cn">www.chengzhi.com.cn</a>
<b>Contact persons</b>	Mr. Pu, Guanxin (English speaking) Mr. Gao, Jiantao (English speaking)
<b>Phone</b>	0086 1310 7095 250
<b>Head Office in</b>	Nanchang, Jiangxi, PRC
<b>Subsidiaries in</b>	Beijing, Guangdong, Jiangxi
<b>Customer countries</b>	the U.S., Australia
<b>Number of employees</b>	1600

Chengzhi Share-holding Co., Ltd. was established in Oct. 1998 in Nanchang and listed on Shenzhen Stock Exchange in July 2000, (brief name of the stock is Chengzhi Share-holding, stock code is 000990). Now the company is controlled by Tsinghua University. It is the "Cooperation of Province and University" by Jiangxi province and Tsinghua University. The total asset of the company is 1.4billion at present. The main industry of the company is distributed in Beijing, Jiangxi and Guangdong province. The president of the company is Mr. Rong Yonglin, assistant to president of Tsinghua University & president of Tsinghua University Enterprise Group. The vice president & CEO is Mr. Long Dawei.

The company sticks to the development path of "making science and technology a priority will, basing on talents' tapping, regarding expanding the market, scientific management and capital operation as the means." The company regards daily-use chemical industry as the starting point. Its main developing direction is in new and high technology fields, such as life science, bio- pharmaceuticals, traditional Chinese medicine pharmacy, fine chemistry industry, information technology, etc., The company marches towards the goal of the domestic first-class new high-tech enterprise steadily, depending on the modern management system and strength of scientific and technical

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innovation. In the field of life science, the company has hi-tech products such as D-Ribose, valley and ammonia and acyl amine exporting to the U.S.; In the field of medical industry, the company has the best selling goods of a batch of markets, such as Qianxi tablet, oral liquid, kidney treasure and so on, and has set up the medical marketing network in the whole country; In the field of information technology, the company has new hi-tech products represented by " MACROSTOR " brand network storage products and integrated software of machine-building, which have already gained good reputation in this field; In the field of fine chemistry industry, the company has superior products such as " show wave " high polymer detergent, fluorescence brightening agent , permanent majestic oil ,etc. ;In the field of daily chemical products, the company has traditional famous "Cao Shanhu" brand toothpaste and " Sha Jun "series of products.

The company has more than 1500staff at present. All the staff inherit the spirit of Tsing Hua University, that is " making unremitting efforts to improve oneself, " and make great efforts to build Chengzhi Share-holding into a domestic first-class Hi-Tech listed company.



## **Nanchang Hangtian Science & Technology Group**

<b>Industry sector</b>	Light industry
<b>Products / main activities</b>	Toothpaste, stationary, etc.
<b>Objective of the presentation</b>	Introducing the production line of complex ointment from Swiss Aisa Company
<b>Address</b>	Nanchang Economic Technology Development Zone, 330013 Jiangxi, PRC.
<b>URL</b>	<a href="http://www.htky.com">www.htky.com</a>
<b>Contact persons</b>	Mrs. Yang, Xiuying (president) Mr. Lou, Wenhou(vice general manager)  Ms. Wang, Nina - <b>English speaking</b> Phone: 0086 791 3884 118
<b>Phone</b>	0086 791 7040 178
<b>E-mail</b>	<a href="mailto:htwolf888@163.com">htwolf888@163.com</a>
<b>Head Office in</b>	Nanchang, Jiangxi, PRC.
<b>Subsidiaries in</b>	all over China, Hong kong
<b>Customer countries</b>	China, Spain, the U.S., Singapore, Japan, South Africa and Hongkong
<b>Number of employees</b>	1800

Nanchang Hangtian Science & Technology Group is a high-tech enterprise group, a civil enterprise changed from a military organization. It is a modern comprehensive enterprise group integration education, research, production and sales. Hangtian Group occupies an aerospace scientific industry park with more than 200 hectares of ground area and more than 380,000 square meters of construction area in the state level economic development zone in Nanchang city.

