



共赢·存远十五载 感恩·携手向未来  
WIN-WIN, PROSPERING  
FOR 15 YEARS;  
GRATITUDE, SHAPE THE  
FUTURE TOGETHER

《聚焦达意隆》纪念公司十五周年特刊

FOCUS TECH-LONG: TO COMMEMORATE THE FIFTEENTH ANNIVERSARY OF THE COMPANY.



# 15<sup>th</sup> Anniversary 1999-2014

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《聚焦达意隆》纪念公司十五周年特刊  
Focus Tech-Long: To Commemorate the Fifteenth Anniversary of the Company.



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# AMBITION AND BUSINESS



寄语 Send Word

**携手登攀 · 共创辉煌**

**RACE HAND IN HAND AND  
WORK TOGETHER TO CREATE  
BRILLIANCE**



伴着阳光，创业的年轮刻画着我们并肩前行的动魄时光；

驻足凝望，岁月的长河记载着我们一同拼搏的灿烂日子。

回眸过去，十五载峥嵘岁月，

掸掉征尘，眺望那梦想远方，

我们开拓，我们创新，我们奋斗；

我们进取，我们梦想，我们快乐！

站在这全新的起点，我们充满力量，

让我们继续携手登攀，共创百年民族品牌，缔造不凡工业辉煌！

Accompanied by the sun, the soul-stirring time of our moving forward together was portrayed by the annual rings of our entrepreneurship;

Stop and stare, brilliant days that we struggled together are recorded in the long course of time.

Looking backward, 15 years of our entrepreneurship was memorable,

Brushing off the dust, we look into the far distance of our dream,

We open up, innovate and struggle;

We are enterprising, dreaming and enjoying!

Standing at the brand-new starting point, we are full of strength,

Let us continue to race hand in hand and work together to create a national brand across the century and extraordinary industrial brilliance!

# 先行者 · 十五年 FORERUNNER · 15 YEARS

## 达意隆大事记 EVENTS CHRONICLE OF TECH-LONG



### ▼ 2000

与可口可乐第一次合作。

Tech-Long's first collaboration with Coca-Cola.



### ▲ 1999

公司成立。

Tech-Long was established.



### ▲ 2001

与百事可乐第一次合作。

Tech-Long's first collaboration with Pepsi



### 1999

- 公司成立，开启达意隆的辉煌征程。
- Tech-Long was established and its splendid journey was launched.

### 2000

- 与可口可乐第一次合作。
- The first collaboration with Coca-Cola ushered Tech-Long into the international market.

### 2001

- 与百事可乐第一次合作，再度获取国际知名品牌认可。
- The first collaboration with Pepsi made Tech-Long recognized by an international brand for the second time

## ▼ 2003

小瓶机灌装机、五加仑机技术水平行业第一。销售额突破亿元大关，成为中国领先制造商。

The technical level of small bottle machine and 5-gallon machine is the first in liquid packaging machinery industry. Sales of Tech-Long machines broke through 100 million yuan and Tech-Long became China's leading manufacturer



## ▼ 2002

自主研发第一台吹瓶机，成立吹瓶研究所。

The first blow molding machine was independently developed by Tech-Long and the Institute of Blow Molding was set up.



## ▶ 2004

新一代旋转式PET吹瓶设备技术水平遥遥领先国内行业水平。

The technical level of Tech-Long's new generation blow molding machine is far ahead of others in domestic industry.



### 2002

- 自主研发第一台吹瓶机，打开中国PET包装机械业发展新篇章。
- 成立吹瓶研究所。
- 成立国际销售部，拓展海外市场。
- The first blow molding machine independently developed by Tech-Long opened up a new chapter in the development of China liquid packaging machinery industry.
- The Institute of Blow Molding was set up.
- The International Sales of Tech-Long was established and its overseas market was expanded.

### 2003

- 小瓶机灌装机、五加仑机技术水平行业第一。
- 销售额突破亿元大关，成为中国行业领先制造商。
- The technical level of small bottle machine and 5-gallon machine was the first in liquid packaging machinery industry.
- Sales of Tech-Long machines broke through 100 million yuan and Tech-Long became China's leading manufacturer.

### 2004

- 新一代旋转式PET吹瓶设备技术水平遥遥领先国内行业水平。
- 与国内外主要吹瓶厂家取得战略性的合作进展。
- The technical level of Tech-Long's new generation blow molding machine is far ahead of others in domestic industry.
- Tech-Long achieved strategic cooperation with major blowing factories at home and abroad.

## 达意隆大事记 EVENTS CHRONICLE OF TECH-LONG



### ▼ 2006

创立股份制公司，完成股份制改造。  
Tech-Long was turned into a joint-stock company and its joint-stock reform was completed.



### ▲ 2005

成功进军日化行业。

Tech-Long successfully entered the daily cosmetics industry.



### ▲ 2007

成功研发“吹灌旋”一体机，实现灌装和包装领域的革命性的技术创新。

Blower-Filler-Capper Monobloc was successfully developed by Tech-Long, which was the revolutionary technological innovation in the filling and packaging field.

### 2005

- 成功进军日化行业，开展了与国际巨头P&G公司的合作。
- 与印尼达能合作生产线顺利投入生产，实现吹瓶与灌装联线的又一次重大突破。
- Tech-Long successfully entered the daily cosmetics industry and carried out its cooperation with international giants P&G.
- The co-production line with Danone of Indonesia was successfully put into production, which achieved another major breakthrough in the connection between blower and filler.

### 2006

- 2006年12月22日，创立股份制公司，完成股份制改造。
- 荣获“中国包装龙头企业”称号。
- 成功研发国内第一台高粘度液体定量灌装设备。
- 四期厂房投入使用，成为亚洲最大的饮料包装设备制造基地。
- On 22 December, 2006, Tech-Long is turned into a joint-stock company and its joint-stock reform is completed.
- Tech-Long won the title of China's leading enterprise in the packaging industry.
- Tech-Long successfully developed the first high-viscosity liquid volumetric filling machine.

- Fourth-phase plant of Tech-Long was put into use, which enabled Tech-Long to become the largest beverage packaging equipment manufacturing base in Asia.

## ▼ 2009

成为“国家标准起草单位”。

Tech-Long became "the drafting unit of the national standard"



## ▼ 2008

成为行业第一家上市公司。

Tech-Long became the first listed company in its industry.



## 2007

- 成功研发“吹灌旋”一体机,实现了灌装和包装领域的革命性的技术创新。
- The blower-filler-capper monobloc was successfully developed by Tech-Long, which was the revolutionary technological innovation in the filling and packaging field.

## 2008

- 2008年1月30日成功在深圳证券交易所挂牌上市,股票代码:002209,成为中国饮料包装机械行业第一家上市公司。
- 致力爱心慈善,携手宝洁捐赠贫困小学。
- On January 30, 2008, Tech-Long successfully listed on the Shenzhen Stock Exchange and its stock code is: 002209. Hence it became the first listed company in the beverage packaging machinery industry.
- Tech-Long was committed to charity, and donated 250 000 yuan to poor schools with P & G Company.

## 2009

- 成为“国家标准起草单位”。
- 成立检测中心。
- 成立深圳达意隆包装技术有限公司。
- Tech-Long became "the drafting unit of the national standard".
- Tech-Long set up the Testing Center.
- Shenzhen Tech-Long Packaging Technology Co., Ltd. was founded.

## 达意隆大事记

## EVENTS CHRONICLE OF TECH-LONG



### ▼ 2011

全面整合国际资源，成立日本、非洲、东欧、印度及中东服务中心。

Tech-Long fully integrated international resources to set up offices in Japan, Africa, Eastern Europe, India and the Middle East.



### ▲ 2010

改革营销体系，成立营销总部。

荣获“国家认定企业技术中心”。

Tech-Long reformed its marketing system and established its marketing headquarters. It won the title of "State-level Enterprise Technology Center."



### ▲ 2012

销售业绩翻一番，国际销售额翻两番。

Tech-Long's sales doubled and its international sales quadrupled.

### 2010

- 改革营销体系，成立营销总部，整合资源，细化国内销售区域，涵盖服务、配件、销售、市场，销售成绩首创新高。
- 成功打造550毫升,9.8克“冰露”瓶装水。
- 荣获行业内唯一的国家级企业技术中心。
- 成立东莞达意隆水处理技术有限公司。
- Tech-Long reformed its marketing system and established its marketing headquarters.
- Tech-Long successfully built the bottles of "Ice Dew" bottled water, which are 500ml and 9.8g.
- Tech-Long won the title of State-level Enterprise Technology Center.
- Dongguan Tech-Long Water Treatment Technology Co., Ltd. was founded.Ltd.

### 2011

- 调整框架，全面整合国际资源，成立日本、非洲、东欧、印度及中东服务中心。
- 成立达意隆北美有限公司，开展国际市场部分区域本土化服务。
- 获得可口可乐颁发“最佳工艺进步奖”，以创新赢认可。
- 成立合肥达意隆包装技术有限公司、新疆宝隆包装技术开发有限公司。
- Tech-Long adjusted its framework and fully integrated international resources to set up offices in Japan, Africa, Eastern Europe, India and the Middle East.
- Techlong(USA) Inc. was established by Tech-Long in a bid to provide its localization services to the regional and international markets.

- Tech-Long got the "Best Technology Progress Award" by Coca-Cola, which was a recognition for its innovation.
- Hefei Tech-Long Packaging Technology Co., Ltd. as well as Xinjiang Baolong Packaging Technology Development Co.,Ltd were founded.

## ▼ 2014

达意隆成立15周年。

Tech-Long inaugurated its 15<sup>th</sup> anniversary..

## ▼ 2013

销售突破10亿大关。

Tech-Long's sales exceeded 1 billion yuan.



## 2012

- 成立行业首家“国家地方联合工程研发中心”。
- 成立行业首家“操作培训学校”为顾客培训输送人才。
- 销售业绩翻一番，国际销售额翻两番。
- Tech-Long's sales doubled and its international sales quadrupled.
- Tech-Long established the first "operators training school" to train talents for customers.
- State-Local Joint Engineering R & D Center of the industry was established within Tech-Long.

## 2013

- 销售突破10个亿。
- 成立东莞宝隆包装技术开发有限公司。
- 成立广州华新达投资管理有限公司，OEM市场全面打开。
- Tech-Long's sales exceeded 1 billion yuan.
- Tech-Long founded Dongguan Baolong Packaging Technology Development Co., Ltd.
- Tech-Long founded Guangzhou Huaxinda Investment and Management Co., Ltd. and its OEM market opened fully

## 2014

- 六期厂房投入使用。
- 国内第一条铝罐饮料生产线安装投产。
- 成立天津宝隆包装技术开发有限公司。
- 首条无菌灌装生产线安装投产，开启无菌灌装新时代。
- Tech-Long's Sixth-phase plant was put into use.
- The first domestic production line of aluminum beverage was installed and put into production.
- Tianjin Baolong Packaing Technology Development Co., Ltd. was founded.
- The first sterile filling production line was installed and put into production.



# 先行者 · 十五年

## FORERUNNER · FIFTEEN YEARS





上世纪九十年代末以前，中国饮料行业的包装设备基本依赖于进口，设备及维护保养极其昂贵，饮料成本居高不下。一瓶普通矿泉水价格约3元，喝饮料竟是一种“奢侈”的消费。达意隆创始人张颂明先生在代理国外的包装机械品牌期间，敏锐洞察到行业的巨大商机，同时也为没有与其竞争的民族品牌而深深触动。在这国内市场一片空白的时候，张颂明先生踏上了光荣而艰辛的创业之道。

历经沧桑变革的十五年，有过几回浪遏飞舟之时：08年金融风暴下的市场低迷、国内外同行竞争的加剧、各类成本的大幅攀升……达意隆凭借前瞻性的战略指引、适时的变革以及饱满的创新激情，多次实现了拐弯处的超越并逆市而上！无论核心技术的创新能力、产品的开发能力、还是企业运营管理都实现了跨越式的提升。2008年，达意隆在深交所成功上市，成为中国饮料包装机械行业第一家上市公司，开启了新的发展历程。

如今的达意隆已发展为业界的国际知名企业，并拥有亚洲最大的饮料包装设备制造基地，为全球超过40家企业完成了500多个大型交钥匙工程项目；与可口可乐、百

事、雀巢、宝洁等世界500强企业建立了战略伙伴关系；与华润怡宝、蓝月亮等国内知名品牌全面深化合作；起草国家标准、行业标准14项以上；2010年建立了国家级的研发中心；实现年销售额从最初几百万元到突破10个亿的飞跃，达意隆只用了十五年。

现今，在喝饮料早已成为大众化消费的时代，“先行者”并非单指经济意义上的成功，更要赢得广泛的尊敬、不变的信赖和良好的声誉。没有一种成就就会令先行者止步，达意隆正以“为你而转”的精神践行民族的百年梦想——打造百年老店，塑造国际品牌，为全球人类的生活创造优质美好的享受。

Before the late 1990s, the packaging equipment of China's beverage industry basically depended on imports, the purchase and maintenance of such equipment was extremely expensive, and the cost of beverage remained persistently high. The price of a bottle of ordinary mineral water was about 3 yuan, and having a drink was actually a kind of luxurious consumption. Mr. Zhang Songming, the



founder of Tech-Long was aware of the enormous opportunities of the packaging machinery industry when he was an agent for overseas packaging machinery; meanwhile, with no domestic brands competing with overseas packaging brands, he was interested in having his own packaging machinery brand. Therefore, Mr. Zhang embarked on a glorious and arduous road of entrepreneurship to fill the blank of domestic market.

During fifteen years of vicissitudes and changes, Tech-Long was nearly devastated by the huge waves for several times: the downturn of markets under the financial crisis in 2008, competitions from domestic and foreign counterparts, a sharp rise in various types of cost ... With forward-looking strategic guidelines, timely change and full passion for innovation, Tech-Long went beyond the bend and advanced against market trend. Tech-Long achieved leap-forward promotion not only in its ability to innovate core technology and develop

new products, but also in its business operation management. In 2008, Tech-Long successfully listed on the Shenzhen Stock Exchange and became the first listed company of packaging machinery industry in China, which opened a new course for its development.

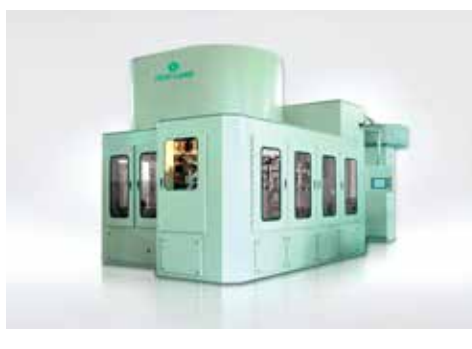
Tech-Long today has developed into an internationally renowned enterprise in the packaging machinery industry and has the largest beverage packaging equipment manufacturing base in Asia. It has completed more than 500 large-turnkey line solutions for more than 40 companies in the world. Additionally, it has established a strategic partnership with Fortune 500 companies, such as Coca-Cola, Pepsi, Nestle, P&G, etc. It has implemented overall and in-depth cooperation with C'estbon, Blue Moon and other famous brands. Tech-Long drafted more than 14 national standards and industrial standards. It established a national research center in 2010. Its annual sales have skyrocketed from a few million yuan in the beginning to the breakthrough of 1 billion. All these achievements were made by Tech-Long in only fifteen years.

Today, having a drink has become the mass consumption, and "the forerunner" not only achieved its success in economy, but also won widespread respect, trust and renowned reputation. No achievement will make this forerunner content to stop, and in the spirit of "serving you with its technology", Tech-Long is practicing the century-old dream—to build up an enterprise of a hundred years old, to form its international brand and to create a better quality of life for humans in the world.





# 成立初期 EARLY YEARS [1999—2003]





## 创立好彩头

### 大事记录

- ★1999年12月18日公司成立。建厂初期，占地不到40亩，员工不到100人，主要以生产五加仑设备和小瓶水灌装设备等单机为主。
- ★2000年，开启与可口可乐友好合作征途。
- ★2001年，顺利通过德国莱茵公司的ISO9000认证。
- ★2001年，二期工程竣工，规模扩大。
- ★2002年，国际部成立，成功地在海外市场打开了一片天地。
- ★2002年，一次性通过德国TüV公司的ISO9001认证。
- ★2002年，一次性通过广州市高新技术企业评审。
- ★2002年，原广东省省长黄华华在原广州市市委常委、秘书长刘日知，原广州副市长林元和同志的陪同下莅临达意隆视察工作。
- ★2003年，在北京分公司和上海办事处的基础上，增设黄岩、武汉、西安、成都等四个办事处，完善国内的销售网络。
- ★2003年，全自动吹瓶机正式推向市场，产品供不应求。
- ★2003年，全面引入EDS公司的CAD、CAM、PDM等设计软件，研发设计从二维走向三维。
- ★2003年，三期厂房落成并投放使用，使用面积达到30000多平方米。
- ★2003年，原广东省副省长游宁、原国家科技部副部长陈祖涛同志，原中共广州市市委常委、副市长林元和，莅临达意隆调研视察。

### 技术研发

- ★2000年，灌装机的洗瓶机构获实用新型专利。
- ★2000年，旋盖机的旋盖机构获实用新型专利。
- ★2001年，理瓶机、三合一机等高速生产线的研制获得成功。
- ★2001年，获得4项国家级技术专利。
- ★2001年，热灌装技术成功地通过了广东省科委的科技成果鉴定。
- ★2001年，推出第一代自动装箱机。
- ★2002年，成功开发高速吹瓶机，在国内吹瓶设备厂家中奠定了不可取代的地位。
- ★2002年，成功开发旋转式五加仑高速灌装线、26000瓶每小时的高速热灌装线、30000瓶每小时的小瓶水灌装线等第三代饮料灌装线，保持了传统产品在技术和质量方面的不断进步与创新。
- ★2002年，成功开发全自动裹包机、装箱机、全自动热收缩膜包装机，进一步完善了产品结构。
- ★2002年，制水机的外部围框获外观设计专利。
- ★2002年，洗瓶机的夹瓶装置、一种灌装机获实用新型专利。
- ★2003年，一种排瓶机、一种旋转机构、一种吹瓶机获实用新型专利。
- ★2003年，成功开发达意隆的第一条30000瓶/小时的含气灌装生产线，并成功进入可口可乐系统。
- ★2003年，开发两头的全自动吹瓶机，将达意隆的吹瓶设备带入了吹制大容量容器的市场领域。



## 获得荣誉

- ★2002年，成为广州市24家重点装配工业企业之一，同时列为广州市30家重点高新企业之一。
- ★2002年，吹瓶机获得“广州市政府2002年度五小科技奖评比一等奖”。
- ★2002年，被评为中国行业最具有竞争力的企业。
- ★2002年，被评为广东省和广州市重点装备工业企业和重点民营科技企业。
- ★2002年，全自动吹瓶机被列为广东省和广州市的重点技术改造项目。
- ★2002年，被认定为高新技术企业。
- ★2003年，数控全自动旋转式PET高速吹瓶机获得了“国家级火炬计划项目证书”。
- ★2003年，茶、果蔬菜饮料全自动高速热灌装机成套设备获“科技兴贸行动计划项目证书”。
- ★2003年，全自动旋转式PET高速吹瓶机获“白云区2000-2002年度科学技术进步奖”。
- ★2003年，茶、果蔬菜饮料全自动高速热灌装机成套设备获“广州市科技进步奖”。

## 销售业绩

- ★1999年销售额为742万元。
- ★2000年销售额为1872万元。
- ★2001年销售额为3266万元。
- ★2002年销售额为6620万元，提前5个月完成销售任务。
- ★2003年销售额达到3.08亿元，连续四年实现了销售额每年至少翻一番的高速增长。

## GOOD OMENS FOR ESTABLISHMENT

### Records of Major Events

- ★ On December 18, 1999, Tech-Long was founded. The initial size of its factory covered less than 40mu, with less than 100 employees; it mainly produced equipment for containers of five gallons and water filling equipment for small bottle. .
- ★ In 2000, Tech-Long launched its friendly cooperation with Coca-Cola.
- ★ In 2001, Tech-Long successfully passed TUV ISO9000 certification.
- ★ In 2001, the second-phase plant of Tech-Long was completed and its scale was expanded.
- ★ In 2002, the International Headquarters of Tech-Long was established, which successfully opened up a world for its overseas markets.
- ★ In 2002, Tech-Long passed ISO9001 certification by the German TÜV company once only.
- ★ In 2002, Tech-Long passed the assessment of high-tech enterprises in Guangzhou City.
- ★ In 2002, Mr. Huang Huahua, the former Governor of Guangdong Province inspected Tech-Long with the accompany of Mr. Liu Rizhi, the former member of Guangzhou Municipal Committee and Secretary General, Mr. Lin Yuanhe, the former vice mayor of Guangzhou as well as other comrades.
- ★ In 2003, apart from the establishment of offices in Beijing and Shanghai, Tech-Long set up four offices in Huangyan, Wuhan, Xi'an and Chengdu and improved the domestic sales network.
- ★ In 2003, the automatic blow molding machine of Tech-Long was officially on the market, which was in short supply.
- ★ In 2003, Tech-Long fully introduced such designing software as CAD, CAM and PDM from EDS and its product research and development were transformed from two-dimensional to three-dimensional.
- ★ In 2003, Tech-Long's third-phase plant was completed and put into use, with a utilization area of more than 30,000 square meters.
- ★ In 2003, Mr. You Ning, the former Vice-governor of Guangdong Province, Comrade Chen Zutao, the former Vice-minister of the Ministry of Science and Technology, and Mr. Lin Yuanhe, the former member of CPC Guangzhou Municipal Committee and the Vice-mayor of Guangzhou came to Tech-Long for research and inspections.



## R & D

- ★ In 2000, the washing mechanism of the filling machine won the utility model patent.
- ★ In 2000, the capping mechanism of the capping machine gained the utility model patent.
- ★ In 2001, Tech-Long successfully developed bottle umscrambler and rinser-filler-capper monobloc for high speed line.
- ★ In 2001, Tech-Long got four national patents.
- ★ In 2001, the hot filling technology of Tech-Long successfully passed the technical appraisal of Guangdong Province Science and Technology Commission.
- ★ In 2001, the first generation of automatic packing machine of Tech-Long went to the market.
- ★ In 2002, Tech-Long successfully developed the high-speed blow molding machine, which laid its irreplaceable position in the domestic blowing equipment manufacturers.
- ★ In 2002, Tech-Long successfully developed such third generation of beverage as the high-speed rotary filling line of five-gallon containers, the high-speed hot filling line of 26 000 BPH and the filling line of 30 000 BPH, and it maintained its continuous improvement and innovation of the traditional products in technology and quality.
- ★ In 2002, Tech-Long successfully developed fully automatic wrap around packer, case packer, fully automatic shrink wrapperw.
- ★ In 2002, the surrounding frame of the water-generating machine of Tech-Long got its design patent.
- ★ In 2002, the bottle clipping apparatus of the washing machine and a kind of the filling machine of Tech-Long got their utility model patents.
- ★ In 2003, a kind of the bottle arranging machine, a kind of the rotary mechanism and a kind of the blowing machine of Tech-Long got their utility model patents.
- ★ In 2003, Tech-Long successfully developed its first 30,000 BPH carbonated filling line and successfully entered the Coca-Cola system.
- ★ In 2003, Tech-Long developed the automatic two cavities blow molding machine which entitled the blowing equipment of Tech-Long into a large-capacity container markets.

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## Honors

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- ★ In 2002, Tech-Long became one of the 24 key enterprises in the assembly industry of Guangzhou City, and it was listed as one of the 30 key high-tech enterprises of Guangzhou City.
- ★ In 2002, the blow molding machine of Tech-Long obtained the first prize of “five smalls” Technology Award organized by the Guangzhou municipal government in 2002.
- ★ In 2002, Tech-Long was identified as the most competitive enterprise in China’s equipment industry.
- ★ In 2002, Tech-Long was identified as the key enterprise in the equipment industry and the key private technology company in Guangdong Province and Guangzhou City.
- ★ In 2002, the automatic blow molding machine of Tech-Long was listed as key technological transformation projects in Guangdong Province and Guangzhou City.
- ★ In 2002, Tech-Long was identified as the high-tech enterprise.
- ★ In 2003, Tech-Long’s “PET high-speed automatic rotary blow molding machine of digital-control” won the certificate of National Torch Program.
- ★ In 2003, “the whole equipment of tea, fruit and vegetable beverage automatic high-speed hot filling machine” of Tech-Long was awarded the certificate of the Action Plan to Promote Trade by the Science and Technology.
- ★ In 2003, Tech-Long’s “PET high-speed automatic rotary blow molding machine” was awarded 2000-2002 Science and Technology Progress Prize by the Baiyun District of Guangzhou City.
- ★ In 2003, “the whole equipment of tea, fruit and vegetable beverage automatic high-speed hot filling machine” of Tech-Long won the Science and Technology Progress Award of Guangzhou City.

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## Sales

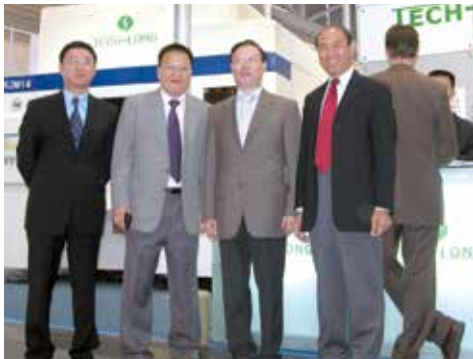
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- ★ In 1999, sales of Tech-Long amounted to 7.42 million yuan.
- ★ In 2000, sales of Tech-Long reached 18.72 million yuan;
- ★ In 2001, sales of Tech-Long stood at 32.66 million yuan.
- ★ In 2002, sales of Tech-Long came up to 66.2 million yuan and the sales task was completed five months ahead of schedule.
- ★ In 2003, sales of Tech-Long reached 308 million yuan, and its sales maintained a doubled growth momentum for four consecutive years.