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Science and technology are the competitiveness of the Group. It insists on the diversified development strategy, now the group has six major subsidiaries i.e. Hangtian Science & Technology College, Hong Kong Group Bioscience International Development Co., Ltd., Nanchang Daily Chemical Co., Ltd., which is a joint venture co-invested by China and Hong Kong, Hangtian Modern Scientific Education Instrument Plant, Shenzhen Hangtian Modern Educational Equipment Co., Ltd., Nanchang Hangtian Modern Cultural and Educational Products Plant, etc.

More than 90 experts and scholars well known in China and in the world work Nanchang Hangtian Group, which established the Aerospace Bioscience Institute. The group builds up its industry quality via science and technology, and improves industry competitiveness through innovation.

Now Hangtian Group has nearly 2000 employees, more than 300 high-tech talents including experts and superior engineers, Large quantity of excellent talent reserve enables Hangtian Group to grow quickly in the short period.

Hangtian Group is confident about the future it assumes "advocate fine national products and develop national industry" as its own responsibility and is developing internationally! The Hangtian people will produce more and better products to serve the health needs of human beings with our all-out effort.



## **Jiangxi Wang's Apiculture Co., Ltd.**

<b>Industry sector</b>	Health / Food
<b>Products / main activities</b>	Bee glue, bee royal jelly series, pollen, honey series
<b>Address</b>	Changleng Foreign Investment Development Zone, Xinjian County, Nanchang, 330001
<b>URL</b>	<a href="http://www.wsbee.com">www.wsbee.com</a>
<b>Contact persons</b>	Mr. Wang, Lun (English speaking)
<b>Phone</b>	0086 7913 703 513
<b>Head Office in</b>	Nanchang, Jiangxi, PRC.
<b>Customer countries</b>	China, European countries
<b>Number of employees</b>	256

Jiangxi Wang's Apiculture Co., Ltd. was established in 1998. It locates in Changleng Foreign Investor Development Zone, Xin Jian County, Nanchang city and occupies 240 mu with beautiful sceneries. The company has 256 employees at present, including 27 technique person and 2 senior professors.

The fixed asset of the company reaches RMB 120million yuan. And the net asset reaches RMB 102 million yuan. The company has the production line of special honey, capsule and public honey, which annual production capacity reaches 20,000 ton.

The leading products have nearly one hundred varieties of four major series. They are bee glue series, bee royal jelly series, pollen series and honey series. etc.

Jiangxi Wang's Apiculture Co., Ltd. is the largest and only large-scale modern enterprise engaged in bee cultivating, bee products processing at present. And also has business in bee medicine, pharmacy, cosmetics, etc. The research & development ability and production technology of the company are very advanced at home. It is the Number One in the field of Chinese bee product.

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**Tellhow Sci-tech Co., Ltd.**

<b>Industry sector</b>	Machinery manufacture
<b>Products / main activities</b>	Intellectualised centre air conditioning system, Intellectualised generating set and power equipment, etc.
<b>Address</b>	Nanchang High-tech Development Zone, 330029
<b>URL</b>	<a href="http://www.tellhow.com">www.tellhow.com</a>
<b>Contact persons</b>	Mr. Huang, Daifang, President (Chinese speaking) Phone: 0086 7918 102 652 <a href="mailto:manager@tellhow.com">manager@tellhow.com</a>  Mr. Zou, Yingming, Vice President (English speaking) Phone: 0086 7918 102 672
<b>Head Office in</b>	Nanchang, Jiangxi, PRC.
<b>Customer countries</b>	China, the U.S. and East Europe
<b>Number of employees</b>	more than 1000

Tellhow Sci-tech Co., Ltd. (Tellhow) is a high technology enterprise established and developed in Nanchang High-tech Development Zone with the "Cooperation of Province and University" by Jiangxi province and Tsinghua University. The company is also a key high-tech enterprise under National Torch Program approved by the Science & Technology Ministry and one of the 520 enterprises announced for the first time that "abiding by the Contact and Keeping Promise" appraised by State Administration Industry and Commerce. On June 1, 2001, President Jiang Zemin inspected Tellhow and gave his warm care and cordial encouragement. On June 3, 2002, the company was listed in Shanghai Securities Exchange and became the first listed company in the intellectualized building electric area.

Tellhow aimed at "dedicating to information technology application, creating and guiding intellectualized life" and actively develops the products of autonomous intellectual property technology. Through introducing advanced processing technology of multinational corporation and giving full play to the complete production ability of army enterprise the company established the Tellhow (Nanchang) High-tech

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Industrious Park at the international level. In the area of intellectualized building, Tellhow owns comprehensive strength of designing, manufacturing, and installing intellectualized electric products of building such as intellectualized center air conditioning, intellectualized generating set and power equipment, etc. And it successfully hosted the 3rd National Symposium of Intellectualized Building Technology. In field of army power equipment, by integrating science technology of Tsinghua University with manufacturing technique of SANBO Electric for decades Tellhow create the only product winning the national prize for invention to service the modernization construction of national defense. In the field of photoelectric product, it constantly promotes the technological innovation and put modern optics, medical technology, information technology into comprehensive, and has developed the international advanced Tellhow photoelectric information products.

The company practices the development model of “Technology + capital”, ““Undertaking, Exploring, Surpassing” in according with the spirit of Tsinghua University as “ Strive unceasingly, hold noble morality to service society” . The Tellhow persons take the religion of “the personal success is the duty completion, the value of life is constantly undertaking duty” and attaches much importance to construction the enterprise culture with the core of “undertaking responsibility and realizing value” in order to construct Tellhow an international high-tech enterprise in the area of electric industry of intellectualized building.



## **Nanchang Hi-tech Development Zone**

<b>Objective of the presentation</b>	Welcome European investors to put their projects in Nanchang Hi-tech Development Zone
<b>Address</b>	Administration Committee of Nanchang Hi-tech Development Zone, Nanchang 330029, Jiangxi, PRC
<b>URL</b>	<a href="http://www.nchdz.com">www.nchdz.com</a>
<b>Contact persons Phone</b>	Mr. Wan, Runsheng (English speaking) 0086 791 8161 033

Nanchang Hi-tech Development Zone was established in 1991 and it was approved by the State Council as a national new and high-tech zone in Oct. of 1992. It covers an area of 33 square kilometers, 11.6 of which have been developed with an accumulative investment amount valued at 1.877 billion yuan. Adjacent to the city's proper, it also has convenient transportation. In addition, its flat land, excellent land quality, beautiful environment and complete facilities enable here to become an ideal place for investment in manufacture. Now in the zone, there are garden factories, complete facilities, and ecological environment. It is a place with best air quality and comprehensive environment in the city.

The zone has complete infrastructures, green environment. "seven throughs and one flat" can be found here. Road, river, electricity, communications, drainage, waste treatment, gas are ready for use and the land has been flattened. Currently, there are ten software production bases of the national Torch Plan. There are various parks in the zone like Jinlu Software Park, the Science and Technology Park of Nanchang University, Jiangxi Hi-tech Industrial Development Center and Jiangxi Returning Students Studying Abroad Pioneering Park. The four-star Nanchang Lake View Hotel, which is the best in facilities and environment in Jiangxi province, is located in the zone. There are nine medium and high-grade residential districts like Wanke Flower City Jinbian Ruixiang Garden. Financial institutions and agencies like banks and insurance companies have also come here. An education network from primary to high schools has been established. The improved administrative institutions and the "one dragon" system of supporting service will provide efficient, quick and quality services for investors. Investors who plan to establish their businesses in the zone may go

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through the procedures within 5 working days. The service items, office procedures and charge standards are all brought into the open.