# 稳健发展期 STEADY DEVELOPMENT PERIOD [2004—2007]







## 市场平缓促理性思考 新旧交替推动海外征程

### 大事记录

- ★2004年，企业外刊《聚焦达意隆》诞生。
- ★2004年，举行四期奠基仪式，全面开始了四期厂房的建设。
- ★2004年，企业内刊《达意隆人》诞生。
- ★2004年，原国家知识产权局局长王景川同志及广东省知识产权局、广州市知识产权局等领导莅临达意隆视察工作。
- ★2004年，原广东省委常委、广州市委书记、市人大常委会主任林树森同志莅临达意隆视察工作。
- ★2004年，成立了吹瓶事业部和灌装事业部，全力打造达意隆最核心、最具竞争优势的两个拳头产品，扩大市场份额。
- ★2005年，ERP成功导入，进一步强化对生产过程的管理及对物流、资金流的管理。
- ★2005年，原国务院副总理张德江同志在广州市市长张广宁同志的陪同下，莅临广州达意隆包装机械有限公司调研，张德江同志充分肯定了达意隆在自主创新方面所取得的成绩。
- ★2005年，原广州市政协廖志刚带领市总工会、市妇联、团市委、市民盟等单位成员，莅临达意隆调研。
- ★2005年，达意隆RJM14全自动吹瓶机参加慕尼黑国际饮料及酿造技术博览会(DrinkTec2005)，取得了轰动性效应。
- ★2005年，企业共投入员工保险和住房公积金等福利220万元，充分体现了企业发展员工受益的企业发展宗旨和人文关怀。
- ★2006年，达意隆与广州科创举行了投资合作合同签约仪式，至此，达意隆顺利完成了增资扩股的工作。
- ★2006年，达意隆四期厂房竣工并投入使用，公司总占地面积达到十二万平方米。达意隆成为亚洲最大的饮料包装设备制造基地。
- ★2006年，在亚洲最大的行业展会上(ChinaBrew 2006)，作为最大面积的参展商，展示了饮料生产整线设备。
- ★2006年，在东莞主持召开“2006生产管理及设备维护技术交流联谊会”。
- ★2006年11月28日，隆重召开“广州达意隆包装机械股份有限公司创立大会暨第一次股东大会”。股份制公司的创立是达意隆发展过程中重要的里程碑之一。
- ★2006年12月22日，“广州达意隆包装机械股份有限公司”揭牌仪式隆重举行，揭牌仪式的举行标志着达意隆成功完成了股份制改造。
- ★2007年，原中国包装联合会会长石万鹏到访。
- ★2007年，原市委书记朱小丹莅临达意隆视察。
- ★2007年，被评为全国售后服务行业十佳单位。
- ★2007年，参与上海第三届中国国际饮料工业科技发展，备受瞩目。
- ★2007年，顺利通过中国监证会评审，成功登陆中国A股市场。

## 技术研发

- ★2004年，含汽灌装技术进一步提升，高速吹瓶机在原来10腔的基础上，开发出了12腔、14腔和16腔吹瓶机，在吹瓶速度、机械稳定性和系列化方面都有了很大的提升。
- ★2004年，一种洗瓶装置获实用新型专利。
- ★2005年，灌装机星轮夹、一种灌装机获实用新型专利。
- ★2005年，达意隆首台HRT01机器人码垛机在肇庆飘雪投入生产运营，这也是机器人码垛机在国内饮料桶装水行业的首次应用。
- ★2005年，高速吹瓶机在原来10腔的基础上，成功开发了14腔的吹瓶机并成功投入市场。
- ★2005年，得到了广东省经贸委、广东省科技厅、广州市经贸厅、广州市科技局等各级部门在科技攻关和改造方面的专项资金支持。
- ★2007年，成功开发高粘度定量灌装机。
- ★2007年，吹瓶机的锁模机构获实用新型专利。
- ★2007年，吹瓶/灌装/旋盖一体机成功亮相中国饮料装备技术展，并取得多台重要客户订单。
- ★2007年，热灌装吹瓶技术取得突破性进展，并已突显市场效果。
- ★2007年，吹瓶机单腔产能已超过1600瓶/每小时，达到当时世界最高水平。

## 获得荣誉

- ★2004年，被评为广州市百强民营企业。
- ★2004年，研发中心通过了广州市委、广州市科技局、广州市大战计划委员会联合专家组的现场考察和评审，被立项组建“广州市工程科技研发中心”。
- ★2004年，被广东省经贸委评为广东省20家制造业重点企业。
- ★2004年，茶、果蔬菜饮料全自动高速热灌装机成套设备获“国家级火炬计划项目证书”。
- ★2004年，荣获2004年度广东省优秀企业称号。
- ★2005年，评为“广东省知识产权优势企业”成为当年广州市唯一一家获此殊荣的企业。
- ★2005年，获得国家科技部科技引导专项资金的支持，是广州市获此项目的唯一企业。
- ★2005年，达意隆“技术研发中心”升级为“广东饮料包装成套设备工程技术研究中心”。
- ★2005年，数控全自动旋转式PET高速吹瓶机获“国家级火炬计划重点项目证书”。
- ★2005年，被评为“2005中国饮料业优秀灌装设备供应商”。
- ★2005年，牵头起草了《桶装水饮料全自动冲洗灌装封口机》行业标准。
- ★2006年，被评为全国售后服务行业十佳单位。
- ★2006年，被省经贸委、省财政厅、省国税局、省地税局、中国海关广东分署等单位联合认定为第七批

广东省省级企业技术中心。

- ★2006年，荣获由中国包装联合会颁发的“中国包装龙头企业”称号。
- ★2006年，茶、果、蔬汁饮料全自动高速热灌装机荣获“白云区科技进步奖”。
- ★2006年，荣获广州市人民政府颁发的“广州市优秀民营企业”以及“广州市自主创新优秀民营企业”两项荣誉称号。
- ★2006年，荣获广州市饮用水协会颁发的“瓶装饮用水行业金牌产品”、广东省瓶装饮用水行业协会颁发的“广东省名牌”等称号。
- ★2006年，被评为国家火炬计划重点高新技术企业。
- ★2006年，瓶子冲洗机、装瓶机获“广州市著名商标称号”。
- ★2006年，啤酒灌装生产线获“广东省名牌产品称号”。
- ★2007年，被评选为广州市自主创新优秀企业。
- ★2007年，Tech-Long商标被评选为“广东省著名商标”。
- ★2007年，全自动高速PET瓶的研发获得“中国食品机械协会科学技术一等奖”。
- ★2007年，被评选为广东省首批创新型试点企业。
- ★2007年，牵头起草QB/T 2868-2007《饮料机械 全自动吹瓶机》行业标准。

## 销售业绩

- ★2004年销售额为2.58亿元。
- ★2005年销售额为3.83亿元，全年订单达2.1亿元。全年出口突破2000万美元，同比增长60%。
- ★2006年销售额为3.41亿元。
- ★2007年销售额为5.01亿元。全年订单首次突破5亿元人民币。



## THE STEADY GROWTH OF THE MARKET SPURRED TECH-LONG'S RATIONAL THINKING AND TRANSITION FROM THE OLD TO THE NEW PROMOTED TECH-LONG'S OVERSEAS JOURNEY

### Records of Major Events

- ★ In 2004, the foreign journal of Tech-Long Focus Tech Long was inaugurated.
- ★ In 2004, the groundbreaking ceremony of the fourth-phase plant of Tech-Long was held, and the relevant construction was launched.
- ★ In 2004, Tech Long's internal journal Tech-Long People was inaugurated.
- ★ In 2004, Comrade Wang Jingchuan, former Commissioner of the State Bureau of Intellectual Property and leaders of the Guangdong Provincial Intellectual Property Bureau and Guangzhou Intellectual Property Office visited and inspected Tech-Long.
- ★ In 2004, Comrade Lin Shusen, the former member of Guangdong Provincial Committee, Guangzhou Municipal Party Secretary and the chairman of the Standing Committee of Guangzhou City visited Tech-Long for inspections.
- ★ In 2004, Tech-Long established the blowing and filling department and went all out to build our two core and knockout products and expanded the market share.
- ★ In 2005, ERP was successfully introduced by Tech-Long, which further strengthened Tech-Long's management of the production process, logistics and capital flow.
- ★ In 2005, Comrade Zhang Dejiang, the former Vice Premier of the State Council visited Guangzhou Tech-Long Packaging Machinery Co., Ltd. in the company of Comrade Zhang Guangning, the Mayor of Guangzhou City. Comrade Zhang Dejiang fully affirmed the independent innovation achieved by Tech-Long.
- ★ In 2005, Comrade Liao Zhigang, the former member of CPPCC Guangzhou City led unit members from Federation of Trade Unions, Municipal Women's Federation, Youth League China Democratic League of Guangzhou City to visit Tech-long.
- ★ In 2005, the RJM14 automatic blow molding machine of Tech-Long participated in the International Beverage and Brewing Technology Exposition (DrinkTec2005) held in Munich and made a sensation. The equipment manufacturing base was set up.
- ★ In 2005, Tech-Long invested 2.2 million yuan in the insurance and the housing fund for its workers, which fully reflected that the development of Tech-Long would deliver benefit and humane care for its employees.

- ★ In 2006, Tech-Long inked the investment cooperation contract with Guangzhou Kechuang Co., Ltd. By doing this, Tech-Long successfully increased its capital and stocks.
- ★ In 2006, the fourth-phase plant of Tech-Long was completed and put into use, and the total area of Tech-Long reached 120 000 square meters. Tech-Long became the largest beverage packaging manufacturing base in Asia.
- ★ In 2006, as an exhibitor with the largest exhibition area, Tech-Long participated in ChinaBrew2006, which was the largest industry exhibition in Asia and displayed its entire beverage production line equipment.
- ★ In 2006, Tech-Long hosted the “2006 Exchange and Meeting of Production Management and Equipment Maintenance Technology” in Dongguan.
- ★ On November 28, 2006, Tech-Long grandly held “The Founding Meeting of Guangzhou Tech-Long Packaging Machinery Co., Ltd. as well as the First General Meeting of Tech-Long Shareholders”. Turning Tech-Long into a stock company is one of the important milestones for the development of Tech-Long.
- ★ On December 22, 2006, the opening ceremony of “Guangzhou Tech-Long Packaging Machinery Co., Ltd.” was held, which marked the successful completion of Tech-Long shareholding reform.
- ★ In 2007, Mr. Shi Wanpeng, the former president of the China Packaging Federation, visited Tech-Long.
- ★ In 2007, Comrade Zhu Xiaodan, the former Guangzhou Municipal Party Secretary, visited Tech-Long for inspections.
- ★ In 2007, Tech-Long was identified as one of China’s top ten units with the best after-sale service.
- ★ In 2007, Tech-Long participated in the Third Shanghai China International Beverage Industry Technology Exhibition and attracted much attention.
- ★ In 2007, Tech-Long passed the evaluation of China Check and Affirmation Commission and successfully landed in China A-share market.

## R & D

- ★ In 2004, the carbonated filling technology of Tech-Long was further enhanced, the high-speed blow molding machine was developed and upgraded from the original 10 cavities to 12 cavities, 14 cavities and 16 cavities, and impressive progress was made in the blowing speed, mechanical stability and serialization.
- ★ In 2004, one kind of washing device of Tech-Long won utility model patents.
- ★ In 2005, the star-wheel clamp of the filling machine and one kind of the filling machine got utility model patents.
- ★ In 2005, the HRT01 robotic palletiser of Tech-Long was put into production and operation in Piaoxue of Zhaoqing, which is the first application of robotic palletiser in the domestic beverage bottled water industry.
- ★ In 2005, the high-speed blow molding machine of Tech-Long was developed and upgraded from the original 10 cavities to 14 cavities successfully and went into the market successfully.
- ★ In 2005, Tech-Long got special funds to tackle key scientific and technological problems and transformation scientific and technological research from Guangdong Provincial Economic and Trade Commission, Guangdong Provincial Department of Science and Technology, Economic and Trade Office of Guangzhou City and Guangzhou Municipal Science and Technology Bureau.
- ★ In 2007, Tech-Long successfully developed its high viscosity filling machine.
- ★ 2007, Tech-Long's clamping mechanism of the blowing machine won the utility model patent.
- ★ In 2007, blower-filler-capper monobloc of Tech-Long successfully debuted Chinese Beverage Equipment and Technology Exhibition, and several important customer had their orders of it.
- ★ In 2007, the hot filling blowing technology of Tech-Long achieved breakthrough and its market effect was obvious.
- ★ In 2007, the productivity of the single-cavity blow molding machine exceeded more than 1600 BPH, reaching the highest level in the world.

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## Honors

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- ★ In 2004, Tech-Long was identified as Hundred Private Enterprises in Guangzhou City. .
- ★ In 2004, the R & D center of Tech-Long passed the live inspection and review of expert panel from Guangzhou Municipal Party Committee, Guangzhou Municipal Science and Technology Bureau and Dazhan Planning Commission of Guangzhou City, and was listed to set up "R & D Center of Engineering and Technology in Guangzhou City".equipment engineering technology research center".
- ★ In 2004, Tech-Long was listed as the 20 Key Enterprises in the Manufacturing Sector of Guangdong Province by Guangdong Provincial Economic and Trade Commission.
- ★ In 2004, the whole-set automatic high-speed hot filling machine of "tea, fruit and vegetable beverage" got the certificate of National Torch Program Project.
- ★ In 2004, Tech-Long won the title of Outstanding Enterprise in Guangdong Province.
- ★ In 2005, Tech-Long was recognized as "the enterprise Excelling in Intellectual Property Advantage in Guangdong Province", which made Tech-Long the only enterprise in Guangzhou City to win such recognition.
- ★ In 2005, Tech-Long got the special science and technology-oriented funds from the Ministry of Science and Technology, which was the only enterprise in Guangzhou City to receive such funds.
- ★ In 2005, the "Technology R & D Center" of Tech-Long was upgraded into "Engineering and Technology Research Center of Beverage Packaging Equipment in Guangdong".
- ★ In 2005, the digital control of Tech-Long high-speed automatic PET blow molding machine won the certificate of National Torch Plan Project.
- ★ In 2005, Tech-Long was identified as "Excellent Suppliers of Filling Equipment for Beverage Industry of China in 2005".
- ★ In 2005, Tech-Long took the lead to formulate the industry standard of automatic rinser-filler-capper monobloc for water and beverage.
- ★ In 2006, Tech-Long was identified as China's top ten units with the best after-sales service.
- ★ In 2006, Tech-Long was jointly identified as the Seventh Batch of the Enterprise Technology Center of Guangdong Province by Guangdong Provincial Economic and Trade Commission, Guangdong Provincial Department of Finance, Guangdong Provincial State Taxation Bureau, Guangdong Provincial Local Taxation Bureau and China Customs Guangdong Branch.
- ★ In 2006, Tech-Long was awarded the title of "Leading Enterprise in China's Packaging Industry" from China Packaging Federation.
- ★ In 2006, fully automatic high speed hot filling machine for tea, fruit and vegetable beverage" was awarded the Science and Technology Progress Prize of Baiyun District.
- ★ In 2006, Tech-Long was awarded the titles of "Outstanding Private Enterprise in Guangzhou City" and "Outstanding Private Enterprise for Independent Innovation in Guangzhou" by Guangzhou Municipal People's Government.

- ★ In 2006, Tech-Long was awarded the titles of “Gold Medal Product of the Bottled Water Industry” by the Drinking Water Association of Guangzhou city and “Famous Brand in Guangdong Province” by the Bottled Water Industry Association of Guangdong Province.
- ★ In 2006, Tech-Long was identified as the Key High-tech Enterprise of National Torch Plan.
- ★ In 2006, Tech-Long’s trademark of bottle rinsing machine and bottle filling machine was awarded the renowned trademark in Guangzhou City.
- ★ In 2006, Tech-Long’s beer filling line won the title of Famous Product in Guangdong Province.
- ★ In 2007, Tech-Long was identified as “Outstanding Enterprises for Independent Innovation in Guangzhou City”.
- ★ In 2007, the trademark of Tech-Long was identified as “The Famous Brand in Guangdong”.
- ★ In 2007, R & D of automatic high-speed PET bottle won the first prize of Science and Technology from China Food Machinery Association.
- ★ In 2007, Tech-Long was identified as “The First Batch of Pilot Enterprises for Innovation in Guangdong Province”.
- ★ In 2007, Tech-Long took the lead to formulate QB/T2868-2007 industry standards for “Automatic Blow Molding Machine of the Beverage Machinery”.

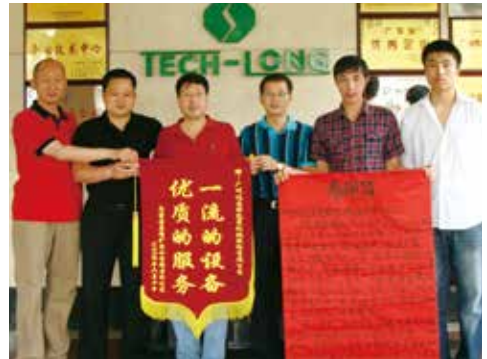
## Sales

- ★ In 2004, sales of Tech-Long amounted to 258 million yuan.
- ★ In 2005, sales of Tech-Long reached 383 million yuan, and the value of its whole-year orders stood at 210 million yuan. Its whole-year export topped \$20 million, growing 60% compared with the corresponding period.
- ★ In 2006, sales of Tech-Long reached 341 million yuan.
- ★ In 2007, sales of Tech-Long came up to 501 million yuan. The value of its whole-year orders exceeded 500 million yuan for the first time.



# 转折期 TRANSITION PERIOD [2008—2011]





## 公司上市铸就转折之年 逆市而上：第二领域带来蓬勃生机

### 大事记录

- ★2008年1月30日，达意隆A股（代码：002209）正式在深交所挂牌上市。
- ★2008年，携手宝洁公司，为受雪灾影响的湖北省麻城乘马岗镇得胜寨中心小学捐赠善款25万元。
- ★2008年，达意隆参加了四年一届的全球规模最大、影响力最强的杜塞尔多夫第十八届国际包装机械、包装及糖果机械展（INTERPAK 2008）。
- ★2008年，强势出击第八届中国国际啤酒饮料技术及设备展。
- ★2008年，达意隆第一届职工代表大会成功召开，并成立达意隆工会互助基金。
- ★2008年，达意隆五期主体工程举行封顶仪式。
- ★2008年，无菌灌装机推向市场。
- ★2008年，携手可口可乐参加“根与芽”活动，捐赠100棵树苗以支持内蒙古植树造林项目。
- ★2008年，举办“达意隆湘西凤凰爱心之旅”。
- ★2008年，斥资购进大型高精度加工设备，进一步完善产品质量控制体系。
- ★2009年，达意隆新检测中心投入使用。该中心是迄今为止行业检测手段最先进，检测设备最齐全，检测项目最齐备的检测中心。
- ★2009年，入选广州市经济贸易委员会汇编的《名优企业（产品）目录》。
- ★2009年，原中共中央政治局常委、国务院副总理李克强同志视察广州科技创新基地，并勉励达意隆继续做大做强，为民族企业争光。
- ★2009年，向贵州省青少年发展基金会捐赠25万元；向广州萝岗区捐赠奖学助学金10万元。
- ★2009年，成功协办“2009中国食品/饮料/安全保健跨国采购洽谈会”。
- ★2009年，全资子公司深圳达意隆瓶装技术有限公司成立。
- ★2009年，进行企业文化理念体系梳理重构工作。
- ★2009年，2041团队历时13天的南极探险拯救地球绿色之旅圆满结束，作为本次活动赞助商之一的达意隆通过2041团队在南极大陆发出来自中国企业“拯救地球”的呐喊。
- ★2010年，全资子公司东莞达意隆水处理技术有限公司成立。
- ★2010年，达意隆品牌战略升级，新企业色彩体系发布，全面启用以“灰与黄”复色体系为达意隆主色系，寓意“辉煌”。新VI体系与规范推进了达意隆品牌资源的有效整合，为公司品牌战略升级打下坚实基础。
- ★2010年，成功主办2010年年度水饮料营销管理经验交流会，全国各地水饮料行业的200多位企业负责人和营销负责人与会。
- ★2010年，滇桂黔川渝五省市遭受重大旱灾，达意隆



## 技术研发

捐赠42吨饮用水援助灾区。

- ★2010年，向广州开发区科技局帮扶单位兴宁大坪镇捐款5万元，用于长潭公路建设。
- ★2010年，举办广州包装机械技术和产业联盟研讨会。
- ★2011年，牵头组织制定PET全自动旋转吹瓶机国家标准，这意味着我国生产企业正从“制造型”转为“创造型”。达意隆起草的《塑料瓶冲洗灌装旋盖机通用技术条件》和《装箱机》国家标准发布。
- ★2011年，携手“点滴是生命”慈善机构关注饮水困难问题。
- ★2011年，合肥达意隆包装技术有限公司、新疆宝隆包装技术开发有限公司相继成立。
- ★2011年，由《全球包装工业》主办，达意隆特别赞助的《2011中国液态包装技术创新和市场发展趋势论坛》成功举办。
- ★2011年，导入卓越绩效模式，建立科学管理体系。
- ★2011年，中央纪委驻工信部纪检组郭炎炎组长带队的专项检查组、全国人大财经委员会彭小枫副主任委员带队的全国人大常委会专题调研组、国家重点产业振兴和技术改造专项检查组分别前往达意隆考察公司2009年承担的国家重点产业振兴和技术改造项目“高黏度流体灌装设备建设项目”。
- ★2011年，原国家商务部外贸司处长高志强及八国大使莅临达意隆参观考察。

- ★2008年，独立自主开发定量灌装设备，主要针对于高粘度的液体灌装，也可用于其他高精度要求的液体产品（包括酒类、饮料、酱油等）。此设备的研发化解了高端用户一直对进口设备的依赖，大大地降低了投资成本等前期投入，而后期的配件及售后服务费用更是优于国外品牌。
- ★2008年，成功研发PET无菌灌装技术，采用高温瞬时杀菌，从而确保产品无菌，保持产品营养成分与风味。
- ★2009年，成功研制旋装式食用油称重定量灌装及压盖一体机，适用于各种食用油产品小包装各种容器（6L以下）的灌装和封盖。
- ★2010年，重磅推出国内首台轻量化吹灌旋一体机，将550ml PET瓶重由14g—19g降低到9.8g—11.8g，达意隆成为当时国内液态食品灌装、包装领域中的唯一一家可提供轻量化瓶型及其整线生产技术的高新技术企业。
- ★2010年，“全自动轻量化吹灌旋一体机”被确认为广州市科学技术成果。
- ★2010年，开发新型酱油冲瓶、灌装、压盖、旋盖四合一机，80头灌装产量高达24000瓶/小时。
- ★2010年，灌装设备型星轮快速拆装装置、液体定量灌装装置获发明专利证书。
- ★2010年，达意隆开发出适合高粘度特性的流量式和称重式灌装技术，有效解决了灌装过程中的起泡、滴漏、挂丝、灌装精度偏差大的问题，并进一步提高了灌装效率，为所有对高粘度灌装有需求的企业提供了更有保障的设备选择。
- ★2011年，达意隆牵头组织制定PET全自动旋转吹瓶机国家标准，达意隆起草的《塑料瓶冲洗灌装旋盖机通用技术条件》和《装箱机》国家标准发布。
- ★2011年，一种液体灌装装置获实用新型专利证书。

## 获得荣誉

- ★2008年，广州达意隆包装机械股份有限公司获评“2007年CCTV中国年度最佳雇主广州十强企业”。该评选活动由CCTV、智联招聘和新快报联合主办。
- ★2008年，荣获广州市创新型企业荣誉称号。
- ★2008年，荣获高薪技术企业称号。
- ★2008年，荣获“知识产权优势企业”和“专利十强企业荣誉称号”。
- ★2008年，茶、果蔬汁全自动高速热灌装机成套设备获“广州经济技术开发区科技成果产业化一等奖”。
- ★2008年，高粘度流体灌装一体化成套设备获“广东省重点新产品”称号。
- ★2008年，高速PET瓶饮料吹灌旋一体化设备研发及产业化推广获“广州市科技进步奖一等奖”。
- ★2008年，PET瓶高速吹瓶机、PET瓶饮料高速热灌装生产线、含气灌装机被认为“广东省高新技术产品”。
- ★2009年，数控式全自动膜包装机被认定为“广东省自主创新产品”。
- ★2009年，被评为广东省创新型企业。
- ★2009年，被评为广州市著名商标。
- ★2009年，高速PET瓶饮料吹灌旋一体机设备研发及产业化推广“荣获省科学技术奖二等奖”。
- ★2009年，被评为广东省轻工业协会啤酒分会第七届理事会常务理事单位。
- ★2009年，被评为广东省装备制造业50家骨干企业。
- ★2009年，被认定为重点培育和发展的广东省出口品牌。
- ★2009年，PET瓶吹瓶机获“广东省自主创新产品”称号。
- ★2009年，达意隆TECH-LONG被认定为“广州重点自主出口品牌”和“2009-2011年重点培育和发展的广东省出口品牌”。
- ★2009年，全自动高速PET瓶吹瓶机项目荣获“中国轻工业联合会科学技术进步一等奖”。
- ★2010年，达意隆企业技术中心成为行业首家“国家级企业技术中心”。
- ★2010年，被授予2008-2009年度广州市优秀民营企业称号。
- ★2010年，获得“鼎业杯2009-2010年度中国食品工业十大评选”的“年度领军品牌奖”。
- ★2010年，入选2010年广东省自主创新100强企业。
- ★2010年，通过选举，达意隆成为中国食品和包装机械工业协会第五届理事会副理事长单位，董事长兼总经理张颂明先生荣任副理事长。
- ★2010年，被评为广州市清洁生产优秀企业和广东省清洁生产先进单位。
- ★2010年，被评为广州市进出口知识产权优势企业。
- ★2010年，基于模糊控制系统的智能化全自动热收缩膜包装生产线的研制项目获“广州市科技进步三等奖”。
- ★2010年，RJM系列全自动吹瓶机荣获“国家重点新产品”。
- ★2011年，被广州市慈善会评为羊城慈善先进集体。
- ★2011年，荣列2011年国家火炬计划重点高新技术企业。
- ★2011年，牵头起草的GB/T26995-2011《塑料瓶冲洗



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## 销售业绩

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灌装旋盖机通用技术条件》国家标准发布实施。

★2011年，瓶胚加温风流通系统“荣获中国专利优秀奖”。

★2011年，被认定为广东省战略性新兴产业骨干培育企业。

★2011年，全自动轻量化瓶吹灌旋一体机入选“2011年广东省自主创新产品”，成为继薄膜包装机、吹瓶机、热灌装机之后第四个被认定的自主创新产品。

★2011年，《减量化谎报技术在饮料包装机械装备的应用及其产业化》项目列入2011年度广东省重大科技专项项目。

★2011年，荣获灌装机十大知名品牌殊荣。

★2011年，被认定为广东省战略性新兴产业骨干培育企业。

★2011年，通过广东省2011年第一批高新技术企业复审，并荣获国家火炬计划重点高新技术企业称号。

★2011年，获得可口可乐公司颁发的最佳工艺进步奖，成为了包装机械设备行业唯一一家获得此殊荣的企业，从而奠定了达意隆在可口可乐公司未来发展计划中的重要地位。

★2011年，获羊城慈善先进集体优秀组织奖。

★2011年，获2011中国饮料业优秀供应商证书。

★2008年销售额为6.22亿元。

★2009年年销售额为4.95亿元。

★2010年销售额为6.46亿元。

★2011年销售额为8.33亿元。

## GOING TO PUBLIC BECAME A TURNING POINT FOR TECH-LONG AND MARCHING FORWARD AGAINST THE MARKET BROUGHT VITALITY TO TECH-LONG'S SECOND FIELD

### Records of Major Events

- ★ On January 30, 2008, Tech-Long A-shares (code: 002209) officially listed on the Shenzhen Stock Exchange.
- ★ In 2008, Tech-Long joined hands with P & G Company to donate 250,000 yuan for snowstorm affected Deshengzhai Center Primary School of Chenmagang Town, Macheng City of Hubei Province.
- ★ In 2008, Tech-Long participated in the 18th International Packaging Machinery, Packaging and Confectionery Machinery Exhibition (INTERPAK 2008) held in Dusseldorf, which was the world's largest and most influential exhibition for packaging machinery for every four years.
- ★ In 2008, Tech-Long hit out the Eighth China Brew & Beverage Technology and Equipment Exhibition.
- ★ In 2008, the first session of Tech-Long workers' congress was held successfully, and the mutual fund of its trade unions was established.
- ★ In 2008, the capping ceremony of Tech-Long's fifth-phase project was held.
- ★ In 2008, the aseptic filling machine of Tech-Long went to the market.
- ★ In 2008, Tech-Long joined hands with Coca-Cola to participate in "Roots & Shoots" campaign and donated 100 tree seedlings to support the reforestation project in Inner Mongolia.
- ★ In 2008, Tech-Long had "the Charity Tour of Tech-Long to Fenghuang City in western Hunan".
- ★ In 2008, Tech-Long spent money promoting the large high-precision machining equipment and further improved the control system of its product quality.
- ★ In 2009, the New Testing Center of Tech-Long was put into use. This center has the most advanced detection instruments, most complete testing equipment and most complete testing items by far.
- ★ In 2009, Tech-Long was listed in "Famous Enterprises (Products) Directory" compiled by Economic and Trade Commission of Guangzhou City.
- ★ In 2009, Comrade Li Keqiang, the former Standing Committee of the Political Bureau of the CPC Central Committee and Vice Premier of the State Council visited The Technology Innovation Base in Guangzhou and encouraged Tech-Long to keep up with its good work to become bigger and stronger and win glory for the

national enterprises.