Both domestic and foreign investors are warmly welcome to Nanchang Hi-tech Development Zone for investment or inspection!



## **Nanchang Economic Technology Development Zone**

<b>Objectiv of the presentation</b>	Welcome European investors to put their projects in Nanchang Economic Technology Development Zone
<b>Address</b>	Nanchang Changbei Fenglin Road, Nanchang 330013
<b>URL</b>	<a href="http://www.nc-tdz.com">www.nc-tdz.com</a>
<b>Contact person</b>	Ms. Xiong (English speaking)
<b>Phone</b>	0086 791 7039 846
<b>Email</b>	@nc-tdz.com

Nanchang Economic Technology Development Zone, a state-level economic technology development zone approved by the State Council, was established in 1992. It has a population of 150,000 within an area of 118 square kilometres. It governs one town (Jiaoqiao Town) and one division(administrative divisionof the forest park) and eight departments.

It now focus on the developments of the core starting zone of 18 square meters, Baishui Lake Industrial Park of 10 square kilometres and Fanjia Foreign Investors' Industrial Park of 10 square kilometre. The Development Zone situates on the bank of the beautiful Ganjiang River, adjacent to the Honggutan New Zone where the new party committee and government of Nanchang city are located.

It is now enjoying a joint development with the new zone by forming a new urban structure of "one river and two banks". All efforts will be made to build the zone into a modern export-oriented and ecological industrial city with integrated international economy, beautiful profile, higher opening degree, larger scale of projects, higher technology and faster speed of economic growth.

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## **Jiangling Tractor Co., LTD.(JTC)**

<b>Industry sector</b>	Machinery manufacture
<b>Products / main activities</b>	Tractor, Diesel Engine, Mine Loader, Engineering Vehicles
<b>Address</b>	Nanchang Economic Technology Development Zone, 330013 Jiangxi, PRC.
<b>URL</b>	<a href="http://www.landwind.com">www.landwind.com</a>
<b>Contact person</b>	Mr. Zhou, Ming, President (English speaking)
<b>Phone</b>	0086 13706128 299
<b>Head Office in</b>	Nanchang, Jiangxi, PRC.
<b>Customer countries</b>	China, the U.S., Spain
<b>Number of employees</b>	710 including 210 technique people

Jiangling Tractor Co., Ltd. (JTC) is a state-owned large enterprise. It has been authorized to trade with foreign companies directly.

The leading products are tractors, mining loaders and diesel engines, covering four series and more than 20 models annual productive capacity of tractors and diesel engines reaches 20000 and 30000 respectively.

It occupies an area of 29 hectares and has 2324 sets of various machines, fixed assets amounting to RMB 500 million yuan.

The products of JTC are well sold in domestic and exported to more than 60 countries, such as Russia, Southeast Asia, USA, UK, Australia, Egypt, Spain and Brazil etc. Seven times our tractors were presented to friendly countries as official gifts from our government.

Location: The JTC site is located in Nanchang Economic Technology Development Zone, 10km far from the downtown and 15km to the Changbei Airport.



## **Jiangling Motors Co., Group**

<b>Industry sector</b>	Machinery / automobile manufacture
<b>Products / main activities</b>	Light vehicle, Ford Transit series, Isuzu N series TF series products
<b>Address</b>	Yingbin North Road 509# Nanchang 330001 Jiangxi, PRC
<b>URL</b>	<a href="http://www.jmc.com.cn">www.jmc.com.cn</a>
<b>Contact persons</b>	Mr. Jiang, Yadong (English speaking) Phone: 0086 7915 232 888-7258 Email: <a href="mailto:zyu1@jmc.com.cn">zyu1@jmc.com.cn</a> Dr. Wang, Yunhong - <b>German/English speaking</b> Phone: +86 13801362 181 Email: <a href="mailto:oeifwang@163.com">oeifwang@163.com</a>
<b>Head Office in</b>	Nanchang, Jiangxi, PRC.
<b>Subsidiaries in</b>	Over all in China
<b>Customer countries</b>	China, Saudi Arabian, Iran, Turkey etc.
<b>Number of employees</b>	16'000

Jiangling Motors Co., Group (JMCG) is one of the leading enterprises in china automobile industry. It also has been one of the 520 large enterprises mainly supported by the State Government. In 2002, JMCG ranked 3 in China's light vehicle industry. JMCG has 16,000 headcount and 3.17 million square meters; JMCG possesses total assets RMB7.53 billion and net assets of RMB3.0 billion. It has six major assemblies (engine, transmission, body, frame, front axle and rear axle) and manufacturing equipment for interior trim, air-condition, fuel tank, water tank and brake. The annual manufacturing capacity of vehicle production is 100,000. Jiangling Gear Co., Ltd., possesses 150,000 annual capacity of transmission production. Nanchang Gear Co., Ltd., possesses 200,000 annual capacity of transmission production. Jiangling Engine Plant has annual manufacturing capacity of 120,000 engines and Jiangling Casting Plant has annual manufacturing capacity of 30,000 tones of eligible casting. Meanwhile, JMCG 2<sup>nd</sup> production base, covering an area of 480,000 square meters, and possessing 50,000 vehicles and 10,000 tractors and tractor engines production

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capacity, has been in fully execution .2-door and 4-door Landwind SUV made in Jiangling Landwind Motor Co., Ltd. have been launched.

Presently, JMCG has 17 wholly owned, controlling and joint stock subsidiaries. Jiangling Motors Co., Ltd.(JMC),the core enterprise of JMCG, has total of 863 million shares. JMCG holds 41.03%; Ford Motor Company holds 29.96%; Shanghai Automotive Co., Ltd. holds 3.01%; Chinese public investors bold 13.62%; PRC legal persons hold 2.49% and other foreign investors hold 9.89%.

During recent years, JMCG has cooperated with Ford Motor Company, Isuzu Company and Lear Company, and fully adopted manufacturing, processing technologies and managerial skills of world and local famous companies, JMCG actively involved in internationally accepted practices to realize the continuous innovation of the systems of sales, purchasing, MP&L, and Product Development system. JMCG and Lear Company jointly invested USD10million to found Jiangling-Lear Interior System Co., Ltd. (holds 50% respectively), upgrade the capability of R&D and increase the profits quickly. Meanwhile, JMCG strengthens cooperation with local advanced enterprises. In July, 2002,JMCG and Ningbo Huaxiang Group jointly invested RMB40million to found Jiangling Huaxiang Automobile Component Co., Ltd.. The joint venture is located in Changnan Industry Zone, Nanchang.

JMCG emphasizes “Quality Upgrades Brand” and “Technology-oriented”. JMCG has been ISO9002, QS9000, ISO9001 quality system certificated and ISO14001 environment control system certificated. JMCG has established intranet and particularly the application of QAD business system resulted in scientific management in sales, purchasing, MP&L, manufacture and finance settlement, which laid a foundation for establishing a rapid response mechanism to market operation and realizing informationize of management processes. Presently, JMCG possesses a provincial grade PD center with ability to design and develop vehicles and engines, develop technological material and trial-produce and test. The center has attained advanced level in the aspects of technical performance and analysis on Vehicle Vibrating Noise, Road Imitation and Engine Turbo. JMCG has independent capability of developing products and strong technology support. Its major products have been evolved from ISUZU-series only to over 400 derivatives including Transit vehicle, JMC light truck, JMC pickup and Landwind series. In recent years, JMCG has independently developed Transit truck (single/double cab), Transit Extra high-roof Dual Rear Wheel vehicle, new-model Transit, Baodian Pickup and Landwind SUV.