- ★ In 2009, Tech-Long donated 250,000 yuan to Youth Development Foundation of Guizhou Province and 100,000 yuan as scholarship grants for Luogang District Guangzhou City.
- ★ In 2009, Tech-Long successfully jointly held “2009 China Food, Beverage, Safety and Health Care International Sourcing Fair”.
- ★ In 2009, Tech-Long’s wholly-owned subsidiary—Shenzhen Tech-Long Bottle Filling Technology Co., Ltd. was established.
- ★ In 2009, Tech-Long sorted out and reconstructed the concept and the system of corporate culture.
- ★ In 2009, 13 days tour of 2041 Team to Save the Planet Green at Antarctic ended successfully and as one of the sponsors of this event, Tech-Long issued a cry to “Save the Earth” by the 2041 Team at Antarctica.
- ★ In 2010, Tech-Long’s wholly-owned subsidiary—Dongguan Tech-Long Water Treatment Technology Co., Ltd. was established.
- ★ In 2010, the brand Tech-Long strategically upgraded, and the new color system of Tech-Long was released, which employed the color complex system of “gray and yellow” as the primary color of Tech-Long brand, with the meaning of “brilliance”. The new VI system and specification would promote the effective integration of Tech-Long brand resources and lay a solid foundation for the strategic upgrade of Tech-Long’s brand.
- ★ In 2010, Tech-Long successfully hosted 2010 Annual Water Beverage Marketing and Management Experience Exchange, and more than 200 business leaders and persons in charge of marketing from water and beverage industries

across the country took part in the meeting.

- ★ In 2010, when Yunnan, Guagnxi, Guizhou, Sichuan and Chongqing were affected by the severe drought, Tech-Long donated 42 tons of drinking water to these places.
- ★ In 2010, Tech-Long donated 50,000 yuan for the construction of Changtan highway in Daping Town of Xingning City, which was a unit supported by the Science and Technology Bureau of Guangzhou Development Zone.
- ★ In 2010, Tech-Long held Guangzhou Packaging Machinery Technology and Industry Alliance Seminar.
- ★ In 2011, Tech-Long took the lead to formulate the national standard for PET automatic rotary bottle blowing machine, which meant that China’s manufacturing enterprises in this field were changing from “manufacturer” to “creators”. National standards of General Technical Conditions for Plastic Bottle Washing, Filling and Capping Machine as well as the Packing Machine formulated by Tech-Long were released.
- ★ In 2011, Tech-Long joined hands with LLCS (Hong Kong) Limited to concern about the drinking water problems.
- ★ In 2011, Hefei Tech-Long Packaging Technology Co., Ltd. and Xinjiang Baolong Packaging Technology Development Co., Ltd. were established one after another.
- ★ In 2011, 2011 China Liquid Packaging Technology Innovations and Market Trends Forum hosted by the Global Packaging Industry was successfully held Tech Long.
- ★ In 2011, the model of excellence performance was introduced into Tech-Long and a scientific management system was established.

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## R & D

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- ★ In 2011, the special inspection group led by Guo Yanyan, the former leader of discipline inspection group stationed in the Ministry of Information and Technology from Central Commission for Discipline Inspection of the CPC, the special investigation group of Standing Committee of the National People's Congress led by Peng Xiaofeng, the deputy-director of Financial and Economic Committee of the State Council as well as the special inspection team of the State's Key Industrial Revitalization and Technology Transformation went to Tech-Long to inspect the State's Key Industrial Revitalization and Technology Transformation Project of "High Viscosity Fluid Filling Equipment Construction Project" undertaken by Tech-Long.
- ★ In 2011, Mr. Gao Zhiqiang, the former Director of the Foreign Trade Department of the Ministry of Commerce as well as Ambassadors of eight countries visited Tech-Long.
- ★ In 2008, Tech-Long independently developed volumetric filling machine, which was mainly for high-viscosity liquid and also for other precision filling of liquid products (including alcohol, beverages, soy sauce, etc.). The development of this device resolved the dependence of some domestic high-end users on the imported equipment and greatly reduced such early input as investment costs. Additionally, its spare parts and after-sales service were better than foreign brands.
- ★ In 2008, Tech-Long successfully developed PET aseptic filling technology, which used high-temperature to sterilize, ensured the sterility of products and maintained nutrients and flavor of products.
- ★ In 2009, Tech-Long successfully developed the rotary edible oil weighing filler-capper monobloc, which could be used for filling and capping of a variety of small packages of various containers (6L below) for edible oil products.
- ★ In 2010, Tech-Long hit out to produce the first lightweight blower-filler-capper monobloc machine at the domestic market, and this machine reduced the weight of 550ml pet bottle from 14g-19g to 9.8g-11.8g. Tech-Long became the only high-tech enterprise for providing the model of lightweight bottles and the relevant technology of the entire production line to the domestic liquid food filling and packaging field.

## Honors

- ★ In 2010, the "automatic blower-filler-capper monobloc for lightweight bottle" was recognized as Guangzhou Municipal Science and Technology Achievement.
- ★ In 2010, Tech-Long developed the new rotary rinser-filler-capper monobloc of soy sauce, and 80 heads of it could fill up 24,000 bottles/hour.
- ★ In 2010, the star-wheel quick disassembly device of the filling equipment as well as the volumetric filling device got their patent certificates.
- ★ In 2010, Tech-Long developed flow-type and weighing filling technology for the high-viscosity filling, which effectively solved problems of filling process of foaming, dripping, pilling, and large deviation of filling and further improved the filling efficiency. Tech-Long provided a more secure device option for enterprises that have to use the high viscosity filling.
- ★ In 2011, Tech-Long took the lead to formulate the national standard for PET automatic rotary blowing machine, and national standards General Technical Conditions for Plastic Bottle Washing, Filling and Capping Machine as well as the Packing Machine formulated by Tech-Long were released.
- ★ In 2011, one kind liquid filling device of Tech-Long won the utility model patent.
- ★ In 2008, Guangzhou Tech-Long Packaging Machinery Co., Ltd. was identified as "The Top Ten Enterprise of the Best Employer Enterprise of Guangzhou, China in 2007 by CCTV". The naming activities were co-sponsored by CCTV, Zhilian Zhaopin and Xinkuaibao.
- ★ In 2008, Tech-Long won the title of "Innovative Enterprise in Guangzhou City".
- ★ In 2008, Tech-Long won the title of "New high-tech Enterprise".
- ★ In 2008, Tech-Long won the titles of "Enterprise Excelling in Intellectual Property Right" and "The Enterprise with Ten Points Patents".
- ★ In 2008, "the whole equipment of tea, fruit and vegetable beverage automatic high-speed hot filling machine" of Tech-Long was awarded the first prize of scientific and technological achievements of Guangzhou Economic and Technological Development Zone.
- ★ In 2008, "the whole set of high-viscosity fluid filling equipment" developed by Tech-Long was given the title of Key and New Products of Guangdong Province.
- ★ In 2008, "the development of the whole set of high-speed PET bottle blower-filler-capper monobloc and its industrialization promotion" of Tech-Long won the first prize for Science and Technology Progress in Guangzhou City.
- ★ In 2008, the high speed blowing machine of PET bottle and the high speed hot filling production



line of PET bottle and the carbonated filling machine of Tech-Long were identified as the high-tech products in Guangdong Province.

- ★ In 2009, the automatic shrink wrapper of digital control produced by Tech-Long was recognized as the innovation product in Guangdong Province.
- ★ In 2009, Tech-Long was identified as the innovative enterprise in Guangdong Provinces.
- ★ In 2009, Tech-Long was identified as the famous trademark in Guangzhou City.
- ★ In 2009, "the development of the whole set of high-speed PET bottle blower-filler-capper monobloc and its industrialization promotion" of Tech-Long won the second prize for Science and Technology Progress in Guangdong Province.
- ★ In 2009, Tech-Long was recognized as the standing director unit of the Seventh Council of Guangdong Provincial Light Industry Association Beer Branch.
- ★ In 2009, Tech-Long was recognized as 50 backbone enterprises of equipment manufacturing in Guangdong Province.
- ★ In 2009, Tech-Long was identified as the export brand supported and developed by Guangdong Province.
- ★ In 2009, The PET bottle blowing machine won the title of "innovation product in Guangdong Province".
- ★ In 2009, the brand "TECH-LONG" of Tech-Long was identified as the independent export brand in Guangzhou and the export brand supported and developed by Guangdong Province from 2009 to 2011.
- ★ In 2009, the project of "automatic high-speed

PET bottle blow molding machine" won the first prize for Science and Technology Progress of China Light Industry Federation.

- ★ In 2010, the Enterprise Technology Center of Tech-Long became the first state-level enterprise technical center in the packaging industry.
- ★ In 2010, Tech-Long was awarded the title of "Outstanding Private Enterprise of Guangzhou 2008-2009".
- ★ In 2010, Tech-Long was awarded the "Annual Leading Brand" of "Dingye Cup for China Food Industry Top Ten Award 2009-2010".
- ★ In 2010, Tech-Long was listed as "Top 100 Enterprises of Independent Innovation in Guangdong Province".
- ★ In 2010, through elections, Tech-Long became the vice president unit of the Fifth Council of China Food and Packaging Machinery Industry Association, and Mr. Zhang Songming, its chairman and managing director, functioned as the vice president.
- ★ In 2010, Tech-Long was identified as Outstanding Enterprises for Cleaner Production in Guangzhou City and Advanced Unit for Cleaner Production in Guangdong Province.
- ★ In 2010, Tech-Long was recognized as "Enterprise Excelling in Intellectual Property Right Import-export of Guangzhou City".
- ★ In 2010, the project of "the development of intelligent automatic shrink film packaging production line based on the fuzzy control system" won the third prize for Science and Technology Progress in Guangzhou City.
- ★ In 2010, the automatic blow molding machine of RJM series was identified as the national key

new product.

- ★ In 2011, Tech-Long was recognized as the Advanced Unit for Charity in Guangzhou by Guangzhou Charity.
- ★ In 2011, Tech-Long was listed as the "Key High-tech Enterprise of National Torch Plan in 2011".
- ★ In 2011, Tech-Long took the lead to draft GB/T26995-2011 national standard of General Technical Conditions for Plastic Bottle Washing, Filling and Capping Machine and the standard was promulgated.
- ★ In 2011, Tech-Long's system of preform heating and air circulation won Excellence Award for China's Patent.
- ★ In 2011, Tech-Long was identified as the "Backbone and Nurtured Enterprise of the Strategic and Emerging Industry in Guangdong Province".
- ★ In 2011, the automatic lightweight blowing-filling-spinning machine of Tech-Long was identified as the innovative product of Guangdong Province in 2011, which was the fourth identified innovative product of Tech-Long after the film packaging machine, the blowing machine and the hot filling machine.
- ★ In 2011, the project of The Application of Reduced False Report Technology to Beverage Packaging Machinery and Equipment and Its Industrialization was listed into the special projects of major science and technology projects of Guangdong Province in 2011.
- ★ In 2011, Tech-Long won the title of "Top Ten Brands of Filling Machines".
- ★ In 2011, Tech-Long was identified as "Backbone and Nurtured Enterprise of the Strategic and

Emerging Industry in Guangdong Province".

- ★ In 2011, Tech-Long passed the review of the first batch of high-tech enterprises of Guangdong Province in 2011, and won the title of the Key High-tech Enterprise of National Torch Plan.
- ★ In 2011, Tech-Long got the best technology progress award issued by the Coca-Cola Company, which made Tech-Long the only company to receive this award in the packaging machinery industry and established Tech-Long's important position in the future development plan of Coca-Cola company.
- ★ In 2011, Tech-Long won the Outstanding Organization Award for Charity Unit of Guangzhou.
- ★ In 2011, Tech-Long won the certificate of "Excellent Supplier of China's Beverage Industry in 2011".

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## Sales

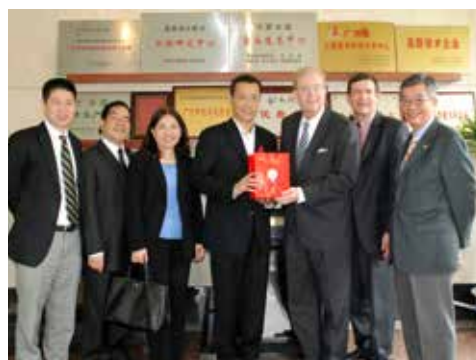
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- ★ In 2008, sales of Tech-Long reached 622 million yuan..
- ★ In 2009, Tech-Long's annual sales amounted to 495 million yuan.
- ★ In 2010, sales of Tech-Long stood at 646 million yuan.
- ★ In 2011, sales of Tech-Long came up to 833 million yuan.

# 发展高峰期 THE PEAK PERIOD FOR TECH-LONG'S DEVELOPMENT [2012—2014]







## 强劲市场再创高峰 新兴领域首战告捷

### 大事记录

- ★2012年，行业首家“国家地方联合工程研究中心”落户达意隆。
- ★2012年，达意隆全球代理大会暨首届国际营销战略论坛在中国东莞圆满落下帷幕，来自全球近20家代理商齐聚一堂，在这场主题为“相互了解，推进合作，共赢未来”的会议上，大家共商合作大计。
- ★2012年，全资美国分公司在洛杉矶举行了隆重的剪彩揭牌仪式，开启构建稳定渠道，服务本土化战略。
- ★2012年，举办达意隆罗定爱心助学之旅。
- ★2012年，原国家知识产权局宫剑虹处长一行前往达意隆调研。
- ★2012年，成功举办2012年重点供应商大会。
- ★2012年，以雀巢项目为基础完成的直链式五加仑灌装机样机、吹瓶机系列产品通过CE安全检测。
- ★2012年，原中华人民共和国商务部部长陈德铭亲临第112届广交会广州达意隆展位，鼓励达意隆加大产品自主创新和新兴市场的开拓力度，打造优质产品和品牌。
- ★2013年，举办“心系教育，情暖青塘”2013年达意隆爱心慈善行。
- ★2013年，行业首家博士后科研工作站将正式落户达意隆，实现了行业内博士后科研工作站建设的零突破，为行业内人才培养与科技创新提供强有力的技术支持。
- ★2013年，达意隆商标荣获马德里成员国的授权认可，不仅提升在国际市场上的知名度，同时增强了商标信誉度。
- ★2013年，美国洛杉矶郡代表团一行参观达意隆。
- ★2013年，优化订单管理，实现科学生产。
- ★2013年，全资子公司东莞宝隆包装技术开发有限公司成立。
- ★2013年，参股子公司广州华新达投资管理有限公司成立。
- ★2013年，创办实训中心，聚焦后市场，打造“服务价值+”。
- ★2013年，达意隆博士后科研工作站获批成立。
- ★2014年，全资子公司天津宝隆包装技术开发有限公司成立。
- ★2014年，六期厂房投入使用。
- ★2014年，举办“情系韶关助学子 爱心浇灌育花开”2014达意隆爱心慈善行。
- ★2014年，成立工业自动化事业部。
- ★2014年，MRP系统正式上线。
- ★2014年，科信局马正勇局长一行莅临达意隆。
- ★2014年，国家发改委副秘书长王一鸣率调研团一行莅临达意隆。
- ★2014年，广州市副市长周亚伟一行莅临达意隆。



## 技术研发

- ★2012年，成功研制“液体定量灌装装置”，能定量将液体产品（液体食品、日化品）自动灌入非透明罐或瓶等小容器，克服早期容积式灌装各种缺点。
- ★2012年，成功研发盘式回转型热熔胶贴标机。
- ★2012年，自主研发的新一代RJM10C吹瓶机顺利完成测试，标志着达意隆吹瓶机已经进入单模2400BPH（瓶/小时）的时代，是当时世界上最高速度，设备科根据客户的不同需求，配置2-34个模具腔。
- ★2012年，国内第一条36000瓶/小时11.8克轻量瓶整线在长沙中富公司成功验收。
- ★2013年，达意隆4000瓶/小时4.5L洗瓶灌装旋盖一体机横空出世。
- ★2013年，达意隆主持起草《全自动旋转式PET瓶吹瓶机》国家标准正式发布。
- ★2013年，推出的国内首例36000瓶/小时新型无菌吹灌旋设备，由达意隆吹灌旋技术结合无菌灌装的工艺自主研发而成。
- ★2013年，达意隆“超洁净定量灌装吹灌旋一体机”震撼上市。
- ★2013年，推出全伺服贴标机。
- ★2014年，推出ZNZ智能装箱机。
- ★2014年，首条无菌灌装生产线安装投产，开启无菌灌装新时代。
- ★2014年，国内首条铝罐饮料生产线安装投产，引领行业前沿。

## 获得荣誉

- ★2012年，液体定量灌装装置荣获“首届广州市专利奖优秀奖”。
- ★2012年，全自动轻量化瓶吹灌旋一体机荣获“中国轻工业联合会科技进步二等奖”。
- ★2012年，全自动轻量化瓶吹灌旋一体机荣获“2012年度中国机械工业科学技术三等奖”。
- ★2012年，全自动吹瓶机被认定为“广东省名牌产品”。
- ★2012年，行业首家国家地方联合工程研究中心落户达意隆。
- ★2012年，全自动高速PET吹瓶机（CPXX型号）荣获“国家重点新产品”称号。
- ★2012年，通过第二批广东省创新型企业复审。
- ★2012年，达意隆商标获得日本、新加坡商标局授权认可。
- ★2012年，获广州市民营企业地方经济社会贡献优秀企业称号。
- ★2012年，装箱机被列入“广东省名牌产品”。
- ★2012年，获批广州市和谐劳动关系AA级企业。
- ★2012年，以雀巢项目为基础的直接式五加仑灌装机通过CE安全检测。
- ★2012年，获“2010-2011年度全国轻工业卓越绩效先进企业”称号。
- ★2013年，达意隆博士后科研工作站获批成立。

- ★2013年，连续7年被评为广东省守合同重信用企业。
- ★2013年，被评为广州市工业设计示范企业称号。
- ★2013年，跻身开发区专利创造10强企业。
- ★2013年，入选广州市内资总部企业。
- ★2013年，被授予2013年区长质量奖提名奖。
- ★2013年，吹瓶系列设备、旋转式灌装设备新增系列、薄膜缠绕机、贴标机、全自动纸包机、码卸垛机、装卸箱机、成型机、封箱机通过CE安全测试。
- ★2013年，贴标机、全自动灌装机荣列“广东省名牌产品”。
- ★2014年，全自动高速酱油灌装机被评为“广东省高新技术产品”。
- ★2014年，达意隆商标在蒙古注册，已累计获10个马德里成员国授权许可。
- ★2014年，高粘度液体灌装一体化成套设备获“中国轻工业联合会科学技术进步奖三等奖”。
- ★2014年，电子探针感应式热灌机获“广东省机械工程学会科学技术奖二等奖”。

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## 销售业绩

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- ★2012年销售额为9.18亿元。
- ★2013年销售额为10.56亿元。

# STRONG MARKET ENTITLED TECH-LONG TO HAVE ANOTHER DEVELOPMENT PEAK, AND EMERGING FIELD OF THE FIRST BATTLE TO NEW HEIGHTS EVENT RECORD

## Records of Major Events

- ★ In 2012, the first “State and Local Joint Engineering Research Center” of the packaging industry settled at Tech-Long.
- ★ In 2012, Tech-Long Global Agent Conference and First International Marketing Strategy Forum successfully concluded in Dongguan of China, and nearly 20 dealers from around the world gathered there. At this conference themed “deepen mutual understanding, promote cooperation and have a win-win future, cooperation plans were discussed.
- ★ In 2012, the wholly owned U.S. subsidiary of Tech-Long in Los Angeles held a grand ribbon-cutting inauguration ceremony, which launched Tech-Long’s strategy to build a stable channel and make its service localized.
- ★ In 2012, Tech-Long organized its charity trip to Luoding to help needy students.
- ★ In 2012, Mr. Gong Jianhong, the former Commissioner of the State Intellectual Property Office and his followers went to Tech-Long for research.
- ★ In 2012, 2012 Key Supplier Conference was successfully held by Tech-Long.
- ★ In 2012, the prototypes of linear 5-gallon filling machine and the related products of the blowing machine based on Nestlé’s project passed CE safety testing.
- ★ In 2012, Mr. Chen Deming, the former Minister of Commerce, visited Tech-Long booths at the 112th Canton Fair in Guangzhou, and encouraged Tech-Long to make more efforts in major products’ innovation and in the development of emerging markets in a bid to create high-quality products and brands.
- ★ In 2013, Tech-Long held its charity tour of “concern about education and warm Qingtang” in 2013.
- ★ In 2013, the first post-doctoral research station officially of the packaging industry settled at Tech-Long, which broke the record of no post-doctoral research station in the industry and provided strong technical support for personnel training and technological innovation in the industry.
- ★ In 2013, the trademark of Tech-Long won the authorization Madrid Member States, which not only enhanced Tech-Long’s visibility in the international market, but also promoted the credibility of its trademark.

- ★ In 2013, a delegation of Los Angeles County of the USA visited Tech-Long.
- ★ In 2013, Tech-Long optimized its order management and achieved scientific production.
- ★ In 2013, the wholly-owned subsidiary of Tech-Long—Dongguan Baolong Packaging Technology Development Co., Ltd. was established.
- ★ In 2013, the share-holding subsidiary of Tech-Long—Guangzhou Huaxinda Investment Management Co., Ltd. was established.
- ★ In 2013, Tech-Long set up the training center, focused on its after-sales market and created “service value plus”.
- ★ In 2013, the Post-doctoral Research Station of Tech-Long was approved for its establishment.
- ★ In 2014, the wholly owned subsidiary of Tech-Long—Tianjin Baolong Packaging Technology Development Co., Ltd. was established.
- ★ In 2014, Tech-Long’s sixth-phase plant was put into use.
- ★ In 2014, Tech-Long held its charity tour of “Love Shaoguan and Help its Needy Students and Love Waters the Flowers and Makes Them Blossom” in 2014.
- ★ In 2014, the Industrial Automation Division of Tech-Long was established.
- ★ In 2014, MRP system of Tech-Long was formally launched.
- ★ In 2014, Mr. Ma Zhengyong, Commissioner of Guangzhou Municipal Information and Technology Bureau and his followers visited Tech-Long.
- ★ In 2014, Mr. Wang Yiming, the deputy secretary-general of National Development and Reform Commission led a research delegation to visit Tech-Long.
- ★ In 2014, Mr. Wu Yawei, the Vice Mayor of Guangzhou led his followers visited Tech-Long.

## R & D

- ★ In 2012, Tech-Long successfully produced liquid volumetric filling device, which could quantitatively pour the liquid products (liquid food and cosmetic products) automatically into such small non-transparent containers as cans and bottles and overcome shortcomings of volumetric filling in the past.
- ★ In 2012, Tech-Long successfully developed rotary hot-melt glue labeling machine machine.
- ★ In 2012, RJM10C blow molding machine of the new-generation independently researched and developed by Tech-Long successfully passed the testing, which marked Tech-Long blow molding machine entering into the era of single-mode 2400BPH (bottles / hour). It has the world's highest speed, and the machine could be equipped with 2-34 a mold cavity according to the requirements of the customers.
- ★ In 2012, China's first 36,000 bottles/hour, 11.8 g, lightweight bottle line successfully passed the check and acceptance of Changsha Zhongfu Company.
- ★ In 2013, the 4000 bottles/hour, 4.5L rotary rinser-filler-capper monobloc of Tech-Long renounced the world splendidly.
- ★ In 2013, the national standard of Automatic Rotary PET blow molding machine mainly drafted by Tech-Long was released.
- ★ In 2013, China's first 36,000 bottles/hour new aseptic blower-filler-capper monobloc was independently researched and developed from Tech-Long's blowing-filling-spinning technology in combination with aseptic filling processing technology.
- ★ In 2013, the ultra-hygienic blower-filler-capper monobloc of Tech-Long shocked the market.
- ★ In 2013, Tech-Long produced the full-servo labeler.
- ★ In 2014, Tech-Long launched the ZNZ smart packing machine.

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## Honors

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- ★ In 2012, the liquid volumetric filling device of Tech-Long won the Excellence Award in the First Patents Prize of Guangzhou City.
- ★ In 2012, the "automatic lightweight bottle blower-filler-capper monobloc" of Tech-Long won the second prize for China Light Industry Federation of Scientific Progress Award.
- ★ In 2012, the "automatic lightweight bottle blower-filler-capper monobloc" won the 2012 China Machinery Industry Science and Technology Award.
- ★ 2012, the automatic blow molding machine of Tech-Long was identified as "Famous Product of Guangdong".
- ★ In 2012, the first "State and Local Joint Engineering Research Center" of the packaging industry settled at Tech-Long.
- ★ In 2012, the "high-speed automatic PET blow molding machine" (CPXX model) won the title of the national key new product.
- ★ In 2012, Tech-Long passed the review of the second batch of innovative enterprises in Guangdong Province.
- ★ 2012, the trademark of Tech-Long got the authorization of the trademark office in Japan and Singapore.
- ★ In 2012, Tech-Long was identified as the "Outstanding Private Enterprise Contributing to the Local Economic and Social Development in Guangzhou".
- ★ In 2012, the packing machine of Tech-Long is listed as the brand-name product in Guangdong Province.
- ★ In 2012, Tech-Long was awarded the AA level Enterprise of Harmonious Labor Relations in Guangzhou City.
- ★ In 2012, linear 5-gallon filling machine based on Nestlé's project passed CE safety testing.
- ★ In 2012, Tech-Long won the title of "Advanced Enterprise with Excellent Performance of National Light Industry 2010-2011".
- ★ In 2013, the Post-doctoral Research Station of Tech-Long was approved for its establishment.
- ★ In 2013, Tech-Long was identified as the "Credible Enterprise in Guangdong Province" for seven consecutive years.
- ★ In 2013, Tech-Long was identified as the "Model Enterprise for Industrial Design in Guangzhou City".
- ★ In 2013, Tech-Long was identified as the "Model Enterprise for Industrial Design in Guangzhou City".
- ★ In 2013, Tech-Long became one of the top ten companies with the largest number of patents.
- ★ In 2013, Tech-Long was recognized as



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## Sales performance

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the Enterprise of Domestic Investment Headquarters.

★ In 2013, Tech-Long was awarded the "Nomination of Mayor Quality Prize".

★ In 2013, blow molding machine, new series of filling machines, shrink wrapper, labeling machine, wrap around packer, palletiser, depalletiser, film stretch wrapper, case sealer of Tech-Long passed the CE safety test.

★ In 2013, the labeling machine and the automatic filling machine of Tech-Long were identified as the brand-name products in Guangdong Province.

★ In 2014, the automatic high-speed filling machine of soy sauce was identified as the "High-tech Products in Guangdong Province".

★ In 2014, the trademark of Tech-Long got registered in Mongolia, and it totally got the authorization of 10 Madrid Member States.

★ In 2014, the "whole-set high-viscosity liquid filling equipment" of Tech-Long won the third prize for Science and Technology Progress from China Light Industry Federation.

★ In 2014, the electron-probe inductive hot filling machine of Tech-Long won the second prize of Science and Technology from Guangdong Provincial Institute of Mechanical Engineering.

★ In 2012, sales of Tech-Long amounted to 918 million yuan.

★ In 2013, sales of Tech-Long came up to 1.056 billion yuan.

# 开启征程 START A JOURNEY

LAUNCH OF THE COMPANY IN 1999  
**1999年公司成立**

题记：

从1999年12月18日起，那些愉悦的、紧张的、欣喜若狂的、惊心动魄的瞬间记忆，都悄然缀连成达意隆的成长史；那一幕幕骄傲的、激昂的、艰难的、苦涩的曾经，都幻化成达意隆从稚拙到成熟的真实印记。岁月如歌，煌煌十五载，那些一路抛洒的汗水与泪水，那些一起畅饮的美酒与豪情，那些一同燃烧的激情与并肩奋斗的时刻，将始终在达意隆人记忆的最深处燃燃不息，永远温暖并激励着我们。





十五年，在浩瀚的历史长河里不过是弹指一挥，但对于达意隆和达意隆人而言，煌煌十五载是一场历经风雨、携手闯荡的非凡征程。

达意隆的故事起始于1999年。

20世纪90年代的广东正处于改革开放的黄金时期，经济活跃，各种体制和制度都在新的经济形式面前进行了大刀阔斧的改革。当时，历经了5年国外饮料包装设备的代理业务生涯的达意隆创始人张颂明先生敏锐地察觉到了这种快速增长的经济形式。他认为，跨国公司的全球化战略必将引发跨国销售网点大幅替代掉国外品牌代理。同时，有着足够经验与资本的张颂明先生认为，自己的团队完全可以生产出性能与国外设备相当并具备高性价比的产品。于是，“替代进口，发

展自主品牌，增强民族经济竞争力”的想法逐渐发酵并愈发浓烈。最终，张颂明先生放弃代理，谋划发展自主品牌，誓要改变国内包装机械全盘依赖进口的窘境。

1999年12月18日，达意隆正式成立。建厂初期，占地不到40亩，员工不到100人，致力于研制生产可以代替进口饮料包装设备的民族品牌，主要以生产五加仑设备和小瓶水灌装设备等单机为主，年销售额为742万元。

一场披荆斩棘，秣马厉兵的非凡征程正式拉开序幕！





## Foreword:

Starting from December 18th, 1999, all those cheerful, nervous, overjoyed and heart-stopping flashes could bring us back to the years Tech-Long has come along; the past once proud, ablaze, tough or painful is a vivid record of Tech-Long growing from its fledgling years to its success. The glorious 15 years witnessed the sweats and tears we shed, the fine wines and ambitious spirits that we drank and the passion and moments that we shared together. All these memories will ever live in the heart of Tech-Long, driving us forward with their tenderness and warmth.

The period of 15 years is merely a very short moment in the long history of time, while for Tech-Long and its people, it is the beginning of a splendid journey with detours and obstacles, which have been conquered by our unity and enterprising spirit.

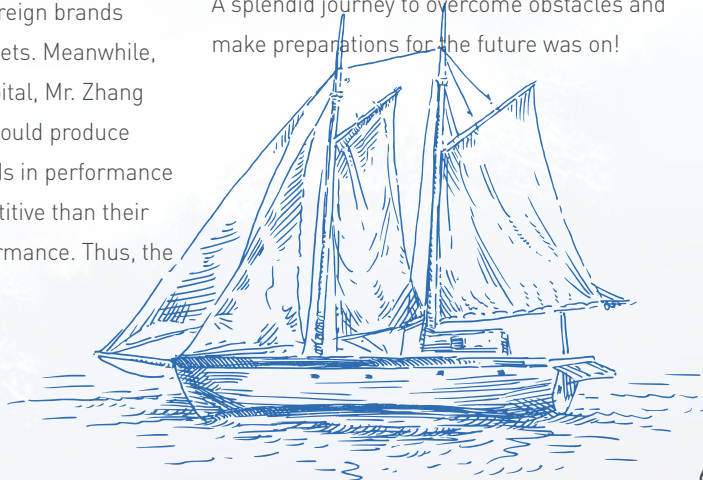
The story of Tech-Long began in the year of 1999.

In the 1990s, Guangdong Province, in its golden age to perform reform and opening-up policy, enjoyed a dynamic economy with bold and radical reforms in institutions and systems with the presence of new economic forms. At that time, Mr. Zhang Songming, with a 5-year career in agent service of foreign beverage packaging equipment, was shrewd enough to find the fast-growing economic form. He believed that the globalization strategy of transnational corporations would certainly result in a substantial replacement of foreign brands agents by transnational sales outlets. Meanwhile, with sufficient experience and capital, Mr. Zhang Songmin, believed that his team could produce products as good as foreign brands in performance and properties while more competitive than their foreign counterparts in cost performance. Thus, the

idea of "Developing self-owned brands to replace imported brands; advancing the competitiveness of national economy" took shape and improved. At last, Mr. Zhang gave up agency and planned to develop Chinese brand, vowing to reverse the plight that all packaging machinery in China was imported from other countries.

December 18<sup>th</sup>, 1999 saw the establishment of Tech-Long. In its early days, the factory covered an area of less than 40mu, with a workforce less than 100. Devoted to developing and producing national brands that could replace the foreign beverage packaging equipment, the factory mainly manufactured single units such as the equipment used for five-gallon containers and the device used to fill small bottles, with an annual sales of RMB7,420,000.

A splendid journey to overcome obstacles and make preparations for the future was on!



# DREAMS DECIDE ROAD MAPS; INNOVATIONS GENERATE CAPABILITIES

## 梦想决定版图 创新造就实力

**2002年，自主研发第一台吹瓶机**

in 2002, independent research and development  
gave birth to the 1<sup>st</sup> blow molding machine







创始至今，达意隆始终以“自主创新、替代进口”为发展战略，炼铸起舞世界的中国创造力量。从建厂初期就潜心研究前沿科技，专注打造核心竞争力，投入大量的资金研制开发全自动旋转式PET吹瓶机，力争挺入当时世界上最先进的制瓶设备领域之一。

2002年，达意隆成功研制出首台全自动旋转式PET吹瓶机RJM 8，为国内首创全自动旋转式PET吹瓶机，该设备填补了这一领域中国市场的空白，结束了中国全自动吹瓶机长期以来依赖进口的历史，是当时中国吹瓶技术的奠基者与领导者，为世界包装机械注入了一股新鲜的东方血液！

2003年初，完成RJM8升级换代产品RJM10的研发工作，再度引起市场强烈反应，获得业界一致好评。

2004年，达意隆在与可口可乐公司的共同努力下，完成了RJM10 Series III的改进和升级。

由达意隆锐意打造的全自动旋转式PET吹瓶机的闪耀诞生，相当于首次组建液态包装机械行业的“国家队”，是中国液态包装机械业发展道路上的一次飞跃进步，同时也让刚刚在世界液态包装领域崭露头角的达意隆引起了国际同行强烈关注，让达意隆逐渐成长为国际知名品牌不可轻视的对手，逐步成为饮料包装行业高端客户群体所青睐的供应商。

From its birth to date, Tech-Long holds on to the development strategy of "Independent innovations to replace imports", forging the Chinese sword of creativity and presenting it to the whole world. Since the very beginning of the factory, the focus has always been the research of advanced technology and core competitiveness. Investing plenty of capital in the research and development of fully-automatic rotary PET bottle blow molding machine, it strove for a place among the manufacturers well known for their state-of-the-art bottle-making equipment.

In 2002, Tech-Long successfully developed RJM 8, the first fully-automatic rotary PET blow molding machine, which was the pioneer of fully-automatic rotary PET bottle blow molding machine in China. RJM 8 filled the void of this field in Chinese market, ended the time when China's fully-automatic blow molding machine relied on imports, as the founder and leader of bottle blowing technologies at that moment in China, RJM 8 injected the global packaging machinery with oriental freshness.

In the early 2003,, the accomplishment of the update from RJM8 to RJM10 again aroused a strong wave of market response, winning Tech-Long the unanimous praise in the industry.

In 2004, with concerted efforts of Tech-Long and Coca-Cola, the improvement and update of RJM10 Series III was achieved in a successful manner.

The shining birth of the fully-automatic rotary PET blow molding machine forged by Tech-Long in a confident and decisive way, to a certain degree, could be regarded as the "national team" of liquid packaging machinery built for the first time, as well as a huge leap in the development path of Chinese liquid packaging machinery, which also made Tech-Long, the newly-emerging company a spotlight of its international peers. Thereafter, Tech-Long gradually grows into a competitor that can not be undervalued by its counterparts, besides, it also progressively becomes a favored supplier to high-end client groups in beverage packaging industry.



# EXPLOITING MARKET- MOVING INTO NEW INDUSTRY 亮剑拓源 挺入新领域

## 2006年，达意隆首次进军日化领域

IN 2006, TECH-LONG MARCHED INTO DAILY  
CHEMICAL INDUSTRY FOR THE FIRST TIME

面对瞬息万变的市场，达意隆通过不断创新，始终保持着前进的步伐。

2005年，达意隆与宝洁携手合作研发高粘度液体定量灌装机，达成双方业务往来的起点。伴随着达意隆与全球日化行业巨头P&G全面战略合作协议的签订，达

意隆正式吹响了进军日化领域的嘹亮号角，成为国内行业中最早进入日化领域的领跑者。

历时一年的匠心打造，2006年，寄予着达意隆对日化领域勃勃雄心的高粘度液体定量灌装机终于成功问世，该设备的成功研发引起了业界强烈关注并得到了

市场高度认可，给中国日化灌装技术带来一场质的飞跃，推动了中国液态包装机械的快速发展。同年12月2日，全球日化领域巨头宝洁公司工程总经理到访达意隆，庆祝双方签订的第一台用于家庭及纺织用品护理产品的高粘度液体定量灌装机顺利交货成功，同时授予达意隆“宝洁2006年设备优秀供应商奖”，并邀请达意隆高层领导及项目组成员到宝洁美国总部参观其设计创意中心。

Challenged by the ever-changing market, Tech-Long, through ceaseless innovations, proceeds its pace forward.

In 2005, Tech-Long, partnership with P&G, developed high-viscosity volumetric liquid filling machine, which marked the starting point of business ties of both sides. With the signing of the strategic cooperation agreement with P&G, the global giant in daily chemical, Tech-Long sounded the trumpet to march into the industry of daily chemical, took the lead in starting business in daily chemical in China.

After a year of ingenious and delicate efforts, in 2006, bearing the ambitions and aspirations of Tech-Long to daily chemical, the high-viscosity volumetric liquid filling machine came out successfully, which gained much attention of the industry and strong approval of the market. The achievement ushered in a qualitative leap of Chinese filling technology of daily chemical

高粘度液体定量灌装机的顺利验收意味着达意隆成为第一家为宝洁提供整线设备的供应商，标志着达意隆的设备成功挺入日化领域，并且“一战成名”，迅速成为日化领域新生代炙手可热的整线设备供应商。

goods, promoting the rapid growth of Chinese liquid packaging machinery. On December 2nd of the same year, general manager in engineering of P&G paid a visit to Tech-Long, celebrating the successful delivery of the high-viscosity volumetric liquid filling machine which was agreed by both sides to first serve in the care products for family use and textile products. He also awarded Tech-Long the title of Excellent Equipment Supplier to P&G of 2006. He also kindly invited the senior leadership and project team members of Tech-Long to visit P&G's creative center in its headquarters seated in the US.

The satisfying acceptance of the high-viscosity volumetric liquid filling machine signified that Tech-Long had the privilege to be the first supplier that provided equipment for complete production line, implied the success of Tech-Long equipment in daily chemical industry. The fame also shortened the path of Tech-Long to be among the popular emerging suppliers of complete production line in daily chemical.



# 创新，从未止步 INNOVATION NEVER STOPS

2007年，成功研发“吹灌旋”一体机

IN 2007, "BLOWER-FILLER-CAPPER MONOBLOC" WAS  
BORN SUCCESSFULLY





创新是一场没有终点但存目标的长跑，在这崎岖而漫长的跑道上，达意隆始终不断超越，不断求索。每一项产品革新的背后凝聚的是达意隆对科技研发的执着奋进，对市场风向的敏锐探寻，对民族工业享誉国际的翘首企盼。

达意隆不断夯实技术基础，累积了丰富的整线项目经验，跃然成为全球少数几家同时掌握PET吹瓶机和灌装两大关键技术的供应商。

2008年，达意隆重磅推出国内首台吹灌旋转一体机，在单台设备上完成吹瓶、灌装、旋盖整个动作，由单机完成从瓶坯到瓶装液态产品的创新包装技术，通过线成型技术、吹瓶、灌装工艺和灌装设备等技术突破，创造出整线效率提高5%、设备投资节省20%、占地节省35%的瞩目效能，整机能耗降低20%以上，填补国内技术空白，达到国际先进水平。这是一项灌装和包装领域的革命性的技术创新，同时这一设计理念也大力推动了达意隆向世界领先的饮料包装技术迈进了一大步。

我们深信发展没有终点，创新永不止步，创新之路将一如既往地在达意隆人脚下无限延伸，绵延指向远方……

## 吹瓶 Blow Molding

## 灌装 Filling Monoblocks

## 旋盖 Capping





Innovation sees no ends but with goals. In the long and rugged journey of innovation, Tech-long exceeds itself and explores more. Every innovative product stands for Tech-Long's persistence and endeavor for science and technology research and development , keen response to market shifts and ardent longings for the international reputation of national industry. At present, Tech-Long, with daily consolidated foundation and abundant experience built up in projects of complete production lines, has rapidly become one of the very few suppliers that master both key technologies in PET bottle blow molding machine and bottle filling machine across the world.

In 2008, Tech-Long introduced the first blower-filler-capper monobloc, as its name implied, bottle blowing, bottle filling and capping could all be achieved with a single unit. Adopting the innovative packaging technology with which the single unit could cover the steps from preform to filling the with liquid product, also, with the breakthroughs in line forming, bottle blowing, bottle filling and capping equipment, the efficiency of the whole lines saw a rise of 5%, with a decrease of 20% in the investment of equipment, a reduction of 35% in land coverage and a proportion of 20% function consumption saved. These cost-effective technologies were unprecedented in domestic industry, up to the world level. This is a revolutionary technological innovation of bottle filling and packaging, and, the design philosophy narrowed the gap between Tech-Long and the world-leading beverage packaging technologies.

We are deeply convinced that development sees no ends and innovation never stops. The innovation road lying under the feet of Tech-Long, as it once did, will stretch endlessly and guide Tech-Long to the future.



# WITH A NEW START ON THE ROAD AGAIN GLORY AHEAD



STARTING POINT, OUT  
IN, OFF TO THE

新起点 再出发 续辉煌 ▶▶

2008年，成功上市

IN 2008, TECH-LONG WENT PUBLIC SUCCESSFULLY





2006年12月22日，“广州达意隆包装机械股份有限公司”揭牌仪式隆重举行，揭牌仪式的举行标志着达意隆成功完成了股份制改造。历经重重考验，达意隆终于在2007年12月获得了发审委的通过。2008年1月30日，达意隆正式在深圳证券交易所挂牌上市（股票代码：002209），成为中国饮料包装机械行业第一家上市公司，一扫国内包装机械业界的疲态，为业界送入一缕清风，引领中国民族工业新风尚。

上市募集资金是为了实现达意隆多元化发展战略，扩大市场份额，优化公司的财务结构，增强公司后续持续融资能力和抗风险能力，为达意隆的后续发展提供充分的资源，进一步加快中远期目标的实现。

“士不可不弘毅，任重而道远”，达意隆深知上市不等与句号，而是一场更为浩荡磅礴征程的开始，是一个全新的起点。创业至今，一路凯歌走来，得益于社会各界的支持和帮助，使达意隆倍添信心与动力，达意隆发展的步伐也因此越走越坚实，越走越有力。

树立民族品牌的创业之路是艰难而又光荣的，作为中国饮料包装机械的首家上市企业，达意隆必将以全新的高度与角度放眼未来，志存高远，持续创新，稳健发展，延续辉煌，并着力带动整个行业前进并促进民族工业的发展，续写中华民族工业的传奇！



On December 22nd, 2006, the unveiling ceremony of Guangzhou Tech-Long Packaging Machinery Co.,Ltd was grandly held, which marked the successful shareholding reform of Tech-Long. After numerous tests and trials, Tech-Long finally got the approval of the Issuance Examination Committee in December, 2007. On January 30th, 2008, Tech-Long was listed on Shenzhen Stock Exchange (stock code: 002209), becoming the first listed company in beverage packaging machinery industry of China, inspiring the industry, blowing a refreshing breeze of hope into this industry, guiding the new trends of Chinese national industry.

Going public and raising fund is to diversify development strategies, expand the market share, upgrade the financial structure of the company, strengthen its capabilities of follow-up financing and risk resistance, provide sufficient resources for Tech-Long's future prosperity, accelerate the achievement of its mid-and-long-term goals.

A gentleman must be persistent and patient for he knows that he still has a long way to go. Tech-Long is keenly aware that going public does not bring a conclusion, but a start to a magnificent journey, as well as a brand-new starting point. Since the start-up, Tech-Long has embraced so many glories and triumphs. Supports and assistance from all walks of life are the sources of our confidence and incentives. Hence, the development pace of Tech-Long gets stronger and more vigorous.

Starting a national brand is tough but glorious. As the first listed company in the industry of beverage packaging machinery of China, Tech-Long will look forward to the future in a higher and newer perspective, with aspirations and ambitions, unremitting innovations, sound and stable development and on-going success. Tech-Long will endeavor to drive the whole industry to move forward and the national industry at large, carrying on the legend of Chinese national industry.





# 低碳时代 环保先锋 LOW-CARBON AGE AND ECO PIONEER

**2010年，成功打造“冰露”瓶装水**

**IN 2010, ICE DEW THE BOTTLED WATER WAS  
RELEASED SUCCESSFULLY**

2010年4月，作为中国饮料装备制造业本土市场中的翘楚企业——广州达意隆包装机械股份有限公司宣布550毫升9.8克超轻量瓶锐意上市，成为全球唯一已生产出此环保瓶的领先企业、国内首家掌握生产轻量瓶顶尖技术的专家企业。作为中国液体包装行业领先的设备供应商，达意隆又一次领跑行业趋势，成功催化了低碳环保风暴在全球的迅速席卷，为中国本土企业抢尽市场先机！

“冰露”环保轻量瓶(550ml)瓶身仅重9.8克，通过降低瓶重，可节省同规格塑料35%以上的使用量，大大降低塑料产品的消耗，减少了环境污染，为饮料行业的良性发展提供了充要条件。此番集合了环保、创新、全球领先等诸多优势的环保轻量瓶的问世，也标志着达意隆潜心研发的低碳环保型吹灌旋一体机掀开序幕，亮相市场！为了攻克轻量瓶的技术难关，达意隆自主创新开发出一种适合该吹瓶机的“加温系统恒温 and 加温头降温技术”，极大提升了轻量瓶吹灌旋一体机的吹瓶性能，是可持续包装的首次创新尝试。目前，此技术已成功应用于所有轻量瓶项目，并申请国家技术专利。

在全球利益与企业社会责任感息息相关的今天，达意隆已为自身赢得契机，获得了持续活跃在全球液态食品装备领域的资历和实力，同时为中国本土液态食品生产企业打造了符合市场及企业需求的生产解决方案，帮助企业在提升产品附加值的同时以更具战略的眼光关注低碳经济实现可持续发展的同时，引领中国液态食品生产企业关注创新的生产及应用方式，为中国企业打造了领先全球同行业的实力平台！

**9.8**  
克/g

**550**  
毫升/ml

## 550毫升9.8克“冰露”环保超轻量瓶震撼上市

### 550 ML OF 9.8 GRAMS OF "ICE DEW"

### ENVIRONMENTAL PROTECTION ULTRA

### LIGHT WEIGHT SHOCK LISTED

In April, 2010, as an outstanding enterprise in home market that manufactures beverage equipment, Guangzhou Tech-Long Packaging Machinery Co.,Ltd declared that the super light weight bottle at 9.8g for 550 ml went into the market. As the one and only producer of this bottle globally, the first specialist firm grasping the top technologies in producing light weight bottle in China and a leading equipment supplier of Chinese liquid packaging industry, Tech-Long, again took the lead in industry trend, successfully facilitated the global storm on low-carbon environment, and made early moves and grabbed opportunities for Chinese enterprises to capture the market!

Ice Dew green light weight bottle(550ml) weighs only 9.8g. Through lightening the bottle, no less than 35% plastic of the same type can be saved, which brings down the consumption of plastic, mitigates environmental pollution and provides a necessary and sufficient condition for the sound growth of beverage industry. The bottle, a combination of green technologies, innovations and global prominence, prefaced the launch of Tech-Long low-carbon all-in-one machine with blower-filler-capper monobloc!







To address the difficulties in technology of light weight bottle, Tech-Long, independently developed a technology that could keep the heating system at a constant temperature and cool the heating head which was suitable to the blow molding machine, which promoted a lot the performance and properties of the all-in-one machine for light weight bottles. It was an innovative approach of sustainable packaging. So far, the technology has been applied successfully to all light weight bottle projects, and has applied for national patent.

In today's world, the global interest lies closely with corporate social responsibility, in this sense, Tech-Long has grasped the moment to obtain the qualifications and capabilities to continue its active performance in global liquid packaging. Tech-long, at the same time, provides solutions for home liquid food producers that can meet the requirements of both market and enterprises, of great help to the enterprises in elevating added value of products, in realizing sustainable development in a strategic view of low-carbon economy, leading Chinese liquid food producers to attach more importance to innovative producing and practical methods, building a platform of strengths for home enterprises that is leading the world.

砥砺前行 行以致远

**DIFFICULT &  
ARDUOUS,  
MARCHING ON!**







**2011年美国子公司成立**  
**The establishment of Techlong Inc.**



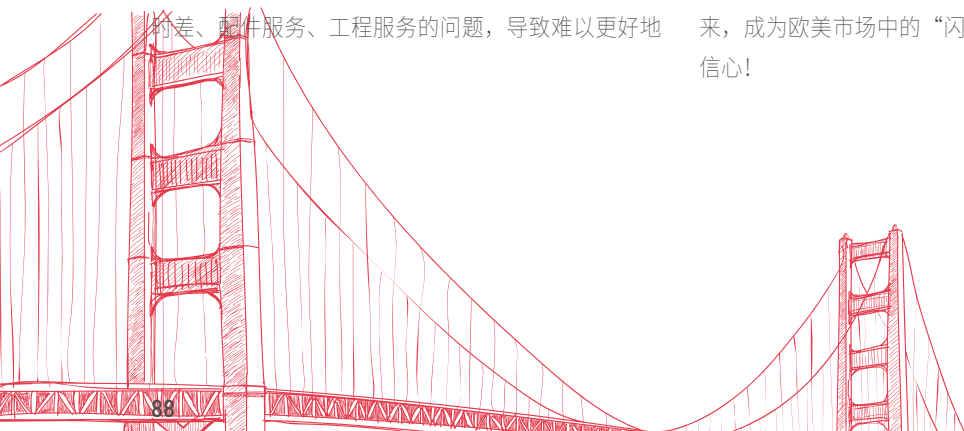
“将中华品牌的魅力散播到世界，让中国创造的实力惊艳致世界”。这，是达意隆长期进军国际市场的动力与目标！

美国，作为全球最大的饮料市场。伴随经济全球化的浪潮以及加剧的社会成本，越来越多的国际客户将目光投向技术与质量迅猛发展的中国供应商。达意隆早在2012年洞悉了欧美制造战略转型的市场机遇，凭借卓越的产品性能、新锐的研发能力、优势价格等优势重磅出击北美市场，于2012年11月5日，达意隆北美分公司正式开业，开启了达意隆北美市场的新篇章。

此前，达意隆的设备主要卖给在美华人工厂，但碍于

维护客户关系，而且北美地区环绕着众多历史悠久、实力俱佳的设备制造商，市场竞争激烈，当地客户也以严谨的高标准高要求著称。考虑到这一发展瓶颈，达意隆从战略意义出发，在美国设立分公司，负责美洲区的市场开发，售后服务，配件服务等。达意隆美国分公司以达意隆母公司为强大后盾，凭借卓越出色的产品设备、专业便捷的售后服务，相信定能获得更多美国本土企业的青睐与肯定。

砥砺前行，行已致远。伴随达意隆美国子公司的成立，服务本土化进程的有效推动，达意隆在美国市场中的“明星效应”将日见功效，将会有越来越多的欧美客户肯定达意隆所具备全球供应商的卓越能力。未来，成为欧美市场中的“闪耀之星”，达意隆人更有信心！



“Let the charm of Chinese brands go around the globe; let the capabilities of Chinese making amaze the world.” This is the incentive and goal of Tech-Long to march into the international market.

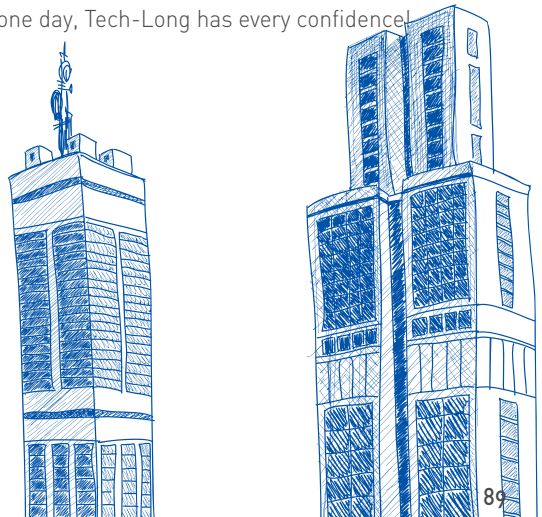
The US is known as the largest beverage market the world has ever seen. With the on-going economic globalization and hiking social costs, more and more clients have shifted their eyes to Chinese suppliers for their fast-growing technologies and quality. Early in 2012, Tech-Long observed the market opportunities coming with the strategy transformation of American and European making. By virtue of remarkable performance of its products, booming research and development, price advantages and other elements in its daily-gaining international competitiveness, Tech-Long hit the market of North America. On November 5th, 2012, the North American branch of Tech-Long was officially opened, starting a new chapter of Tech-Long in North American market.

Before that, the equipment produced by Tech-Long had been mainly sold to Chinese factories operated in the US, however, problems such as jet lag, parts service, and engineering services stood in the way of a good client relationship. To make the competition more fierce, North America got access to many equipment manufacturers with long histories and strong capabilities. The local clients were also known to the world for their demanding standards. With a view to the bottleneck, and in the light of strategy, Tech-Long founded a subsidiary in the US, which would be in charge of



market development, after-sale services, after-sales service in the Americas. The subsidiary in America, backed by its parent company, supported by its excellent products and professional as well as convenient after-sales services, was believed to gain more popularity and acceptance of US enterprises.