In the face of intensifying market competition, JMCG implements the management guild-line of “High-quality”, Multi-variety, Medium-price, Knight-service”, deepen innovation of property system and “three-system” continuously, which made JMCG



increased rapidly. In 2003, JMCG sales volume is 61,374, up 19.4% compared with 2002, sales revenue is RMB7.294billion, up 28.96%, taxes paid is RMB 645 million, profit is 618 million, up 28.93% and 37.69% respectively than the year of 2002. From January to February in 2004, sales volume of JMCG is 12,447, up 22.29% compared with the same period last year, sales revenue is RMB 1,282 million, up 20.60%, taxes paid is RMB 88 million, up 2.78%, profit is 93 million.

Looking forward into future, we have sufficient reasons to believe that JMCG will always hold active status in the intensifying competition of both local and international markets by taking advantages of products, brands and talents, for which it obtained in dozens of years, and managed to achieve sales volume of 100,000, sales revenue of RMB 10 billion at the end of “the 10<sup>th</sup> Five Year Plant”, and makes JMCG the best Chinese Business Vehicle base.



## **Jiangxi Jianglian Energy & Environment Co., Ltd.**

<b>Industry sector</b>	Machinery Industry
<b>Products / main activities</b>	Boilers, pressure vessels and chemical industrial equipment
<b>Address</b>	Yingbin Str. 913#, Nanchang, 330001, Jiangxi, PRC
<b>URL</b>	<a href="http://www.jx-jl.com">www.jx-jl.com</a>
<b>Contact persons</b>	Mr. Ding, Jie  Dr. Wang, Yunhong - <b>German/English speaking</b>
<b>Phone</b>	Phone +86 13801362 181; oeifwang@163.com +86 791 5207 982
<b>Fax</b>	+86 791 5201 879
<b>Head Office in</b>	Nanchang, Jiangxi, PRC.
<b>Subsidiaries in</b>	Shanghai, Beijing
<b>Customer countries</b>	China
<b>Number of employees</b>	2000

Jiangxi Jianglian Energy & Environment Co., Ltd. was established on the basis of Jiangxi Boiler & Petrochemical Machinery United Co., Ltd., which consists of Jiangxi Boiler Works and Jiangxi Petrochemical Machinery Plant. Both of them were the backbone enterprises of Machinery Industry Ministry and Chemical Industry Ministry.

The company has the certificates of design, manufacture and installation of Grade A boilers, I II, III pressure vessels and environmental protection products. And it attains ASME Certificate and ISO9001 Certificate. The company covers a land of 600 thousand square meters, has abundant power of technology including national grade experts and professional technicians, and modern equipment.

Jiangxi Boiler Works and Jiangxi Petrochemical Machinery Plant have almost 50 years history since they founding up. We manufacture all kinds of boiler products such as the CFB boiler and blast-furnace gas boiler, all kinds of pressure vessel products such as sphere, heat exchanger, tower, and high-pressure vessel, and the environment product

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such as bag house, wastewater purification treatment and solid waste disposal equipment.

The standard coincide with the international standards, the quality will always satisfy our customers is the motto of our company. We are pleased to provide more satisfied service for the friends all over the world.



## **Jiangxi Zhongji Scientific Industry Co., Ltd**

<b>Industry sector</b>	Machinery manufacture
<b>Products / main activities</b>	Automatic Numerical Control Dynamic Balance Wheelset Milling Machine
<b>Address</b>	Gaoxin III Road 466#, Nanchang High-tech Development Zone, 330029
<b>URL</b>	<a href="http://www.zj-cn.cn">www.zj-cn.cn</a>
<b>Contact persons</b>	Mr. Gong, Zhiqiang (Chinese speaking) Phone: 0086 7918 111 578 <a href="mailto:chinma@public.nc.jx.cn">chinma@public.nc.jx.cn</a>  Ms. Wang, Nina - <b>English speaking</b> Phone: 0086 791 3884 118
<b>Head Office in</b>	Nanchang, Jiangxi, PRC.
<b>Customer countries</b>	all over China
<b>Number of employees</b>	127

### **General introduction of company**

China Technology Industrial Ltd., Jiangxi (behind machine company in abbreviated as) locate in High-tech developing zone of Nanchang Jiangxi Province, Factory area is 40,000 square meters, About 5000 square meters of workshop among them, Technology centre and office building are 4200 square meters, There are 127 staff now in the company, 37 engineers and technicians among them.