One can reach far with diligence and courage. With the establishment of the subsidiary in the US and the push from the localization of services, Tech-Long will not wait for long to see its star effect with more and more European and American clients recognizing the brilliance Tech-Long bears as a global supplier. With the vision of becoming a shining star in European and American markets one day, Tech-Long has every confidence!



# 荣耀九洲 翱翔八方 绘就盛世

## 回顾达意隆分公司版图情况





# FOR THE GLORY OF CHINA, IN THE EMBRACE OF THE WORLD AND BE A PART OF THE FLOURISHING AGE

REVIEW 3 BRANCH LAYOUT SITUATION







在十五年的发展历程中，达意隆集乘着改革开放的东风，秉承“为你而转”的企业理念，始终以客户的需求为导向，不断开拓创新，向着专业化规模化的方向大步迈进。十五年的磨砺让达意隆从草根企业蜕变成行业巨头，旗下分公司林立，营销版图拓展雄劲，兴盛的营销市场已从中国市场扩展至海外市场，品牌影响力席卷全球！

走过十五载的风雨历程，收获十五载的年春华秋实，回首这一段美好的光辉历程，重温多年通达四海的雄盛，我们深知，此时此刻对达意隆而言是又一个蓄势奋发的新起点，是一个拥抱新未来的驿站。在这全新起点，达意隆将凝聚盛世版图实力，携手国内外客户再创行业新高，共兴世界民族品牌的骄傲！

至今，达意隆已成立九家子公司，其中，全资子公司七家，参股子公司二家：

#### **2009年达意隆第一家全资子公司 深圳达意隆包装技术有限公司隆重成立**

该子公司是广州达意隆包装机械股份有限公司与广东太古可口可乐有限公司合作，主要进行可口可乐旗下“冰露”轻量瓶水的生产，年产瓶装饮用水1亿瓶。

#### **2011年达意隆第二家全资子公司 东莞达意隆水处理技术有限公司隆重成立**

主要提供水处理工艺咨询、饮料前处理工艺咨询、工



程设计、设备加工制造、装置成套、现场调试、售后服务等全方位工程技术服务及设备制造等业务。

#### **2011年达意隆第三家全资子公司 合肥达意隆水处理技术有限公司隆重成立**

达意隆与可口可乐再次强强联手，厂房建筑面积1897m<sup>2</sup>，员工人数50人。主要经营包装技术研发及相关信息咨询；生产销售瓶装纯净水、矿物质水，同时兼销售塑料原料及产品。

#### **2011年达意隆第四家全资子公司 新疆宝隆包装技术开发有限公司隆重成立**

该公司主要为健力宝生产其560ml、1.5L/2L瓶装饮料，产品涉及健力宝运动饮料产品及健力宝橙蜜、健力宝柠蜜、香草冰淇淋等风味的瓶装碳酸饮料产品生产，填补了五家渠市饮料行业的空白，既满足新疆当地对碳酸饮料的需求，又有力地促进当地经济发展，同时也是达意隆响应国家支援大西北建设政策的重要举措。

#### **2012年达意隆第五家全资子公司 达意隆北美有限公司隆重成立 英文名“TECHLONG INC”**

该公司以中国母公司为依托，以洛杉矶为中心，建立一个辐射全美洲的零配件销售，工程技术服务以及设备销售于一体的综合服务中心，是达意隆在国际化进程中本土化经营的重要一步。



### **2013年达意隆第六家全资子公司 东莞宝隆包装技术开发有限公司隆重成立**

该公司从事饮料包装加工业务，承接生产“道地”茶系列和及“美果”果汁系列饮品，对达意隆开拓珠三角区域的瓶装茶、果蔬汁代加工业务，进一步提升公司在珠三角区域的影响力有重要意义。

### **2014年达意隆第七家全资子公司 天津宝隆包装技术开发有限公司隆重成立**

该公司主要进行日化液体洗涤剂的代加工业务，进一步拓宽下游代加工业务范围，延伸公司产业链条，提高公司的综合竞争力。

### **2005年达意隆第八家参股子公司 广州一道注塑机械有限公司隆重成立**

该子公司主要生产PET专用瓶胚注塑系统，提供高性能的PET专用注塑机，PET瓶胚模具，PET瓶胚专用热流道以及相应的PET专用配套的辅助设备。一道是可口可乐中国国内首家PET瓶胚注塑系统的供应商。

### **2013年达意隆第九家参股子公司 广州华新达投资管理有限公司隆重成立**

该公司是达意隆与华新集团联合成立，从事饮料代工业务，承接广东东莞市、广州市、江苏苏州市等区域的“怡宝”瓶装纯净水产品代工业务。

In the progress of 15 years, with the preferential policies and convenience provided by reform and opening-up, adhering to the business philosophy of Runs for You, Tech-Long has always been under the principle of meeting the needs of clients, with continuous innovation, striding forward to specialization and a large-scale. 15 years has turned Tech-Long from a grassroots company into an industry giant with a great number of subsidiaries and expanding marketing domains. The market of Tech-Long has gone beyond the boundaries of China and reached out to the rest of the world with its brand influence sweeping the globe.

We weathered the ups and downs of the 15 years, and we harvested the fruits of the 15 years. Looking back, we saw the magnificent journey and those thriving days, we understand that this very moment is a new starting point for which Tech-Long has been well prepared, a station where Tech-Long will greet the future. Here at the new starting point, Tech-Long will assemble the strengths of expanding domains, partner with clients home and abroad to reach new heights and prosper national brands.



To date, Tech-Long has set up 9 subsidiaries, among which 7 are wholly-owned and the other two are corporate.

**The first wholly owned subsidiary of Tech-Long-in 2009, Shenzhen Tech-Long Packaging Technology Co., Ltd**

was ceremoniously established. This subsidiary is a partnership between Guangzhou Tech-Long Packaging Machinery Co.,Ltd and Guangdong Swire Coca-Cola Co., Ltd, mainly producing the bottled water Ice Dew of Coca-Cola at an annual output of 100,000,000 bottled water.

**The second wholly-owned subsidiary of Tech-Long-in 2011, Dongguan Tech-Long Water Treatment Technology Co., Ltd**

was grandly founded. This subsidiary mainly provides comprehensive engineering and technological

services such as counselings on water treatment technologies and preliminary treatment of beverage, engineering design, equipment fabrication, assembly on-site debugging and after-sale services and equipment fabrication.

**The third wholly-owned subsidiary of Tech-Long-in 2011, Hefei Tech-Long Water Treatment Technology Co., Ltd**

was grandly founded. Tech-Long and Coca-Cola conducted another win-win cooperation with a plant construction area of 1897m<sup>2</sup> and a staff of 50. Its primary services are research and development of packaging technologies, consultation on related matters, production and sales of bottled purified water and mineral water, and sales of plastic raw materials and products.

**The fourth wholly-owned subsidiary of Tech-Long-in 2011, Xinjiang Tech-Long Packaging Technology Development Co., Ltd** was

ceremoniously established. Its major products are bottled beverages in 560ml and 1.5L/2L for Jianlibao Group, products covering Jianlibao sport beverage, bottled carbonated beverage such as Orange Honey, Lemon Honey, Vanilla Ice Cream, filling the void of beverage industry of Qushi, addressing the need of local market for carbonated beverage, driving the economic development of local areas. Meanwhile, it was a key response of Tech-Long to the national policies boosting the construction the Great Northwest.

**The fifth wholly-owned subsidiary of Tech-Long-in 2012, TECHLONG INC** was ceremoniously opened in North America. Supported by Chinese parenting company and with Los Angeles as the hub, Tech-Long aimed to set up a multi-service center with parts sales, engineering and technological services and equipment sales provided to the Americas, an important step of localization operation in the cause of internalization of Tech-Long.

**The sixth wholly-owned subsidiary of Tech-Long-in 2013, Dongguan Baolong Packaging Technology Development Co., Ltd** was ceremoniously established. The company works on beverage packaging and processing, undertaking Tao Ti tea series and Meko fruit series, of great significance to Tech-Long in opening up processing business of bottled tea and fruit and vegetable juice in Pearl River Delta region, further its influence in this region.

**The seventh wholly-owned subsidiary of Tech-Long-in 2014, Tianjin Baolong Packaging Technology Development Co., Ltd** was

ceremoniously established. The company mainly undertakes processing business of liquid detergent in daily chemical, broadening downstream processing business, extending industrial chain, lifting the comprehensive competitiveness of Tech-Long.

**The eighth subsidiary (corporate) of Tech-Long-in 2005, Guangzhou Yidao Plastic Injection Molding Machinery Co., Ltd** was grandly set up.

Major products of this company are specialized plastic injection system for PET bottle preform, high-performance plastic injection molding machine specialized for PET use, PET bottle preform mould, hot runner specialized for PET bottle preform and matching auxiliary equipment. Yidao is the first Chinese supplier of plastic injection system for PET bottle preform of Coca-Cola.

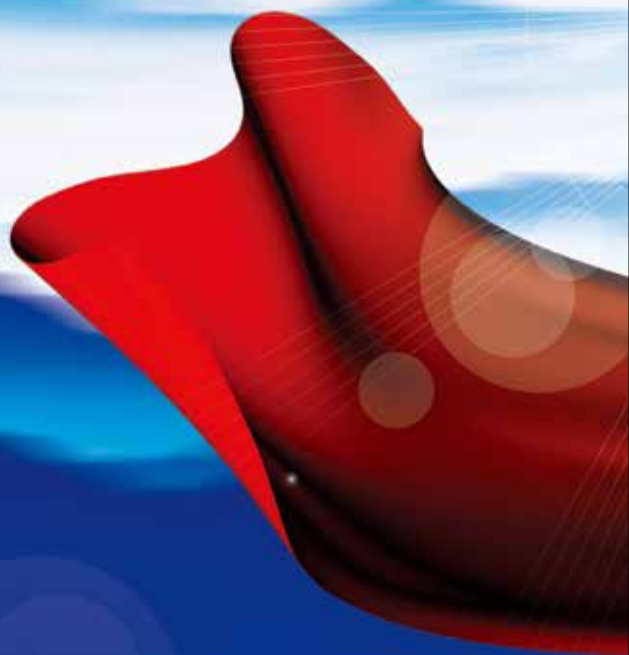
**The ninth subsidiary (corporate) of Tech-Long-in 2013, Guangzhou Huaxinda Investment Management Co., Ltd** was ceremoniously opened.

The company was co-founded by Tech-Long and Kashine Group, undertaking beverage processing business, including the processing business of Cestbon, the bottled purified water in Dongguan and Guangzhou in Guangdong Province and Suzhou in Jiangsu Province.

# 荣耀十五载 宠爱集万千 GLORIES IN 15 YEARS, FAVORS FROM THOUSANDS

回顾达意隆荣誉之路

Recalling of the road to success of Tech-Long









十五年，达意隆用一颗炽热拼搏的心为民族液态包装机械行业的发展不懈努力。

十五年，达意隆的努力也得到了国家、政府、行业等各方面的认同。

十五年后达意隆，从初露锋芒到闻名遐迩，从达到标准到创造更高的标准，从期盼荣誉到拥戴更多的荣誉。

我们珍视荣誉，更珍视荣誉带给我们更大的前行的力量，我们深知在这些沉甸甸的荣誉背后是我们坚持不懈的努力和不断强大起来的实力，我们也坚信达意隆的奋力付出将为这些荣誉增光添彩。

十五年，达意隆从小到大，十五年，达意隆羽化成

蝶，荣耀而飞。多年的探索，多年的酝酿，多年的拼搏进取，多年的厚积薄发，在历史的回眸中，一项项荣誉的获得为达意隆镌刻下了辉煌的篇章。十五年更是新的起点，新的希望，新的目标，新的追求，昭示着达意隆人在致力打造民族液态包装机械设备品牌的雄关漫道上，必将继往开来，再创辉煌！

In 15 years, Tech-Long, with a cordial and striving heart, made unremitting efforts for the progress of national liquid packaging machinery.

In 15 years, the endeavors of Tech-Long were rewarded with the praise from governments, experts and industries.



In 15 years, from a rising star to wide fame, from meeting standards to setting higher ones, Tech-Long longed for honors in the past, and will embrace more in the future.

We value honors, even more the driving force those honors entrust us. We know clearly that behind these important honors are our insistent endeavors and ever growing strengths. We are confident that our fights and givings will polish our honors.

In 15 years, Tech-Long grew up from its infancy. In 15 years, Tech-Long took off in glory. After years of exploration, years of preparations, years

of hard work and aggressiveness and years of accumulation, glancing back to history, all these honors tell stories of the splendid years of Tech-Long. Today, after 15 years, we are standing at a new starting point, bearing different hopes, aiming at higher goals and aspiring to far-reaching pursuits. It foretells that in the tough and long road to forge national brands of liquid packaging machinery, Tech-Long will inherit the past and carry forward the glories.

# 党心连民心民情振奋 群力聚合力合德同舟

达意隆的每一步成长和发展，取得的点滴成绩都凝聚着党中央、国务院、广东省、广州市委、市政府等各级领导以及有关部门的高度重视和亲切关怀，多次来达意隆进行视察指导，召开各类现场会，经验交流会，正是他们的谆谆教诲与殷切期望鼓舞着达意隆一路前行，激励着达意隆持续激昂奋进，这是达意隆不断开拓奋进的巨大动力和源泉，对激发调动全体员工的积极性带来了极大的鞭策和鼓舞。

乘风破浪会有时，直挂云帆济沧海。

一路关怀一路情，成立十五载，达意隆发展迅猛，成绩喜人，回忆达意隆的过去，我们充满自豪，展绘达意隆的未来，我们满怀信心。沐浴在领导关怀的阳光下，达意隆始终牢记发展壮大民族品牌的使命，携手同谋民族工业的新篇，向打造百年老店，塑造世界品牌的企业梦想勇往奋进！





# SHARING ONE MIND WITH THE PARTY, OUR PEOPLE ARE INSPIRED; JOINING HANDS, WE ARE HEADING FOR ONE DIRECTION

Every step in the progress of Tech-Long could not be taken without the high value and loving care from the leadership of all levels including Party Central Committee, the State Council, Guangzhou Municipal Party Committee, Guangzhou Municipal Government and other related departments. Representatives from the sectors above paid visits to Tech-Long, providing guidance, hosting site meetings to exchange experience. It was their sincere instructions and expectations that heartened Tech-Long to move forward, inspired Tech-Long to advance bravely, which also served as the sources and forces for Tech-Long to explore courageously, a great spur to arouse and mobilize the passion of our staff.

Riding the winds and waves, I will ship across the vastness of the sea, to the shore of my dreams.

Grew up with the care and support, Tech-Long achieved a lot in the past 15 years. Looking back, we are proud, while looking forward, we are confident. Bathed in the sunshine of loving care from our leadership, Tech-Long, shouldering the mission to strengthen our national brand, is willing to unfold a new era of national industry in a cooperative manner. Aiming to build a brand with a history of more than 100 years, we march forward bravely with the enterprise dream to be a world brand!







1



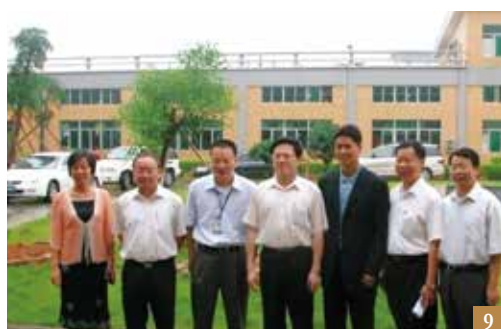
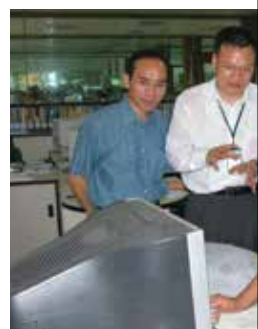
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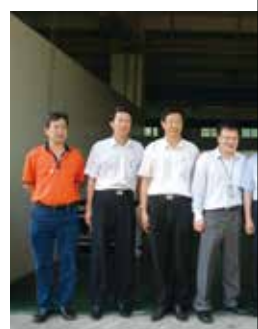
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- 1 2002年原广东省省长黄华华来访  
In 2002, Huang Huahua, former governor of Guangdong Province was paying a visit to Tech-Long.
- 2 2003年原科技部副部长陈祖涛来访  
In 2003, Chen Zutao, former vice minister of Ministry of Science and Technology was paying a visit.
- 3 2003年原中共广州市常委、副市长林元和来访  
In 2003, Lin Yuanhe, former member of the Standing Committee of the CPC Guangzhou Municipal Committee & deputy mayor of Guangzhou was paying a visit.

- 4 2003年随同原广东省省委书记张德江美欧商业考察  
In 2003, Zhang Dejiang, former Guangdong Provincial Party Committee Secretary was paying a business visit to Europe and the US.
- 5 2003年前副省长游宁丰提词  
In 2003, You Ningfeng, former vice governor of Guangdong Province was writing an inscription.
- 6 2004年原白云区政协来访  
In 2004, former CPPCC of Baiyun District was visiting Tech-Long
- 7 2004年国家知识产权局局长王景川来访  
In 2004, Wang Jingchuan, former director of State Intellectual Property



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Office was visiting Tech-Long.

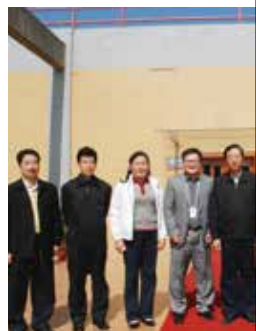
- 8 2004年原广州市委书记林树森来访  
In 2004, Shu Sen, former Guangzhou Municipal Party Committee Secretary was paying a visit.
- 9 2005年原广州市市长张广宁来访  
In 2005, Zhang Guangning, former mayor of Guangzhou was paying a visit.
- 10 2005年原广东省省长张德江来访  
In 2005, Zhang Dejiang, former governor of Guangdong Province was paying a visit to Tech-Long

- 11 2007年原广州市委书记朱小丹来访  
In 2007, Zhu Xiaodan, former Guangzhou Municipal Party Committee Secretary was paying a visit.
- 12 2007年中国包装联合会会长石万鹏来访  
In 2007, Shi Wanpeng, chairman of China Packaging Federation was visiting Tech-Long
- 13 2009年原广州市工商局陈斯达局长来访  
In 2009, Sida Chen, former director general of commercial and industrial bureau was visiting Tech-Long.





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- 14 2009年原国务院副总理李克强来访  
In 2009, Li Keqiang, former vice premier of the State Council was visiting Tech-Long.
- 15 2011年原中央纪委驻工信部纪检组郭炎炎组长来访  
In 2011, Guo Yanyan, former discipline inspection team leader at Ministry of Industry and Information Technology appointed by CPC Central Commission for Discipline Inspection was paying a visit.
- 16 2011年国家商务部外贸司处长高志强及八国大使来访  
In 2011, Gao Zhiqiang, former director of Department of Foreign Trade of Ministry of Commerce and ambassadors from eight countries were visiting Tech-Long.

- 17 2012年原国家知识产权局机械部包装处宫剑虹处长来访  
In 2012, Gong Jianhong, former director of Packaging Office in Department of Machinery of State Intellectual Property Office was visiting Tech-Long
- 18 2012年原中华人民共和国商务部部长陈德铭莅临广交会达意隆展位  
In 2012, Chen Deming, former commerce minister of People's Republic of China was present at the booth of Tech-Long at Canton Fair.



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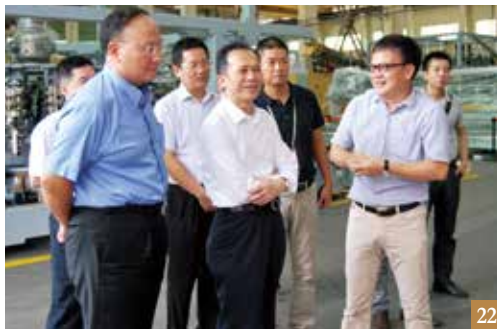
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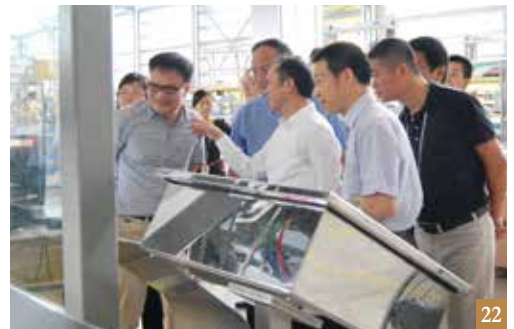
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- 19 2013年广州市政协常委&经济委员会主任陈斯达一行来访  
In 2013, a group headed by Sida Chen, former member of the Standing Committee of Guangzhou Municipal CPPCC&director of Economic Committee were visiting Tech-Long
- 20 2014年科信局马正勇局长一行来访  
In 2014, a group fronted by Ma Zhengyong, director of Science and Information Technology of Guangzhou were visiting Tech-Long

- 21 2014年国家发改委副秘书长王一鸣一行来访  
In 2014, a research group led by Wang Yiming, deputy secretary-general of the National Development and Reform Commission were visiting Tech-Long
- 22 2014年广州副市长周亚伟一行来访  
In 2014, a group led by Zhou Yawei, deputy mayor of Guangzhou were paying a visit to Tech-Long





悦行  
千里

PLEASING  
DEVELOPMENT

**风雨兼程十五载  
达济天下铸辉煌**

**WINDS AND RAINS BEFRIENDED US  
IN THE PAST 15 YEARS;  
GLORIES ENABLE US TO LET OTHERS  
BE BENEFITED**



广州达意隆包装机械股份有限公司，总部位于南中国最具经济活力的广州经济技术开发区。十五年成长，十五年成就，一次次傲然突破随着时代的脉动腾飞，达意隆在时代大潮的丰碑上刻下了自己的名字，并斩获了众多项国内第一、世界一流的荣耀：国内第一台自主研发的PET吹瓶机RJM 8在这里诞生；国内首家进入可口可乐、百事可乐、雀巢、宝洁等国际知名企业系统的设备供应商；研发生产国内第一台吹灌旋一体机；全球首创550毫升9.8克超轻量瓶…

### 跬步致远图千里 志气高昂谱华章

追根溯源，回首创业初期，上世纪九十年代末以前，中国饮料行业的包装设备以依赖进口为主，设备及维护保养极其昂贵，紧缺自主研发的包装设备。随着国外饮料企业的大批进入和国内饮料企业的兴起，饮料业开始进入发展快车道，然而国内自主包装设备的技

术依旧薄弱，进口包装设备仍然长期称霸市场。

创立民族品牌的道路是艰难而又光荣的。成立之初的达意隆，公司面积不足4000平方米，厂房内加工设备屈指可数。目睹着民族品牌举步维艰的行业环境，达意隆创业者并未因此而退缩，而是毅然勇敢地让创业初期的企业目标牢牢锁定在“替代进口，打造百年老店”之上。随着高瞻远瞩的理念，达意隆迈开了大步前行的坚实步伐！

### 领创卓越技术 推动“中国创造”

15年来，达意隆从未停止创新进取的脚步，不断对设备技术进行完善升级，使达意隆这个“土生土长”的中国品牌焕发出惊人的活力，相继获得国家标准起草单位、国家级企业技术中心、高新技术企业、中国包装龙头企业、广东省五十家装备制造业重点骨干企业



等多项行业荣誉。

15年来，达意隆不断超越自己，凭借超强的创新能力和市场洞察力，目前已累计申请相关专利274多项，其中授权157项；发明专利申请99项，授权25项；国际专利授权1项。在标准的制定上，达意隆起草行业标准8项，起草国家标准7项。在研发经费的投入方面连续多年超过销售收入的3%，建有行业唯一国家认定企业技术中心、国家地方联合工程研究中心，行业首家博士后科研工作站，为液态包装机械行业的技术进步和产业升级作出卓越贡献。

15年来，达意隆一步一个脚印昂首挺进，规模从小厂家到坐拥九家分公司，厂房从一期到六期，员工从几十人到上千人，产品从单一设备到全面解决方案，技术服务从饮料领域到各类液态产品包装领域，业绩从默默无闻到行业瞩目，营销版图从纵横享誉国内市场

到在国际舞台大展拳脚。时至今日，在国内，达意隆已形成了液态包装行业龙头企业的金字招牌，成为国内业界当之无愧的领航者，是行业内首家上市企业，打破了国际设备垄断国内市场的局面，带领民族包装工业实现质的飞跃；在国外，达意隆用一次次精专卓越的技术惊艳国际市场，比肩国际一流水平，产品远销北美、非洲、欧洲、东南亚等全球各地五十多个国家和地区，每年的销售收入均以10%~20%的速度增长，外销收入占比最高达到50%，获得越来越多国际知名客户的青睐。

走过十五载慨然岁月，我们自豪但不自满，自信但不自负。秉承“造百年老店，扬中华风采”这一宏伟理想，达意隆将搏击于更广阔的天地，走向百年基业的辉煌。





Guangzhou Tech-Long Packaging Machinery Co.,Ltd, with its headquarters based in Guangzhou Economic and Technological Development Zone, which is the most dynamic area in South China, grew and succeeded in the past 15 years. Making breakthroughs and keeping up with the times, Tech-Long impressed the age with its name as pioneers at home and winning titles of world class. To name but a few, Tech-Long gave birth to the first Chinese PET blow molding machine, namely, RJM 8 through independent research and development. Tech-Long became the first Chinese supplier to world-renowned enterprises such as Coco-Cola, Pepsi, Nestle and P&G. Tech-Long developed the first Chinese blower-filler-capper monobloc. The light weight bottle at 9.8g for 550ml released by Tech-Long was the global first.

### **Step by step, we aim far; aspired and driven, we hope high**

Dating back to the early days of Tech-Long, before the end of 1990s, Chinese beverage packaging equipment depended totally on imports. It was quite expensive to purchase and maintain the imported equipment. China was in desperate need of self-developed packaging equipment. With the arrival of large numbers of foreign beverage enterprises and the rise of domestic brands, the development of beverage industry drove into a fast

lane. However, home brands were still backward in technologies of packaging equipment, imported brands dominated the market for a long time.

The road to build a national brand was tough yet glorious. When founded, Tech-Long, with a coverage less than 4000m<sup>2</sup>, had very limited equipment in the factory. Confronted with the harsh industry environment of national brands, Tech-Long was not scared away, rather, Tech-Long set the enterprise goal of building a brand with a history of more than 100 years to replace imports in its early days bravely. Guided by the far-sighted idea, Tech-Long took stable and strong steps to better days!

### **Advance technologies and promote “created in China”**

Over 15 years, Tech-Long never halted its progress of innovation, instead, it ceaselessly improves and upgrades equipment and technologies, bringing out amazing vitality of this native brand. Tech-Long won honors one after another, such as National Standard Drafting Unit, National Enterprise Technology Center, New and High-tech Enterprise, Chinese Leading Packaging Enterprise, 50 Key Enterprises of Packaging Equipment Producing in Guangdong Province.

Over 15 years, Tech-Long exceeded itself. By virtue of its superior innovative ability and market insight, to this day. Tech-Long has applied more than 274 patents, among which 157 have been authorized. 25 of 99 applications for patents for invention have been issued and 1 international patent has been granted. With regard to standard setting, Tech-Long drafted 8 clauses for industry standard and 7 clauses for national standard. Tech-Long has invested over 3% of its sales revenue in research and development for years. The establishments of the one and only enterprise technology center approved by the government, national and local engineering research center and the first post-doctoral research station in this industry make a great contribution to the technological advancement and industrial update in liquid packaging machinery.

Over 15 years, Tech-Long was down-to-earth and brave to advance, from a small factory to one owning 9 subsidiaries, with an impressive expansion of the factory and an enlargement of workforce. Its products grew from a single kind to overall resolutions. Its technological services crossed the boundaries of beverage to varieties of liquid product packaging. In terms of performance, from unknown to a household name with its handsome market shares home and abroad. So far,

at home, Tech-Long has built a valuable brand as a leading company in liquid packaging, a true pilot in domestic industry. As the first publicly traded company in the industry of China, Tech-Long broke the monopoly of foreign equipment in Chinese market, leading national packaging industry to a giant leap. Abroad, Tech-Long amazed the world with professional and excellent technologies, up to world class. With products introduced to North America, Africa, Europe and Southeast Asia, covering more than 50 countries and regions, Tech-Long enjoys an annual growth of 10%-20% in sales revenue, of which export revenue could be as much as 50%, gaining favors and appreciation from world famous clients.

Walking through the 15 years of laughs and tears, we are proud but not complacent, confident but not conceited. Sticking to the grand ideal of building a brand with a history of more than 100 years and promoting the charm and grace of China, Tech-Long will fly to a broader world, heading for glories of one century.

# ALONG THE WAY, THANK YOU!

## -A thank-you letter to the clients

Respected clients:

Clients to a business what water is to a ship. A vast sea of clients carries the ship of Tech-Long to a successful voyage.

Over the 15 memorable years, Tech-Long received the generous support and help from you! Thank you for your understanding and company, for your joining us on the legendary path. We are truly grateful. From overcoming the hardships in the beginning to our outstanding position now, the prosperity and progress of Tech-Long could not be obtained without your care, trust and participation.

It is your trust and support that helps Tech-Long grow from a nameless small factory to what it is today; it is your participation and suggestions that urge Tech-Long to conduct research and development and remove barriers; it is your understanding and trust that get Tech-Long the positive energy of market, with which Tech-Long rises rapidly. Deepened by years of understanding and company, the friendship between Tech-Long and its clients can not be simply described as business partners, more than that, we are fellows, battle brothers and bosom friends.

Adversity reveals genius and time tells sincerity. Looking back, we made remarkable achievements; looking forward, tough responsibilities rest on the shoulders of us. Bearing gratitude, Tech-Long will still run for you, as always, centered on your benefits and concerns, with your requirements as development goals. We will continue the elevation of our product quality and the promotion of our services to live up to your expectations! Thank you again for your trust and cooperation. I wish you a very good health, a happy and successful life!

Best wishes!

Guangzhou Tech-Long Packaging Machinery Co.,Ltd

# 感恩，一路有您

## 一致客户的一封感谢信

尊敬的客户朋友们：

商如行船，客如流水。一片浩瀚的客户海洋造就达意隆一路的乘风破浪。

回首十五载峥嵘岁月，达意隆一直得到广大客户朋友的大力支持与帮助！感谢您的相知相伴，与我们共同携手踏上这条传奇之路。饮水思源，我们深知从创业的筚路蓝缕到现今的行业翘楚，达意隆的步步强盛都离不开您的关注信任和支持参与。

是您的信任支持，使达意隆从一家默默无闻的小厂成为如今的庞然翘楚；是您的参与建议，让达意隆刻苦研发，屡破难题；是您的理解信任，令达意隆获取市场正能量，迅猛腾飞。多年来的相知相伴，达意隆与客户之间的情谊已不能用市场甲乙双方来概况，我们更做的是携手前行的伙伴，战友，知心！

疾风知劲草，路遥知马力。回首过去，成绩斐然；展望未来，任重道远。怀揣着感恩的心，达意隆的漫漫征程持续为您而转，一如既往地以您的利益为中心，以您的需求为发展目标，不断提升产品品质，提供高水平的服务质量，以满足您的期待！再次由衷感谢您的信任与合作，恭祝您身体健康！国家幸福！事业兴旺！

此致

敬礼

广州达意隆包装机械股份有限公司

# 我们的客户

镁光闪烁，名流云集，

暮然回首，达意隆与众多星光熠熠的品牌客户们已经相伴15年，

感谢您一路的信赖与支持，共同成就了达意隆今日的傲人荣华。

“为你而转，转出价值”

让我们携手同行，共绘宏伟蓝图！

让我们并肩出征，再次扬帆领航！

## 国际知名品牌客户 World-renowned brands

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可口可乐、百事可乐、雀巢、达能、Big Cola、SAB MILLER、P&G、联合利华、汇丰、益海嘉里、亨氏、英博（Inbev）、嘉士伯、喜力等

Coca-Cola, Pepsi, Nestle, Danone, Big Cola, SAB MILLER, P&G, Unilever, HSBC, Yihai Kerry, Heinz, Inbev, Carlsberg, Heineken, etc





# OUR CLIENTS

Spotlight shines on our celebrated clients,  
Looking back, Tech-Long and shining clients have spent 15 years together,  
We are grateful for your trust and support, without which Tech-Long could not come so far.  
Runs For You and Runs For Value  
Let us join hands and set a great plan for the future!  
Let us fight together and set a vigorous sail to the shore!

## 国际区域品牌客户 International regional brands

沙特Tania, Dala, Hilwa, Fayha, Oasis; 孟加拉pran; 埃塞origin, Yes; 阿尔及利亚RAMY; 印尼SOSRO, Aqua, Tamobel, Indofood Asahi; 印度Bisleri; 越南THP、阿曼Oasia; 俄罗斯меркурий、英国SAB Miller、印度 Adani Wilmar、印尼 Best Group等

Saudi Arabia Tania, Dala, Hilwa, Fayha, Oasis; Bangladesh pran; Ethiopia origin, Yes, Algeria RAMY; Indonesia SOSRO, Aqua, Tamobel, Indofood Asahi; India Bisleri; Vietnam THP; Oman Oasia; Russia меркурий, UK SAB Miller; India Adani Wilmar; Indonesia Best Group



## 国内知名品牌客户 Domestic well-known brands

怡宝、娃哈哈、农夫山泉、乐百氏、蓝松、润田、崂山、益力、安徽野岭、黄山无极雪、浙江快活林、古田山、华山泉、利泰、峨眉山信发、四川阿玛宁、蓝剑、云南天外天、小麦香源、巴马活泉、新疆雪白真、普利思、屈臣氏、黑松、统一、达利园、银鹭、椰树、天喔、紫江、东鹏、辣妹子、九龙斋、贝奇（深圳百盛）、东一堂、乐源、维维、瑞年国际、重庆奇爽、华通柠檬、大庆悦然、今麦郎、名人食品、浪奇、蓝月亮、隆力奇、好来化工、艺康国际、鲁花、海天、欣和、美味鲜、东古、加加、欣和、老才臣、富氏、天津利民、燕京啤酒、珠江啤酒、青岛啤酒、格力等



C'estbon, Wahaha, Nongfu Spring, Robust, Blue Pine, Ganten, Runtian, Laoshan, Yili, Anhui Yeling, Huangshan Wujixue, Zhejiang Happy Wood, Gutianshan, Huashanquan, Litai, Emeishan Xinfu, Sichuan Amaning, Blue Sword, Yunnan Superior Source, Xiaomaixiangyuan, Bama Huoquan, Xinjiang Xuebaizhen, Pulisi, Watsons, Hey Song, Uni-President, Dali Group, Yinlu, Coconut Palm, Tenwow, Zijiang Holdings, Eastroc Beverage, Lameizi, Jiulongzhai, Bei Qi (Shenzhen Baisheng), Dongyitang, Leyuan, Weiwei Group, Real Nutraceutical, Chongqing Qi Shuang, Huatong Lemon, Daqing Yueran, Jinmailang, Mingren, Lonkey, Blue Moon, Longrich, Hawley&Hazel Chemical, Ecolab, Luhua, Haitian, Shinho, Meiweixian, Donggu, Jiajia, Shinho, Laocaichen, CFC, Tianjin Limin, Yanjing Beer, Pearl River Beer, Tsingtao Beer, Gree



# TECH-LONG

and

# Coca-Cola®

## 达意隆与可口可乐







悦行千里 Pleasing Development

合作时长14年，2000—2014  
合作设备及生产线：82

a partnership of 14 years, 2000-2014  
partnered equipment and production line: 82







可口可乐，全球销量排名第一的碳酸饮料生产商，同时是全球最著名的软饮料品牌，在全球拥有48%的极高市场占有率。作为全世界最高端的饮料企业之一，自八十年代进驻中国市场后，可口可乐一直试图推行原材料与包装物料采购本土化战略。2000年，达意隆与太古可口可乐香港有限公司的合作，拉开了达意隆与可口可乐的合作序幕。自此，达意隆凭借其超强的核心竞争力稳步展开了与可口可乐的长期合作：由最初的单机设备，到整线设备的交钥匙工程，再跃至代工项目的合作，达意隆始终以一流硬件设施与同业无以企及的软实力，深获可口可乐的高度认可。此外，友好合作的同时，更有双方携手共筑，倾力打造环保超轻量瓶，为“减少碳足迹”行动作出举足轻重的行业推动作用。多年来，双方不仅是客户与供应商的关系，更是整条生产链上的战略合作伙伴。相信，在双方实力的不断加强中，二者必将携手共进，缔造辉煌！

## 回眸

2000年，太古可口可乐有限公司与达意隆达成了46吨RO水处理设备的合作关系，拉开了双方友好合作的序幕。

2002年，达意隆为可口可乐提供3条整线与3套单机设

备。其中，与香港太古可口可乐公司合作的1200瓶/小时的五加仑桶装水生产线为当时亚洲最高速。

2003年，太古可口可乐CEO Mr.John Slosar 到达意隆公司广州总部考察；12月，达意隆与太古饮料正式签订了“战略合作伙伴商务协议”，正式成为首家可口可乐商务战略合作伙伴。

2004年7月，达意隆第一条碳酸饮料含汽灌装生产线在广东太古可口可乐饮料公司正式投产，太古可口可乐CEO Mr.John Slosar 亲临广州为其剪彩。本次合作，标志着作为首家进驻太古可口可乐的国内制造商，达意隆产品已经全面进入可口可乐系统。

2005年，可口可乐（日本可乐、韩国可乐等）全球多处分公司纷纷来访达意隆。

2007年，澳大利亚可口可乐24000BPH热灌装线安装调试成功并顺利验收，标志着达意隆整线产品已得到世界最高水准的认可。该年度，达意隆为可口可乐集团提供一条大桶水生产整线及10套单机设备。

2008年，达意隆与可口可乐SCMC系统携手参加“根与芽”活动，共同支持公益事业。



该年度，达意隆为可口可乐集团提供2条生产整线设备及12套单机设备。

2009年，达意隆为可口可乐集团提供3条生产整线设备及11套单机设备。其中为香港太古可乐提供的四合一果粒灌装机为达意隆第一台四合一果粒灌装设备。

2010年，达意隆与可口可乐共同研发生产环保轻量瓶装水“冰露”，这项研发成果对于全球“减少碳足迹”行动和趋势而言均具有重大意义。该年度，达意隆为可口可乐集团提供2条生产整线设备及11套单机设备。

2011年，达意隆为可口可乐集团提供1条生产整线设备及25套单机设备。同年，达意隆以技术创新获得了可口可乐公司颁发的最佳工艺奖，同时成为液态产品包装行业唯一一家获得这一殊荣的企业，这一奖项进一步奠定了达意隆在可口可乐公司未来发展计划中的重要地位。

2012年，达意隆为可口可乐集团提供1条生产整线设备及16套单机设备。

2013年，在经过可口可乐中国实业有限公司(CCCIL)专

家组的严格审核后，广州达意隆的中高速吹灌旋一体机设备拿到了进入可口可乐全球系统的通行证！可在CCCIL系统内的瓶装厂推广使用。

Coca-Cola, with its sales of carbonated beverage atop the globe, is the most famous soft drink brand, holding spectacular global market share of 48%. As one of the global high-end beverage enterprises, since 1980s when it came to China, Coca-Cola has been trying to practice the strategy of localization of the procurement of raw materials and supplies of packaging. In 2000, Tech-Long partnered with Hong Kong Swire Coca-Cola Co., Ltd, unveiling the cooperation with Coca-Cola. Since then, Tech-Long, by virtue of its strong core competitiveness, has kept a stable partnership with Coca-Cola for a long time. From early single units to turnkey projects of equipment for complete production line, and to the collaboration of subcontracting, Tech-Long, with its first-class facilities and unparalleled soft power, has been highly praised by Coca-Cola. Besides our friendly cooperation, we also joined our hands together for the birth of green light weight bottles, a great spur



to the efforts of reducing carbon footprints in this industry. For many years, the friendship between Tech-Long and Coca-Cola has been more than that of a client and its supplier, instead, a strategic partnership on the complete production chain. We are confident that with the mutual growth of both sides, we will work together to build a better future.

## History Review

In 2000, Hong Kong Swire Coca-Cola Co., Ltd launched a cooperation with Tech-Long in the water treatment equipment of 46t RO, starting a friendship of both sides.

In 2002, Tech-Long provided 3 complete production lines and 3 sets of single units to Coca-Cola, of which the line that could produce 1200 barrels of water in 5-gallons supplied to Hong Kong Swire Coca-Cola Co., Ltd was the fastest one in Asia at that moment.

In 2003, Mr. John Slosar, CEO of Swire Coca-Cola Co., Ltd paid a visit to the headquarters of Tech-

Long in Guangzhou; in December, Tech-Long and Swire Beverages inked the Business Agreement of Strategic Partnership. From that day on, Tech-Long has officially become the first business strategic partner of Coca-Cola.

In July of 2004, the first production line of carbonated beverage filled with gas provided by Tech-Long went into production at Guangdong Swire Coca-Cola Co., Ltd, with Mr. John Slosar, CEO of Swire Coca-Cola Co., Ltd cutting the ribbon in Guangzhou himself. This cooperation marked that Tech-Long, as the first Chinese manufacturer of Swire Coca-Cola, got a full access to Coca-Cola system.

In 2005, subsidiaries of Coca-Cola (Coca-Cola Japan and Coca-Cola South Korea) visited Tech-Long

In 2007, hot-filling line 24000BPH supplied to Coca-Cola Australia was assembled, tested and accepted successfully, marking that the complete production line produced by Tech-Long was



approved as first-class products. In the same year, Tech-Long supplied a complete line for the production of large barrels of water and 10 sets of single units to Coca-Cola.

In 2008, Tech-Long and Coca-Cola SCMC System took part in the activity of Roots&Shoots, jointly supporting public welfare undertaking. In the same year, Tech-Long supplied 2 complete production lines and 12 sets of single units to Coca-Cola.

In 2009, Tech-Long supplied 3 complete production lines and 11 sets of single units to Coca-Cola, of which the four-in-one pulp filling machine provided for Hong Kong Swire Coca-Cola was the first one of Tech-Long.

In 2010, Tech-Long and Coca-Cola developed Ice Dew, the environment-friendly light weight bottled water, of great significance to the efforts and trends of reducing carbon footprints worldwide. Tech-Long supplied 2 complete production lines and 11 sets of single units to Coca-Cola.

In 2011, Tech-Long provided 1 complete production line and 25 sets of single units to Coca-Cola. The same year, Coca-Cola awarded Tech-Long Best Technology Prize for its innovations, making Tech-Long the one and only enterprise that won this honor in liquid packaging industry. The prize also furthered the important status of Tech-Long in the future plans of Coca-Cola.

In 2012, Tech-Long provided 1 complete production line and 16 sets of single units to Coca-Cola.

In 2013, after strict assessment from panel of CCCIL, Tech-Long's medium-and-high-speed blower-filler-capper monobloc was permitted to enter the global system of Coca-Cola! The use of the all-in-one machines will be promoted in the bottling plants of CCCIL system.

# 达意隆与百事可乐 Tech-Long and Pepsi

合作时长:12年 (2002—2014)

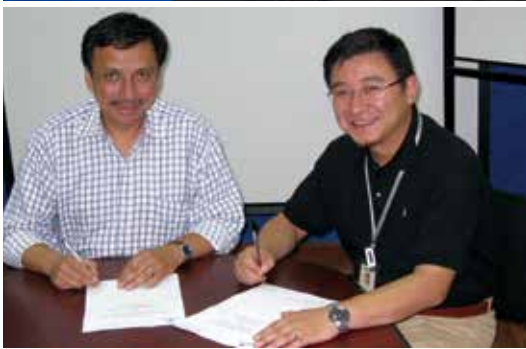
合作设备及生产线: 24

a partnership of 12 years ( 2002-2014)

partnered equipment and production line: 24







百事可乐,世界领先的饮料和休闲食品公司,是世界上最成功的消费品公司之一,在全球 200 多个国家和地区拥有14万雇员,为全球第四大食品和饮料公司。2002年,一个翻新项目拉开了达意隆与百事可乐的合作,从此,达意隆以自身精湛的设备技术、良好的服务团队等优势获得百事可乐的高度认可。多年来,无论是最初的单机设备,还是后续的整线设备提供,每一次合作的背后都是默契与信任的结晶。

## 回眸

2002年,达意隆与百事可乐展开第一次合作。

2004年,达意隆为百事可乐提供共计9套单机设备。

2006年,百事可乐全球采购副总裁JimCosta到访达意隆。

2008年,达意隆与百事可乐的合作进入全盛时期。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JimCosta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。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全球五家包装设备供应商之一,同时也认可达意隆的设备可在全球的百事可乐工厂运转。

2009年,百事可乐全球CEO卢英德女士亲临达意隆在drinktec2009展台。

截至到目前,达意隆共有超过30条生产线及系统在包括中国、美国、巴基斯坦、印度、孟加拉、越南、缅甸、蒙古、厄瓜多尔、秘鲁等国家的百事工厂运行。

Pepsi, a world leading company in beverage and snack foods, is also one of the most successful one in consumer goods, with a staff of 140, 000 in more than 200 countries and regions. Pepsi ranks the 4th largest company in food and beverage in the whole world. In 2002, a renovation project ushered in the partnership between Tech-Long and Pepsi. Thereafter, Tech-long gained highly compliment from Pepsi with its sophisticated equipment and



technologies and favorable group services. For many years, whether early single units or later complete production lines, they all make the products of mutual trust and mutual understand.

## History Review

In 2002, Tech-Long and Pepsi conducted our first cooperation.

In 2004, Tech-Long supplied a total of 9 sets of single units to Pepsi.

In 2006, Jim Costa, vice-president of global purchasing from Pepsi paid a visit to Guangzhou Tech-Long.

In 2008, the partnership between Tech-Long and Pepsi was in full bloom. On June 11th of the same year, a group of 6, headed by John Adams, vice-

president of finance from Pepsi's headquarters in the US, Scott Buchanan, senior vice-president of global purchasing, and Jim Costa, vice-president of global purchasing paid a visit to Guangzhou-based headquarters of Tech-Long and formally signed a strategic partnership agreement with Tech-Long, marking Tech-Long's one of the five global packaging equipment suppliers to Pepsi. The signature also guaranteed the operation of equipment produced by Tech-Long in Pepsi factories globally.

In 2009, Indra K. Nooyi, CEO of Pepsi visited the booth of Tech-Long at Drinktec2009 in person.

To date, there are more than 30 production lines and system operations in Pepsi factories in China, the US, Pakistan, India, Bangladesh, Vietnam, Myanmar, Mongolia, Ecuador and Peru.



# 达意隆与宝洁

## Tech-Long and P&G

合作时长:12年 (2003——2014)

合作设备总数: 28

a partnership of 12 years, 2003-2014  
total amount of equipment provided: 28









始创于1837年的宝洁公司，是世界上最大的日用消费品公司。每天，宝洁公司的品牌同全球的广大消费者发生着三十亿次的亲密接触。2003年，广州达意隆与宝洁开启了合作之旅。2005年，双方携手合作研发高粘度液体定量灌装机，达成业务往来的起点，作为第一家为宝洁提供整线设备的国内供应商，与宝洁的牵手，标志着达意隆的设备已经成功进入日化领域。多年来，在宝洁客户长期的支持与帮助下，达意隆不断提升自身的研发能力，改善高粘度灌装设备的使用性能，到2013年，达意隆已累计向宝洁供应了20台高粘度液体定量灌装机。一组组数据表明，达意隆设备不断进入宝洁各个分厂，日化领域的异军突起已经成功成为了达意隆业绩新的增长点，在宝洁中国市场不断壮大的利好背景下，双方定能持续深入合作，创造更美好的未来。

## 回眸

2003年，达意隆为宝洁提供了一台简易设备，正式拉

开了双方友好合作的序幕。

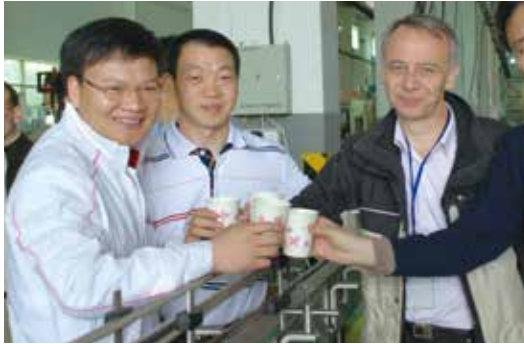
2004年3月，宝洁第一次访问达意隆。

2005年，宝洁与达意隆正式签订合同，共同合作开发高粘度液体定量灌装设备，用于生产洗涤用，此次协议的签订，正式促成了达意隆与宝洁的友好合作。

2006年，达意隆交付第一台灌装设备。并被授予“宝洁2006年设备优秀供应商奖”。

2007年，达意隆分别为宝洁不同工厂提供高粘度灌装设备共四台，开启了达意隆通往欧洲市场的第一扇大门。

2008年，达意隆携手宝洁致力爱心慈善事业，打造宝洁希望工程，共同捐献物资给一家希望小学。



2008年—2009年，达意隆为宝洁集团提供共计7台旋转式高速灌注旋盖二合一机设备。

2011年，宝洁（中国）一次性定购达意隆旋转式高速灌注旋盖二合一机设备6套。

2013年，达意隆与宝洁的合作进入一个全盛时期，9月，宝洁亚太区供应链代表团一行40余人来达意隆参观考察。此次参观，对促进双方交流合作有着重要的意义。

2014年，达意隆宝洁代工厂项目正式启动。作为全球日化行业的龙头企业，此项目是宝洁在全球范围内第一次与设备供应商开展代工合作。这是达意隆与宝洁长期、稳定的合作进程上一个质的飞跃，充分验证了达意隆在日化行业的技术已达到国际化水平。相信，该领域的深入拓展及良好前景将为达意隆注入更强劲的生肌。





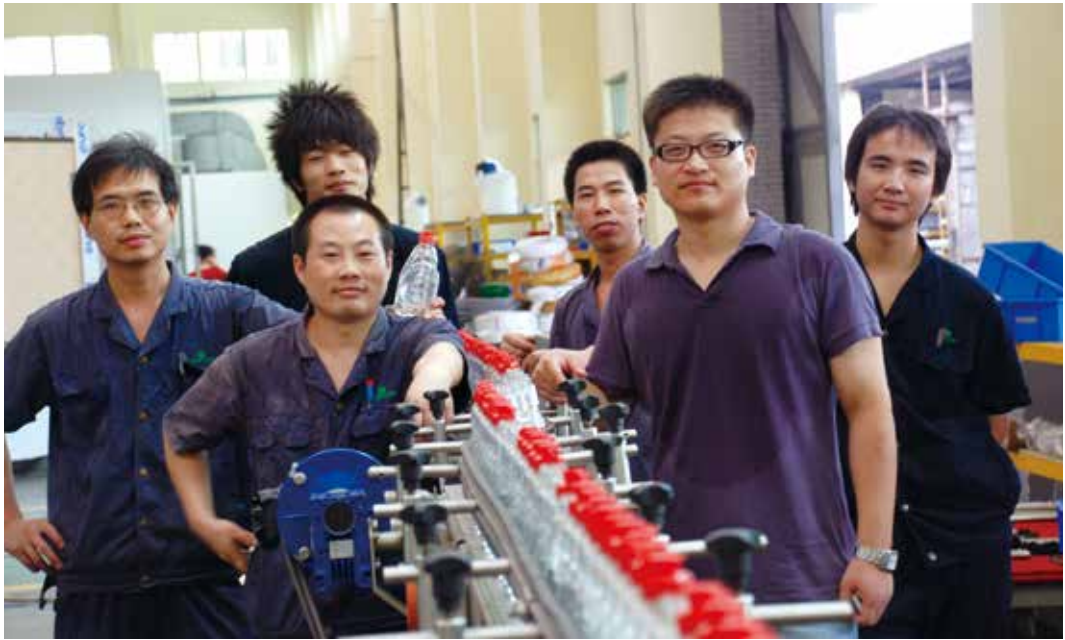
Founded in 1837, P&G is the largest company producing daily consumer goods. Everyday sees 3 billion intimate contacts between P&G products and its consumers. In the year of 2003 was the start of cooperation between Guangzhou Tech-Long and P&G. In 2005, both sides co-developed the high-viscosity volumetric liquid filling machine, a starting point of our business ties. As the first Chinese supplier of complete production lines to P&G, the partnership signified Tech-Long's successful access to daily chemical field. For many years, with the ever-lasting help and support from P&G, Tech-Long elevated its research and development and improved the operational performance of high-viscosity filling machines in a ceaseless manner. By 2013, Tech-Long had provided a total of 20 high-viscosity volumetric liquid filling machines to P&G. The data show that, with equipment produced by Tech-Long finding their way to factories of P&G, the rise in daily chemical of Tech-Long, successfully

became a new growth area of our performance. In the encouraging atmosphere of P&G's expanding market share in China, Tech-Long and P&G will definitely deepen our cooperation and advance to a bright future.

## History Review

In 2003, Tech-Long supplied a set of simple equipments to P&G, witnessing the opening of our partnership.

In March 2004, P&G paid its first visit to Tech-Long. In 2005, P&G and Tech-Long formally inked the contract to develop the high-viscosity volumetric liquid filling machine, used for producing detergent products. The signing of this agreement formally launched the friendly partnership between Tech-Long and P&G.



In 2006, Tech-Long delivered the first filling equipment to P&G and was awarded the title of Excellent Equipment Supplier to P&G of 2006.

In 2007, Tech-Long supplied 4 sets of high-viscosity volumetric liquid filling machines to different factories of P&G, opening the first gate to European market.

In 2008, Tech-Long and P&G devoted themselves to love and charity, fostering P&G Hope Project, jointly donated to a hope primary school.

From 2008 to 2009, Tech-Long provided 7 sets of rotary high-speed filler-capper monobloc to P&G.

In 2011, P&G (China) placed an order for 6 sets of rotary high speed filler-capper monobloc produced by Tech-Long.

In 2013, the partnership between Tech-Long and P&G was in full bloom. In September, a delegation of 40 representatives from Asia&Pacific supply chain of P&G paid a visit to Tech-Long. This visit contributed a lot to the exchanges and cooperation of both sides.

In 2014, the subcontracting project partnered by Tech-Long and P&G was officially set up. As a global giant in daily chemical, this project was the first cooperation of P&G with its equipment supplier worldwide, a volumetric leap of a stable and standing partnership between P&G and Tech-Long, showing the technologies of Tech-Long in daily chemical reaching the international level. We have every confidence in the future that the advancement, expansion and promising prospect of this field will enliven Tech-Long with more and stronger vitality.