It sponsored by China international heat energy engineering company, Investment Company of China's electromechanical export product, the head office of the machine tool of Jiangxi Province, Lathe institute of Jiangxi Province, etc. Fixed assets are 52,700,000 yuan(RMB), circulating fund is 15 million yuan( RMB), asset-liability ratio is 33%. The company integrates the numerical control equipment and develop for the backing with the light, machine, electricity, The new high-tech enterprise taking research and development of products of consumer goods and environmental protection as developing direction, The development that has born the national

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innovative fund project and national great technical equipment production and achieved the new project.

### **Introduction of leading products**

Because of it is in the 1980s since machines the companies early the railway in key research and development, The company pioneers and invent constantly on the basis of carrying on originally abundant research and development experience, The company has already offered nearly hundred new products and more than 600 sets of machines for more than 50 large-and-middle-scale leading enterprises in china over the past 20 years, for raising speed and developing the bullet train in order to satisfy the railway , the company and introduces advanced technology through autonomous innovation, Develop whether" Automatic Numerical Control Dynamic Balance Wheel set Milling Machine " as tap processes the series to equip at present. There are the leading products of company:

#### **1. Automatic Numerical Control Dynamic Balance Wheel set Milling Machine**

The patented product which the company of the machine developed in this lathe is, it is advanced science and technology that has the following technological innovations to integrate: The innovative wheel is coincident in the integrative technology mode to working up balance measurement and milling; The precision of processing of the wheel gets breakthrough improvement: To processing lump-sum to remain uneven partial emir  $\leq 8\mu\text{m}$  while being minimum, to uneven to measure and milling URR $\geq 93\%$  of lowering rate again once only wheel . This lathe solve current railways raise speed car, whether in making accurate to work up balance measurement and accurate to go the weigh key technology difficult problem wheel high speed, It become for the railway indispensable key equipment in not maintaining which raise speed last the 200 k/h for making. This lathe obtained the outstanding new products first prize of Jiangxi Province successively, the first prize of scientific and technological progress of Jiangxi Province, National-level outstanding new products, the best project award of achievement exhibition in 15 years of China's patent, The outstanding new products award of national technological innovation of" the Ninth Five-Year Plan". Has already formed the production scale of the batch now; Domestic occupation rate of market is 90% in china.

#### **2. Automatic NC Wheel Lathe**

The national-level focal point outstanding new products that the company developed. This lathe innovated and used the technology of Siemens' numerical control  $\square$  PLC  $\square$  four rub wheels and urge the wheel to wait for the new and high technology ,etc. Use ones that the company has invented Rub and drive the stall automatic compensation device and wait for the patented technology. The lathe has realized that the function innovates: On the condition of bearing state who end build, can finish and wear and



tear wheel right stepping on surface, the high accuracy of rim built and repaired, Work efficiency improved by more than 3 times. Checked new, appraises by technology, the project, in order to initiate at home, technology reaches and lead competence at home, This lathe has already been confirmed and been spoken highly of the user. These products have already been used widely in the department of the railway, Domestic occupation rate of market is 100% in china.