# 达意隆与雀巢 Tech-Long and Nestle

合作时长:9年(2006—2014)

合作设备及生产线总数: 22

A partnership of 9 years (2006-2014)

Total equipment and production line cooperated: 22









雀巢公司，由亨利·雀巢（Henri Nestlé）于1867年创建，总部设在瑞士日内瓦湖畔的韦威（Vevey），在全球拥有500多家工厂，为世界上最大的食品制造商。2006年，达意隆与天津雀巢的合作，揭开了双方合作的帷幕。几年间，在与雀巢客户长期的谋和下，达意隆不断革新技术，持续提升产品性能，五加仑整线设备及水处理系统技术已达到世界领先水平，与雀巢集团的合作也进入黄金时段。据不完全统计，达意隆与雀巢集团合作设备已多达20余多，其中含7条超洁净五加仑生产线及3套水处理系统。

## 回眸

2006年9月，雀巢团队首次到访达意隆考察。同年，双方签订五加仑设备的采购合同。这是雀巢第一次选用中国的五加仑设备。

2007年，达意隆与雀巢巴基斯坦工厂签订了五加仑

900桶整线设备的采购合同，并于2008年顺利验收。该项目的成功标志着达意隆的五加仑灌装设备已经完全达到国际最高水平。

截至到2014年，达意隆为雀巢共提供7条2000桶及以上的高速五加仑生产整线与3套水处理系统，这标志着达意隆与雀巢公司进入了深层战略合作的阶段。

Nestle, set up by Henri Nestle in 1867, made its headquarters in Vevey by Lake Geneva, Switzerland. As the biggest food manufacturer in the world, it has more than 500 factories all over the world. In 2006, the cooperation between Tech-Long and Nestle in Tianjin unveiled their formal bilateral cooperation. Over several years, by researching customers' needs, Tech-Long has ceaselessly innovated its technology and improved its products. Its five-gallon whole line equipment



and water treatment technology have met world standard, and its cooperation with Nestle Group has stepped into the golden period. According to the statistics, the equipment cooperated between Tech-Long and Nestle has reached more than 20 sets, among which, there are 7 ultra hygienic HOD line and 3 sets of water treatment system.

## History Review

In Sept.2006, when Nestle visited Tech-Long for the first time. In this year, the purchasing contract of five-gallon equipment was signed by both parties. This is the first five-gallon equipment of China selected by Nestle.

In 2007, Tech-Long signed the purchasing contract of five-gallon 900-barrel whole line equipment with factory of Nestle in Pakistan and the equipment

was successfully accepted in 2008. The success of the project signifies that the five-gallon filling equipment of Tech-Long has met the world standard.

By the year 2014, Tech-Long has provided 7 sets of HOD line and 3 sets of water treatment system, which signifies that Tech-Long and Nestle have entered into a deep strategic cooperation.



# 达意隆与达能

# Tech-Long and Danone

**合作时长15年，1999—2014**

**合作设备总数：73**

A partnership of 15 years (1999-2014)

Total equipment cooperated: 73







总部设于法国巴黎的达能集团是一个业务多元化的跨国食品公司，集团的业务遍布六大洲、产品行销100多个国家，是欧洲第三大食品集团。九十年代初，达能集团开始进军中国市场，并迅速取得极佳效益。1999年，达意隆与达能开始合作，多年来双方始终坚持“合作共赢，共同发展”的理念，真诚相待，彼此信赖，在合作中结下了深厚友谊，跟据不完全统计，双方已开展了40多个项目的合作。随着达能中国市场的不断扩张与对达意隆产品与服务的认可，相信双方合作前景会越来越多，越来越好！

## 回眸

1999年，深圳达能益力矿泉水有限公司购进达意隆600BPH五加仑灌装线，拉开了双方友好合作的序幕。

2000年，达能集团向达意隆采购6条五加仑灌装线。

2001年，达能集团向达意隆采购7条五加仑灌装线；

12台旋盖设备。

2002年，达能集团乐百氏公司购进达意隆2条PET瓶热灌装饮料生产线，用以生产“脉动”。在接下来的两年，“脉动”在中国市场上取得了巨大的成功。彻底改变了以茶饮料、果汁饮料垄断市场的中国饮料格局。

2005年，达能集团亚太区工业总监Mr. Jean-Claude VIDAL，法国总部高级工程师Mr. Pierre.Parize，乐百氏技术总部总经理冯雷先生，控股印尼AQUA集团技术发展部经理Mr. Adjiwibowo Suharno 共同来达意隆考察，本次来访，确立了双方的战略合作关系，并正式签订《战略合作协议》。

2011年，达能集团采购达意隆4台吹瓶设备及32套配套设施。



Headquartered in Paris, France, Danone Group is an international food corporation with diversified businesses all over the world. Being the third largest food corporation in Europe, Danone sells its products in more than 100 countries. In the early 1990s, Danone started to enter into the market of China, and profited rapidly. In 1999, Tech-Long began to cooperate with Danone. Over the years, both sides have abided by the principle of "win-win cooperation and common development". By sincere cooperation and trusting each other, the two corporations have forged a deep friendship. According to statistics, more than 40 projects have been carried out cooperatively. With the expansion of Danone's market in China, and its recognition to the products of Tech-Long, there will be a more bright future for the cooperation of both sides.

## History Review

In 1999, Shenzhen Danone Yili Mineral Water Co., Ltd. purchased 600 BPH five-gallon filling lines from Tech-Long, which unveiled the cooperation between the two sides.

In 2000, Danone Group purchased 6 sets of five-gallon filling line from Tech-Long.

In 2001, Danone Group purchased 7 sets of five-

gallon filling line and 12 sets of capping machine from Tech-Long.

In the year of 2002, Robust Company of Danone Group purchased two PET Bottle's hot filling beverage production lines of Tech-Long to manufacture Mizone. In the coming two years, Mizone made a big success in Chinese market, which totally changed Chinese beverage situation of being dominated by tea and juice.

In 2005, Mr. Jean-Claude VIDAL--industrial director of Danone Group in Asia-Pacific, Mr. Pierre. Parize--senior engineer from the headquarters of Danone, Feng Lei-general manager of technology center of Robust, and Mr. Adjiwibowo Suharso--manager of department of technology development of AQUA Group visited Tech-Long together. This time, the visit established the strategic relationship, and the Agreement of Strategic Cooperation was signed formally.

In 2011, Danone bought 4 sets of blow molding machines and 32 sets of facilities.

# 达意隆与益海粮油 TECH-LONG AND YIHAI KERRY



合作时长6年（2008—2014）

合作项目设备总数：34

A partnership of 6 years (2008-2014)

Total equipment cooperated: 34







益海嘉里，新加坡丰益国际有限公司在华投资的以粮油加工、油脂化工、仓储物流、内外贸易为主的多元化企业集团，也是国内最大的粮油加工集团，多年来，益海粮油凭借其领先的市场地位，遍布于中国区全国各地。6年前，达意隆第一台灌装设备首次进入益海粮油的生产线。多年来，达意隆不断丰富产品线，降低经营风险，基于在水、饮料行业积累的传统优势，与益海粮油的合作前景也越发广阔。6年间，益海和达意隆之间的合作从第一年的1个项目迅速增加到第5年的13个项目，彰显的是益海集团在华发展的高速腾飞，同时也证实了达意隆在打造非饮新领域所取得的光鲜成绩。在继往开来的新时代，对于拥有强大市场的益海和深厚创新底蕴的达意隆，二者必将紧握合作契机，再攀事业新高峰！

## 回眸

2008年，初次相识：

4月，益海嘉里投资有限公司Michael Dean Lively初次到访达意隆，对达意隆的技术与生产能力表示高度认

可，双方畅谈了未来合作领域和方向。6月，广州益海嘉里向达意隆订购了首台国产灌装设备，本次合作益海粮油和达意隆的良好合作奠定了坚实基础。

2012年，达意隆与益海粮油的合作进入全盛时期：随着益海粮油的高速发展，达意隆设备不断进入益海粮油各个分厂，益海集团全年购买达意隆灌装生产线共计13条。

2013年，达意隆为益海集团各分厂提供灌装生产线12条，为双方的合作之旅再次添上浓墨重彩的一笔。

Yihai Kerry, invested by Wilmar International of Singapore, is a business group involving in grain oil processing, oil industry, warehousing and logistics. It is the biggest grain oil processing group in China. Over the years, by taking advantage of its leading market position, its branches appeared all over the China. Six years ago, the first set of filling equipment of Tech-Long entered into Yihai Kerry's production line. Over the years, Tech-Long



has continuously enriched its production lines and reduced business risks. Based on the traditional advantages accumulated from water and beverage industry, the cooperate prospects become wider and wider. During the 6 years, the cooperation projects increased from 1 project in the first year to 13 projects in the fifth year, which not only showed the rapid growth of Yihai Group, but also proved Tech-Long's brilliant success in other fields. In the new era of the future, Yihai--with a strong market, and Tech-Long--with a profound innovation base, they will definitely seize the opportunity of cooperation and achieve a new career height.

## History Review

In 2008, the first encountering;

In April, Michael Dean Lively from Yihai Kerry visited Tech-Long for the first time, and highly appreciated the technology and production capacity of Tech-Long. Both sides talked about the future cooperation. In June, Yihai Kerry in Guangzhou



ordered the first set of homemade filling equipment, which paved the solid way for their future cooperation.

In 2012, the heyday of their cooperation came; With the rapid development of Yihai, many equipment of Tech-Long entered into each branch of Yihai. In this year, Yihai bought 13 sets of filling production lines from Tech-Long in total.

In 2013, Tech-Long provided 12 sets of filling production lines to each branch of Yihai, which added an indelible mark to their cooperation.



# 达意隆与怡宝 Tech-Long and C'estbon

合作时长14年 (2000—2014)

合作项目设备总数：73

A partnership of 14 years (2000-2014)

Equipment and production lines cooperated: 73 sets









华润怡宝饮料(中国)有限公司，旗下产品品牌“怡宝”多年来在国内市场上优异成绩使得怡宝成为中国饮用水市场上的领先品牌，特别是在华南地区市场上，其产品市场占有率连续多年稳居首位。2000年,达意隆与怡宝展开第一次合作，在长达14年的时间里，达意隆和怡宝发展了全面、稳定的合作伙伴关系，论成果，可谓节节开花。据不完全统计，达意隆与怡宝及怡宝代工厂合作项目设备总数高达70多。随着双方相互了解与合作的不断深入，2013年达意隆与怡宝签订代工合作项目，为双方的合作之旅添上精彩的一笔，我们相信，具有深远意义的合作一定会推动合作双方的共同成长和整个市场的健康发展。

## 回眸

2000年，1套300桶/小时的大桶水生产线揭开了华润怡宝与广州达意隆的合作序幕。从此，双方展开了愉快的合作之旅。

2004年，达意隆为怡宝食品饮料(广州)有限公司提供了2条30000瓶/小时的瓶装纯净水线设备，双方进一步确定了合作关系。

2006年，怡宝代工厂（江门信联）大手笔采购达意隆8

台吹瓶设备！

2012年，达意隆为怡宝公司及其代工厂共提供8条水线整线设备与2台单机设备；同年，达意隆携手怡宝代工厂（广州信联）共同打造出2条43200BPH瓶装水整线设备，为当时中国生产的产量最大的吹灌旋设备。该高产能的吹灌旋设备的推出，标志着达意隆的技术达到另一个高度，在某种程度上具备撼动国际最高水平设备的能力。

2013年，达意隆为怡宝代工厂共提供15条水线整线设备；同年，达意隆与怡宝全面展开OEM合作，2013年8月29号，广州达意隆与广州华新集团控股有限公司、华润怡宝食品饮料有限公司三方共同签订了《华润怡宝OEM项目战略合作框架协议书》，此次协议的签订，全面启动了达意隆华润怡宝的项目，强有力的体现出达意隆设备稳定性与人才管理上的优势。

2014年，达意隆为怡宝代工厂提供5条水线整线设备。

Due to the brilliant achievements made by C'estbon--a brand of China Resources C'estbon Beverage (China) Co., Ltd., it has become a leading brand in Chinese drinking water market. Especially



in the south China market, its market share ranked first for many successive years. In 2000, Tech-Long and C'estbon started their first cooperation. During the 14 years, they have established a comprehensive and stable partnership. They've jointly made great achievements. Based on the statistics, Tech-Long has cooperated with C'estbon and its OEM for more than 70 sets of equipment. With the deepening of mutual understanding and cooperation, they signed OEM cooperation projects. We firmly believe that, the far-reaching cooperation will definitely promote their mutual growth and the healthy development of the whole market.

## History Review

In 2000, their cooperation started with a set of 300BPH 5-gallon filling line. Since then, a pleasant cooperation has begun.

In 2004, Tech-Long provided 2 sets 30,000BPH purified water line C'estbon Food and Beverage (Guangzhou) Co.,Ltd . A further partnership was established.

In 2006, the OEM (Xinlian in Jiangmen County) of C'estbon purchased 8 sets of blowing molding machine.

In 2012, Tech-Long provided C'estbon and its OEM with 8 sets of water production whole line and 2 sets of single equipment.

In the same year, by cooperating with C'estbon's OEM(Xinlian, Guangzhou), they jointly created 2 sets of 43200BPH bottled water complete line equipment, which was the blowing, filling and capping equipment with the largest production in China then. The launch of this equipment marked the new height of Tech-Long's technology. It meant that Tech-Long had the capacity to reach the highest international standard.

In 2013, Tech-Long provided the OEM of C'estbon with 15 sets of whole water production line;

In the same year, Tech-Long and C'estbon fully started cooperation on OEM. In 29th Aug. 2013, Tech-Long in Guangzhou, Xinhua Group Holdings Ltd. in Guangzhou, and China Resources C'estbon Food and Beverage Co., Ltd. jointly signed the Agreement on Strategic Cooperation Framework of China Resources C'estbon OEM Project.

The signing of the agreement marked the full launch of their projects, which clearly signified the advantages of Tech-Long's equipment and management.

In 2014, Tech-Long provided 5 sets of whole water production line equipment for the OEM of C'estbon.





# 达意隆与达利 Tech-Long and Dali

合作时长9年，2006—2014

合作设备总数：184

A partnership of 9 years (2006-2014)

Total equipment cooperated: 184



达利集团，国内最大的休闲食品生产厂家。2006年，达利集团大举进军中国饮料市场，打造出新一代饮料的强势品牌。作为国内液态包装的龙头企业，2006年，达意隆与达利展开了友好合作。多年来，双方相互支持、合作无间，用实际行动完美的诠释了双赢。到目前为止，达利集团旗下有“和其正”凉茶、“达利园”含乳饮料、茶饮料、果汁饮料、植物蛋白饮料、八宝粥，品类之多、种类之广，在国内饮料界绝无仅有。与此同时，达意隆的发展也日新月异，成为中国液态包装行业的龙头企业。未来，双方将持续精诚合作，携手创写新蓝图，共享双赢硕果。

## 回眸

2006年，达利集团一次性采购达意隆6条24000瓶/时热灌装生产整线；这是双方的第一次合作，充分体现出达意隆的研发、制造能力；同年，达利集团各分厂共计订购达意隆12台全自动吹瓶机。

2007年，达利集团再次大手笔，一次性向达意隆采购7条24000瓶/时热灌装生产整线；4条36000瓶/时瓶装水生产整线；28台全自动吹瓶机；双方的合作进入一个

全盛时期。

2008年，达利集团向达意隆采购3条瓶装水生产线；12台全自动吹瓶机。

2009年，达利集团向达意隆采购12台全自动吹瓶机。

2010年，达利集团向达意隆采购18条瓶装水生产线；29台全自动吹瓶机。

2011年，达利集团向达意隆采购10条瓶装水生产线；4台全自动吹瓶机。

Dali Group is the biggest snack food manufacturer in China. In 2006, Dali entered into Chinese beverage market, and made a strong brand of beverage. As a leading company in liquid packaging in China, Tech-Long started a friendly cooperation with Dali. Over the years, the two companies supported each other with a good partnership, and interpreted "win-win" with practical actions. So far, Dali has a variety of kinds of products, such as: "Heqizheng" herbal tea, "Daliyuan" milk drinks, tea drinks, fruit drinks, plant protein drinks and



eight-treasure porridge. Meanwhile, Tech-Long developed rapidly, and became the real leader in the liquid packaging industry. In the future, the two companies will continue to cooperate sincerely and make great achievements jointly.

## History Review

In 2006, Dali bought 6 set of 24000 bottles/hour hot-filling production line from Tech-Long, which was their first cooperation. It comprehensively showed the developing and innovative capacity of Tech-Long; in the same year, the branches of Dali bought 12 sets of automatic blow molding machine.

In 2007, Dali bought 7 sets of 24000 BPH hot-filling production line, 4 sets of 36000 BPH bottles water production line, and 28 sets of automatic blowing molding machine, which signified the heyday of their cooperation.

In 2008, Dali bought 3 sets of bottled water production line, and 12 sets of automatic blow molding machine from Tech-Long;

In 2009, Dali bought 12 sets of automatic blow molding machine from Tech-Long;

In 2010, Dali bought 18 sets of bottled water production line, and 29 sets of automatic blow molding machine from Tech-Long;

In 2011, Dali bought 10 sets of bottled water production line, and 4 sets of automatic blow molding machine from Tech-Long;

# 金言妙语——送祝福

## BEAUTIFUL SENTENCES- GREETINGS FROM CUSTOMERS



### 1 / 广州信联智通实业股份有限公司 董事长 曾小斌 贺词：

尊敬的达意隆公司全体同仁：

**回首过去峥嵘岁月欣慰神驰，展望未来锦绣前程壮怀激越。**

欣闻贵公司即将迎来十五周年庆典之际，广州信联智通实业股份有限公司向多年来给予我们支持与厚爱的老朋友——达意隆公司表示衷心祝贺。

贵公司自创立至今，秉承“为你而转”的经营理念，已发展成为亚洲最大的饮料包装设备制造基地，贵公司用户至上、质量第一、锐意创新、步步领先，堪称行业典范，值得我们借鉴与学习。我们愿与贵公司携手发展，协同创新！

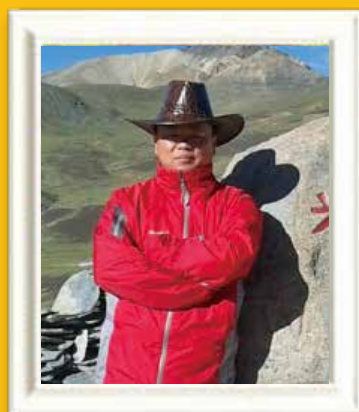
最后，祝愿贵公司事业日新，宏图大展！

A stylized handwritten signature in black ink, likely belonging to Mr. Zeng Xiaobin.



2 / 亨氏上海福达食品有限公司  
厂长 赵文松 贺词：

“值此15周年庆，恭祝达意隆事业蒸蒸日上、不断追求卓越、为客户提供世界级的设备和解决方案”



2

3 / 云南天外天公司  
王理圣 贺词：

精良设备实现共赢  
相互信赖共创辉煌  
值此十五周年庆，祝达意隆公司基业长青！

4 / 维维食品饮料股份有限公司  
孙欣 贺词：

贵公司用户至上，质量第一，锐意创新，步步领先，堪称同行典范。值达意隆15周年之际，我谨代表维维食品饮料股份有限公司

祝事业日新，宏图大展。

维维食品饮料股份有限公司

孙欣

5

**Tanzania NBCL**  
**CEO R.K.Bala**

Congratulations on Tech-Long 15 years  
birthday.Wish Tech-Long and Coca-  
cola,Mwanza partnership forever

Best Wishes



R.K.Bala  
CEO,NBCL



5

6

**杭州娃哈哈集团有限公司**  
**副部长 杨林 贺词:**

值此达意隆15周年庆，祝达意隆生意蒸蒸日上，成为中国饮料设备技术的标杆。

杭州娃哈哈集团有限公司

  
2014.10.22

## 7 / 中国轻工机械协会 副理事长兼秘书长 王欣 贺词：

达意隆公司是中国液态食品机械行业的龙头企业。在十五年的发展历程中，达意隆公司不断创新，取得了骄人的辉煌业绩，为提高中国液态食品机械行业发展水平做出了巨大贡献。希望达意隆公司继续努力，加快技术、质量和服务全面升级的步伐，早日成为国际一流企业。

王欣  
中国轻工机械协会副理事长兼秘书长



7

## 8 / 中国饮料工业协会 理事长 赵亚利 贺词：

短短15年，达意隆从无到有，成为中国饮料装备制造业的领衔企业；长长15年，达意隆在摸爬滚打中科技创新，成为国内外饮料企业的优秀供应商。中国饮料行业的发展，融入了达意隆的成长与贡献。为此，热烈祝贺广州达意隆包装有限公司15年所取得的卓越成就，并祝未来日新月异，蓬勃向上！

赵亚利  
中国饮料工业协会理事长



8

## 9 / 中国矿联天然矿泉水专业委员会 秘书长 廖雷 贺词：

尊敬的达意隆公司全体同仁：

值此十五周年庆典，我代表中国矿联天然矿泉水专业委员会、代表国家天然矿泉水技术评审鉴定专家委员会恭祝达意隆公司一帆风顺、越来越好！

十五年来，达意隆公司陪伴着中国天然矿泉水行业走过风风雨雨，参与并见证着中国健康饮水事业发展的点点滴滴。

五行之序，水为万物之本；八方天地，水是生命之源。水利万物而于天下之争，水润四季而促百象昌荣。天然矿泉，水魂地精，天地恩赐，玉液甘琼。富集人体所需矿物多种，元素配比众寡适中；犹天公妙手悬壶济世，恰天然岐黄惠施众生。

今天，随着中国消费者健康意识的不断提高，天然矿泉水行业的春天已经到来，希望达意隆公司与我们紧握双手，共同为人类健康、祖国强盛、民族昌荣做出应有的贡献。



中国矿联天然矿泉水专业委员会

10

东鹏饮料集团  
董事长 林木勤 贺词：

“十五易春秋，风华正茂；十五载耕耘，硕果累累。”

值贵公司15周年庆典之际，东鹏饮料集团表示最真诚的祝福和最热烈的祝贺！

“达海通江财源广，意气风发十五载，隆隆声中续辉煌。”回首十五载，达意隆始终坚持“为你而转”的理念，锐意进取，步步领先，创造了无数个奇迹！东鹏饮料集团愿继续与达意隆一起，携手并进，再创辉煌，共同期待，下一个15年，有你有我更精彩！

愿贵公司傲立商海，鹏程万里！



东鹏饮料





11 / 马来西亚快乐家庭股份公司  
全体员工 贺词：

广州达意隆包装机械有限公司十五周年庆

生意兴隆，技术领先于世界！

马来西亚快乐家庭股份公司



12 / 马来西亚 R O WATER SDN. BHD  
董事长 饶正德 贺词：

广州达意隆包装机械股份有限公司  
迈向康庄十五周年

祝公司 大展宏图！  
鸿运开来！

马来西亚  
R O WATER SDN. BHD.

饶正德 先生（董事）  
率全体员工 贺



13

福建达利集团  
全体员工贺词：

司告天下齐相贺，  
庆歌欢声破长空。

公道厚德明商雄，  
志怀高远凌霄汉，

隆情盛意颂美誉，  
年丰时稔岁岁同，

意气风发张旗鼓，  
周情孔思笃诚信，

达权通变博洪流，  
十五辉煌别样红。



14 / 古田山股份有限公司  
总经理 鲁雁芬 贺词：



意氣風發揚帆航  
隆隆聲中鏖輝煌

——古田山股份有限公司總經理魯雁芬賀

15 / 四川蓝剑饮品集团  
副总经理 邹宗凤 贺词:



蓝剑只销售健康

达意隆为健康而转

携手打造食品安全产业链

为消费者健康护航

四川蓝剑 邹宗凤

2014.9.20

16 / 贵州北极熊实业有限公司  
董事长兼总经理 杨雷 贺词:

希望廣州達意隆繼續引領  
中國飲料設備加工行業走向世界  
為中國民族品牌創造更多榮譽。

楊雷

二〇一二年十月十五日。



17 / 浙江快活林食品有限公司  
总经理 邓文彬 贺词:

时光如梭风雨同舟，一分耕耘一分收获，达意隆人通过  
15年的努力成为中国饮料包装机械行业的翘首，祝福你们！  
祝愿达意隆一帆风顺再创辉煌！

浙江快活林食品有限公司

邓文彬  
2014.6.29

18 / 昆明珍茗食品有限责任公司  
分厂总经理 张恩涛 贺词:

恭贺: 广州达意隆包装机械股份有限公司  
十五周年庆典举办成功.

祝愿

再创伟业、再铸辉煌.

创新不止.

昆明珍茗食品有限责任公司





19 / 山东鲁花集团  
总裁 宫旭洲 贺词：

十五年前的今天，开张；颂明天更美好。  
十五年后的今天，飞达；意隆创大伟业。  
祝达意隆十五岁生日快乐！

山东鲁花集团 宫旭洲  
二〇一四年七月一日

20 / 杭州娃哈哈集团有限公司  
部长 庄晓阳 贺词:

风雨历程十五载，  
励精图治敢为先，  
凯歌高奏齐声赞，  
继往开来再登攀！

庄晓阳

21 / 农夫山泉股份有限公司  
工程总监 高虹 贺词：

## 羊城创业锐意进取历十五载 饮料机械中国龙头再创辉煌

开拓、创新、务实、超越。期待达意隆公司在不久的将来，赶超国外先进技术，制造出国际一流水平的饮料机械设备，长国人志气，创百年品牌！

农夫山泉 高虹

22 / SOSRO  
SOSRO Indonesia





23 / 今麦郎饮品有限公司  
副总经理 丁宏强 贺词:

贺达意隆15周年庆典

华穗神州普欢颜

盛世腾达正当年

中天鸿业意崛起

功德兼隆欲腾飞

今麦郎饮品有限公司

丁宏强  
2014.10.26. 贺

24

北京宝洁技术有限公司  
Poe Zhao/赵波 贺词：

亲爱的达意隆公司全体同仁：

值贵公司十五周年庆典之际，我代表宝洁公司向达意隆公司表示衷心祝贺。做为贵公司战略合作伙伴，我们很高兴见证并且参与到过去十年达意隆的飞速成长中。我们相信，是达意隆的管理理念，锐意进取，卓越执行让达意隆在市场竞争中出类拔萃。

我们期待着与达意隆开展更深入的合作，也祝愿达意隆蓬勃发展，基业长青。



Dear Tech-long fellows,

I am offering my sincerest congratulation on tech-long 15 years anniversary.As your strategic partner,we are glad to witness and be part of great progression in past 10 years cooperation.

It is her leadership,her passion for winning,her execution with excellvece make Tech-long difference and outstanding.

We are looking forward to continuously cooperate with you and wish Tech-Long can continuouslu win the decades and beyond.

Poe Zhao/赵波

Aisa Engineering leader  
Procter &Gamble

A handwritten signature in black ink, appearing to be 'Poe Zhao' or a stylized version of the name, written over a light blue horizontal line.



25 / Vietnam THP Group  
CEO Dr. Thanh

Chúc mừng 15 năm Thành Lập  
Tập Đoàn Tech Long.  
Chúc Tech Long phát triển bền vững

15/10/2014

*Thanh*  
CEO  
Trần Đại Thanh Doctor Thanh.

15 OCT 2014

## Congratulatory Article-Smartpack Indonesia Novelius Panjaitan

On behalf of our entire organization PT. Smartpack Machinery Indonesia, we extend our heartiest and sincerest congratulations to Tech-Long for completing the 15 glorious years of success. Tech-Long have achieved tremendous growth since 1999 and gradually have built an eminent reputation in the world's market with highest quality product and services to customers.