### **3.NC Wheel set Lathe**

The numerical control wheel set lathe, mainly used in the maintain process of the wheels for fast passenger trains and heavily loaded freight trains. This lathe disposes an advanced electric diagnostic system, online detection system, use technology of the computer, on-the-spot bus system, communication technology and modern mechanical manufacturing technology synthetically, Make the lathes have high accuracy, high efficiency and high automatic characteristic, the function of the lathe realizes that innovates as follows: 1) Measure functions, measure wheels use a intelligent measurement; 2) The suitability of the lathe is wide, can make it satisfying for locomotive, passenger train and freight train wheel's processing; 3)The stretch of the main shaft adopt low-speed and heavy torsion oil motor liquid power .It drive the pole nut and transfer liquid energy to mechanical energy . It is better guarantees of pinnacle strength combine form the lock, And better overload protection; 4) The claw structure of the lathe is unique, function strength reaches 63 KN, the claw tooth presented the involutes and was distributed, Have it avoid wheels to the phenomenon of skidding in increase against the moment cases.5) Adopt frequency conversion transfer asynchronous electromotor, Use the hard teeth cylinder gear reduction gear drive chuck, main transmissions reduce and can realize the step less speed regulation; 6)Adopt the Close-to switch of electricity control the orientation of main shaft, facilitate wheels to pass in and out; 7)It is top and from the principle of feeling relieved with the bearing to adopt, install the outside cirque of the bearing , It is the better solve project of the wheel's maintain process for ultra limit unload bearing and Not ultra limit but needn't unload bearing.

### **4. Vehicle Wheel set Dynamic Measuring Equipment**

The Vehicle Wheel set Dynamic Measuring Equipment is used to automatic the measurement of wheel set's shape and check the strip and scotch and understand wheel set history record, all the collected data is stored with wheel set card (Type: 51C) by industrial computer deal with, and can inquire about and print the wheel set card through inputting wheel set's mark of the axis, The industrial computer of the equipment can realize HMIS networking.

The equipment adopts CCD to take a photograph of the image of signboard and show on the monitor of computer, the worker can input wheel set's mark of the axis basis on the image. The equipment can automatic check-up left & right diameter of the wheel



set, thickness of rim, rubbing of tread, height of rim, decent ration, width of wheel set rim, internal distance of wheel set, centre diameter of axis and the strip and scotch of tread, etc. repetitive error measured is  $\pm 0.10\text{mm}$ , the time is 3 minutes.

The equipment adopts rotator measurement ways that keep non-touch, uses high precision's eddy sensor checking the size of the centre axis and inner face of the wheel set; uses PSD laser sensor of import measuring outboard face of the wheel set; uses high precision's CCD laser sensor of import measuring tread and rim of the wheel set. We can check the off-centre of the wheel set, because the circumvolving measure mode is used, localization of three point movement is avoided; Because laser sensor has collected abundant data on the course of circumvolving measure, the precision of checking is high and the data of checking is steady and reliable, repeat precision of checking is high.

The equipment scans and checks for the wheel set on the course of circumvolving measure, it can check the strip and scotch of wheel set's tread, it can give an alarm when the wheel set's strip and scotch is exceed the limit, and it can store fault condition into the wheel set's card.

### **Cooperative way**

Imagine Hengenscheidt company is cooperating by way of products technological development and bankroll, products making□ install debug□ after services from in finish at our company, our company become one a piece of product the whole worlds make base and product service centre in the future. Products sale in the whole worlds, our company responsible for selling produces in china.

Part four, Cooperative advantage

#### **1.Before selling**

We have good marketing channel and network in China, and Can Solve some problems of culture and languages in negotiations with the customer.

#### **2.While selling**

The products are in China, they are relatively few that production costs waits for relevant expenses, the fabrication cost is relatively low, the domestic user holds relatively easy to accept. In addition, because of both sides companies to cooperate, there are not act for expenses or the intermediate trader's expenses, etc., the profits of both sides are improving virtually.

#### **3.After service**

Installations debug and work at after services for products that are our company responsibility for machines in China, we can solve the worry by customer that after service, repair piece, spare part supply in time.

Sincerely hope that our cooperative purpose can succeed, Believe the efforts to pass each other, Hengenscheidt Company turn on the markets of China fast, The co-



partnership company can strengthen own scientific research strength and produce strength too at the same time, Become the outstanding person in the same trade!