It's a pleasure that we are able to work together with Tech-Long, one of the leading manufacturer of bottling and packaging machinery for food and beverages industries. We believe, with brilliant teams, dedicated workers and friendly work environment, Smartpack and Tech-Long certainly will continue to achieve good sales performance in Indonesia for the coming years.

Working with Tech-Long has been a real honor; we appreciate the given opportunity for representing Tech-Long product over the years. We value every order and opportunity to serve new customers in Indonesia and we have always found fruitful results in our work experience. At last, PT. Smartpack Machinery Indonesia would like to offer our best wishes for Tech-Long to continue doing great success and fruitful results in the coming years.

**祝贺15周年!**

Warmest regards,



**Novelius Panjaitan**

General Manager



## 27 / Jayanti Cold Storage 公司 Mr. Abhishek Jain



On behalf of my entire organization "JAYANTI", we extend our heartiest congratulations to your company for completing 15 glorious years of success. You have always been on the top of the list for serving the community with your unselfish services. Companies like TECH-LONG with a brilliant team of dedicated workers and with a friendly work environment can only aim for high results. It's a pleasure to work with someone who knows how to make a friendly and inspiring work environment.

Your dedication, enthusiasm and insight are really inspiring. With your commitment and sincerity you have time to time proved your worth and have gained the much deserved recognition and fame. With your services, the community has gained a lot. As your companion, you have always kept customers satisfaction as your priority and have never resorted to any wrong means for any work. Not only do you provide a learning platform but also offer a growing career curve for them.

My Organisation "Jayanti" and I look forward to continuing the close cooperation and excellent relations between our two companies. We welcome the close relations you have maintained with the us and I send you my best wishes for the future."

We wish you all the success for many more years to come. And we hope to continue doing business with you in future.

Again Congratulations on your 15 successful Years!! You have made us all proud. Keep up the good work!

Thanks & Regards...

From:

Jayanti

Mr. Abhishek Jain



28

DS Waters of America, Inc  
W Kent Kise



DS Waters  
11-28-13  
Mr. Songming Zhang  
Chairman  
Tech-Long Packaging Machinery Co.,Ltd

Dear Mr. Zhang

I would like to express to you our warmest admiration for your world-class engineering services extended to us throughout entire design, build and installation process for our Midland, Texas Production line. The kind hospitality you and your team provided while working in the Dongguan factory were also appreciated.

Your management team's efficiency in handling all issues as identified as dedication was extremely professional. In particular, I would like to recognize Mr. Johnson Zhang and Mr. Carter Jia in the honorable manner in which all commitments were delivered upon in a gracious and timely way. The project was a high success at DS Waters completed on-time, on-cost with a very high quality product.

We hope you will continue with your exceptional service in the coming years as well. I will look forward to continuing good business relationship with you and Tech-Long for more years to come including future projects expanding into your water processing equipment line.

Thanking you  
Sincerely,



W Kent Kise  
Vice President Production, Quality & Technical Services  
DS Waters of America, Inc

## 29 / Kazakhstan GALLANZ Bottles CEO Tursen

Ақционерлік қоғамы  
«GALANZ bottlers»  
Қазақстан Республикасы Ақматы обл.,  
Іле ауданы, Байсерке ауымы,  
Сұлтан Бейбарыс көшесі, 27  
Тел 8(727)2357334 факс 8(727)2358251  
E-mail: [info@galanz.kz](mailto:info@galanz.kz), [www.galanz.kz](http://www.galanz.kz)



Акционерное общество  
«GALANZ Bottlers»  
Республика Казахстан, Ақматинская обл.  
Илийский р-он, пос.Байсерке,  
ул.Сұлтан Бейбарыс, 27  
Тел 8(727)2357334 факс 8(727)2358251  
E-mail: [info@galanz.kz](mailto:info@galanz.kz), [www.galanz.kz](http://www.galanz.kz)

Генеральному директору  
Tech-Long Packaging Machinery Co.,LTD  
Г-ну Wang Xiao Jun

АО «GALANZ bottlers» выражает самые искренние поздравления по случаю 15-летнего юбилея компании Tech-Long Packaging Machinery Co.,LTD!

За годы нашего сотрудничества Вы, несомненно, зарекомендовали себя как профессионалы рынка производственных линий. Благодарим Вас за плодотворную совместную работу на протяжении этих лет, и надеемся, что и в дальнейшем наши компании будут надежными и верными партнерами. А достойный труд, многолетний опыт работы, высокое качество продукции и отличный сервис всегда будет опорой в достижении нашей общей цели – повышать уровень качества и полезности продукции.

Пусть дорога к следующему юбилею будет насыщена новыми планами, творческими идеями и достижениями! Желаем благополучия и процветания Вашей компании!

С уважением,  
Алагузов Т.Т.  
Председатель Совета директоров  
АО «GALANZ bottlers»

**30 / Sure Group of Companies**  
**Mr. Sukanraj B. Jain - Managing Director**

To:Mr Zhang Song Ming

To:Mr Zhang Chong Ming

**Tech-Long Packaging Machinery Co.Ltd**

China

Dear Mr Zhang Song Ming and Mr Zhang Chong Ming,

You are about to mark Tech-Long's 15th years of outstanding victory and it is our privilege to join you in the celebration of 15 years of success, hardship and commitment to your partners and clients all around the globe.

We know that the growth and success of your company is largely dependent on having strong and capable employees and great leadership of Mr Ming and Mr Chong that recognize the contribution of each and everyone to maintain the position you have in the industry. You have built your company through hard work and service and have reached up to this day with integrity, transparency and exceptional management. It has been a pressure to be associated with you.

We are hoping that the strong bussiness partnership will reamain for many years to come and would like to offer our congratulations on this anniversary and the best wishes in the coming years.

Sincerely,



Sukanraj B. Jain

Managing Director

SURE GROUP OF COMPANIES

### 31 / BEHALF OF WATER DE PALACE MALAYSIA Goh Min Teck:

"I would like extend my congratulations to Guangzhou Tech-Long on celebrating their 15 anniversary this year. I has been partners of GuangZhou Tech-Long for morethan 10 years and it's has been a pleasure to winess their growth and achievements over the years.And for sure going to attain new heights with lot more success.Congratulations again and we look forward to celebrating with you at your anniversary dinner."

"Happy 15th anniversary"

By: Goh Min Teck

Goh Min Teck

ON BEHALF OF WATER DE PALACE MALAYSIA

**32 / Ultra Pure Bottled Water, Inc.  
President Larry Cacciatore:**

November 11th, 2014

To whom this may concern,

I would like to express to you our greatest appreciation for Tech-Longs world class engineering team for the services extended during the entire design, build and installation process of our Tampa Florida Production line. The Tech-Long teams provided outstanding services and product knowledge and were very personable through the entire process. Your management team handled issues that arose efficiently and effectively and showed dedication and extreme professionalism.

The entire project was a complete success and we are looking forward to working with Tech-Long and your exceptional services in the coming years as well as on future projects as we expand our business.

Sincerely ,

A handwritten signature in blue ink, reading "Larry Cacciatore". The signature is fluid and cursive, with a large initial "L" and a stylized "C".

Larry Cacciatore  
President, Owner  
Ultra Pure Bottled Water, Inc.







**A TINY  
IMPROVEMENT  
A DAY, A GREAT  
SUCCESS A LONG  
TIME**

创新至臻 精业至远

INNOVATION PERFECTS

A dynamic splash of water with many bubbles and droplets, creating a sense of movement and freshness. The water is a clear blue, and the bubbles are white and translucent. The splash is angled diagonally across the frame.

**PRODUCTS,  
QUALITY EXTENDS LIFE**

## 富含市场基因的创新力

如果说，创新是一场无止境的奔跑，那么十五年来，达意隆始终以市场为导向不歇奔跑着。回看过往一个个技术里程碑，每一项技术的突破，背后无一不是达意隆人用心深耕市场，倾听尊重客户需求，以市场需求刺激牵引技术领域的革新。一次次新领域的丰收，也验证了这种富含市场基因的创新力让达意隆更以猛虎之势进入市场，占领市场。

## 科技创新喜盈枝 产品研发结硕果

科技创新无止境，创始至今，达意隆通过自主创新，取得了丰硕成果。相继获得“国家标准起草单位”、“国家级企业技术中心”等多项殊荣。同时，达意隆高度重视研发，为此成立了专门的研发中心与质检机构，凭借自身超强的创新能力和市场洞察力，每年开发出3到5项新产品，更有多项自主研发产品为中国首创，填补了国内技术空白。多年来，紧贴市场脉搏的达意隆通过整合自身卓越的产品与管理资源，采取量身定制的模式，成功为国内外众多饮料工厂提供了包装全面解决方案，完成整厂交钥匙工程的超群服务。

身为拥有整线交钥匙能力及提供全面解决方案能力的中国液态包装机械行业的龙头企业，达意隆始终把提高企业自主创新能力作为实现可持续发展的突破口，打造并提升企业核心竞争力。通过建立国家级企业技术中心，形成科学的技术研发体系，致力于为客户研制安全、可靠、智能、高效的液态包装机械以及全面解决方案，领导了行业的发展潮流，推进了我国民族工业的积极发展。

奔跑在创新道路上的达意隆，将日以继夜，不懈努力，奋力掀起卓越品质的旗帜，昂首挺起中华民族的脊梁，坚毅筑起誉满全球的梦想！

## Innovation Capability with Market Gene

If innovation is a running without end, then Tech-Long keeps running with the orientation of market for 15 years. Looking back to one by one technical limestone, every breakthrough in tech, all without exception, was the result of diligent working in market, listening to the requirements of customers, and spurred by market demand. One after one harvest in new field once again testified the innovation with market gene will bring Tech-Long into market and conquer the market with fierce force.

## An Achievement on Science Innovation, A Great Harvest on Products Development

There is no ending of science innovation, since it was set up; Tech-Long gained a lot through science innovation. Tech-Long gained the glories of "National Standards Drafter", National R & D Center etc in succession. Meanwhile, Tech-Long thinks highly of research and development, so as to set up R & D center and quality inspection department. With its super innovation capability and market insight, Tech-Long launches 3-5 new



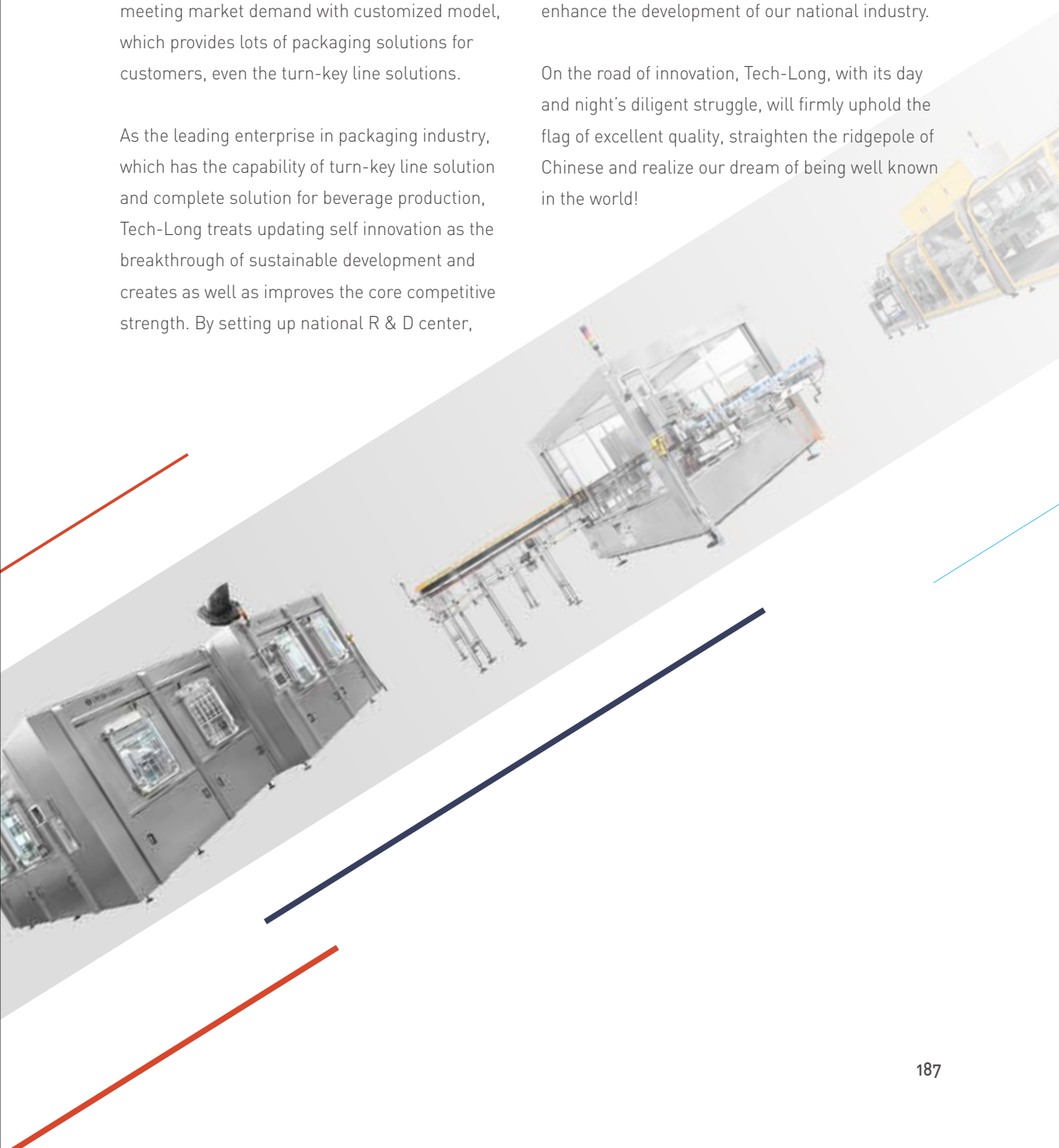


products every year, what is more , most of the new products are the first in China, which make up the domestic gap. For years, Tech-Long integrated its excellent products and managing resources by meeting market demand with customized model, which provides lots of packaging solutions for customers, even the turn-key line solutions.

As the leading enterprise in packaging industry, which has the capability of turn-key line solution and complete solution for beverage production, Tech-Long treats updating self innovation as the breakthrough of sustainable development and creates as well as improves the core competitive strength. By setting up national R & D center,

Tech-Long shaped its R & D system, who is devoted to provide safer, more reliable, more intelligent, and high efficient liquid packaging equipment solutions, lead the development of this industry and enhance the development of our national industry.

On the road of innovation, Tech-Long, with its day and night's diligent struggle, will firmly uphold the flag of excellent quality, straighten the ridgepole of Chinese and realize our dream of being well known in the world!

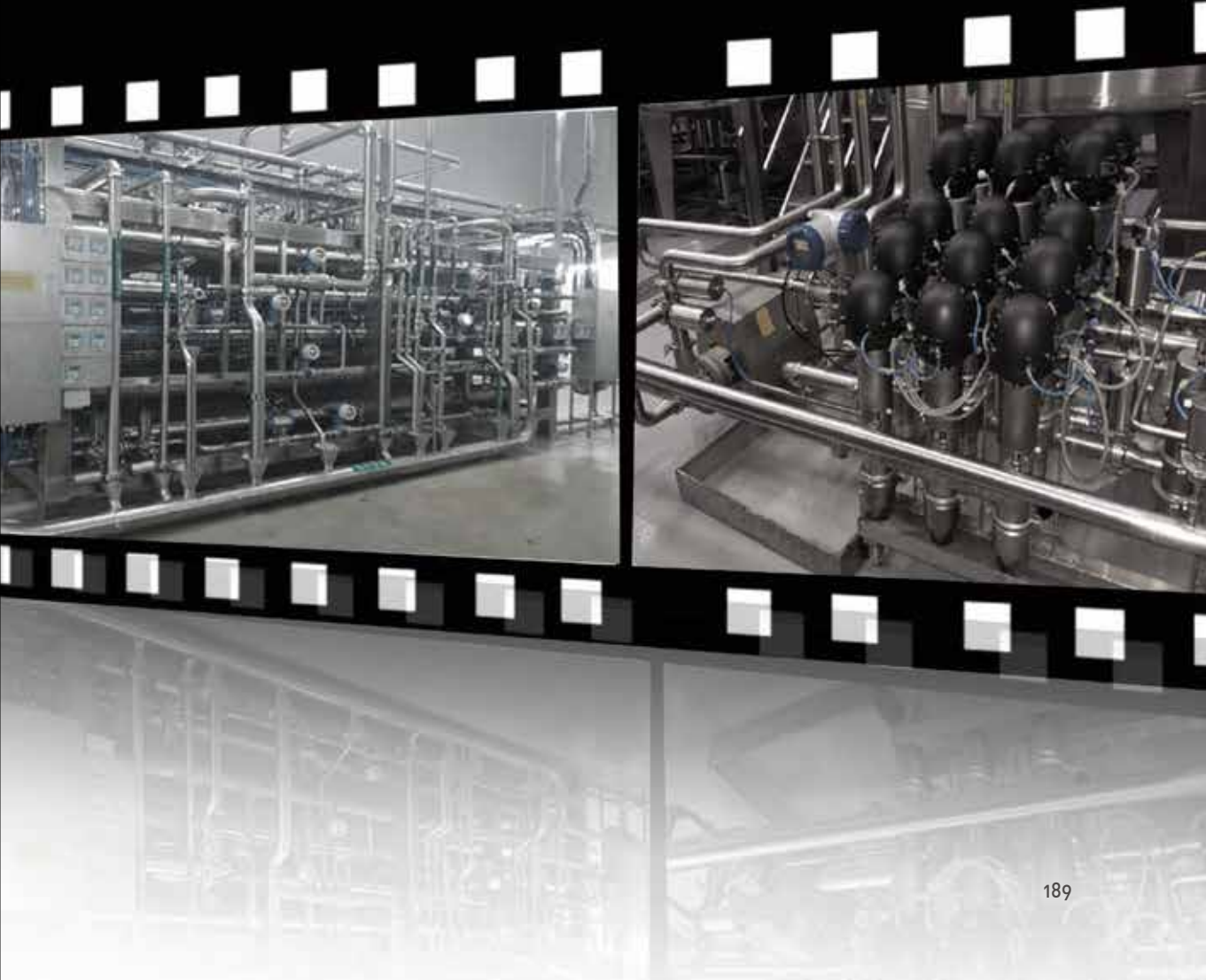


# 水处理设备发展历程

# THE DEVELOPMENT HISTORY OF W



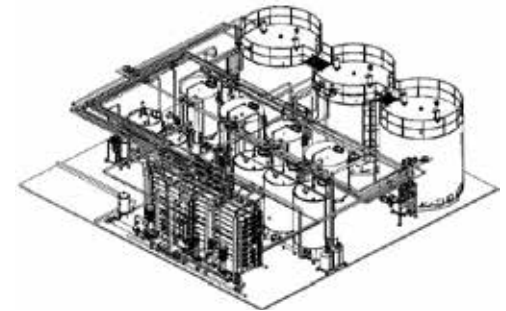
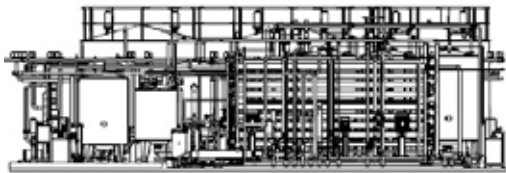
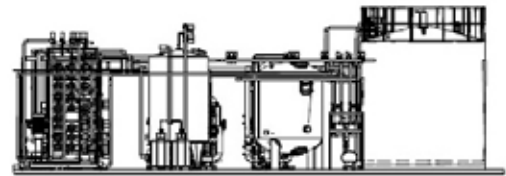
# WATER TREATMENT SYSTEM.



达意隆水处理成立于1999年。从一般客户到高端客户、从国内到国外、从简单的工艺到复杂的工艺、从0.5吨/小时的处理系统到超过100吨/小时的处理系统；达意隆水处理技术与设备持续不断的发展，为用户提供优质的产品 & 全面的解决方案。

**第一阶段：1999-2002年 开启篇章**

达意隆水处理从事于饮用纯净水、矿泉水及工业水处理系统，为客户提供中小型水处理系统。



**第二阶段：2003-2007年 持续发展**

**产能大幅提升**，可为客户提供大型水处理系统，产能超过100吨/小时。

**应用范围及区域跨大**，达意隆水处理系统进入阿联酋、埃及、泰国、马来西亚、越南、伊朗、关岛等国际 市场；在原有的的 行业的基础上进入到啤酒调配水行业等。



技术提升，在设计方面采用了二维及三维集合，设备在制作及安装过程更为简单明了。



### 第三阶段：2008-至今 技术创新、技术升级

2008年国家对矿泉水溴酸盐含量提高新标准，原有工艺不能满足产品品质，应对该行业局势，达意隆对设备及工艺进行技术突破，提供溴酸盐控制系统，根据不同水质进行工艺改进，进一步优化安全水处理方案，确保用户产品水水质符合国家新标准。

2012年，在纯净水方面，采用最新工艺，选用热水消毒型反渗透膜，减少化学清洗次数。整套系统所有管路都可采用热水消毒及定期CIP清洗。该系统应用在上海雀巢系统，是达意隆第一次为国外高端品牌提供成套水处理系统，并成为雀巢成套水处理设备国内唯一指定供应商。

2013年，为天津宝隆宝洁代工厂提供10吨/小时水处理系统，系统选用热水反渗透膜减少化学清洗次数、供水系统采用臭氧水循环回路设计，保证供水系统处于无菌，这是达意隆水处理系统首次进入宝洁，并得到客户高度认可。







Tech Long Water Treatment System was set up in the year of 1999. From general to high-class clients, from domestic to overseas areas, from simple to complicated technology, and from 0.5tons/hour to over 100 tons/hour, Tech Long's Water Treatment technology and equipment keep developing continuously to provide excellent products and overall solutions for its clients.

**The First Period: From the year 1999 to 2002,a brand new chapter had been started.**

Tech Long Water Treatment System was engaged in dealing with purified drinking water, mineral water and industrial water. It mainly provided small or medium size water treatment system for clients.

**The Second Period: Developing continuously from the year of 2003 to 2007.**

**The capacity increased rapidly:** For the capacity reached over 100 tons/hour, the equipment could provide the clients with large-scale water treatment system.

**The Applying Scope and Area were both Enlarged:** Tech Long Water Treatment System has entered the international market such as UAE, Egypt, Thailand, Malaysia, Vietnam, Iran, Guam and so on, what is more, it has also entered the beer mixing water industry on the basis of original industry.

**The Improvement of the Technology:** As for the design, the combination of two-dimension and three-dimension has been adopted, which makes the equipment easier and clearer in the manufacturing and installing process.

**The Third Period: From the year of 2008 to 2014 Technology Innovation Technology Upgrade**



In 2008, a new standard of bromate content in spring water was launched. It increased the content of bromate in spring water. The original process could not meet the requirements of product quality, so to deal with such situation of the industry, Tech Long made some technology innovation, which included providing bromate controlling system, making some technology improvement according to various water quality, further optimizing safety water dealing program wo make sure the water quality of users' comply with the new national standards.

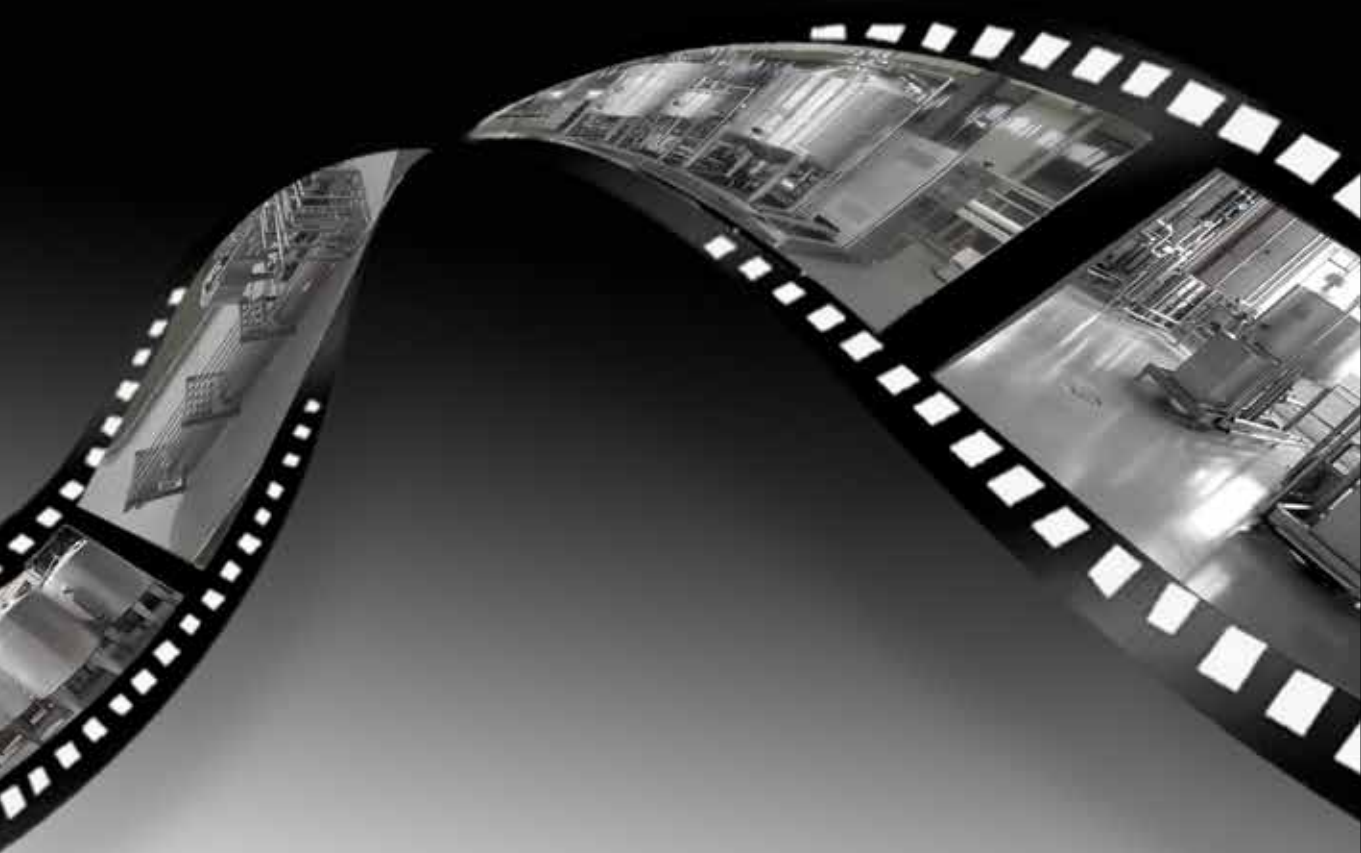
In the year of 2012, in the aspect of pure water, Tech Long adopted the latest technology and used hot-water disinfection type reverse osmosis membrane to reduce chemical washing times. Hot-water disinfection and regular CIP washing can be adopted in turn-key system and all pipes. The system was applied in Shanghai Nestle system, and

it was the whole-set water processing system that Tech Long provided for overseas high-class brand at the first time, which made Tech Long become the only domestic supplier of Nestle's whole-set water processing equipment.

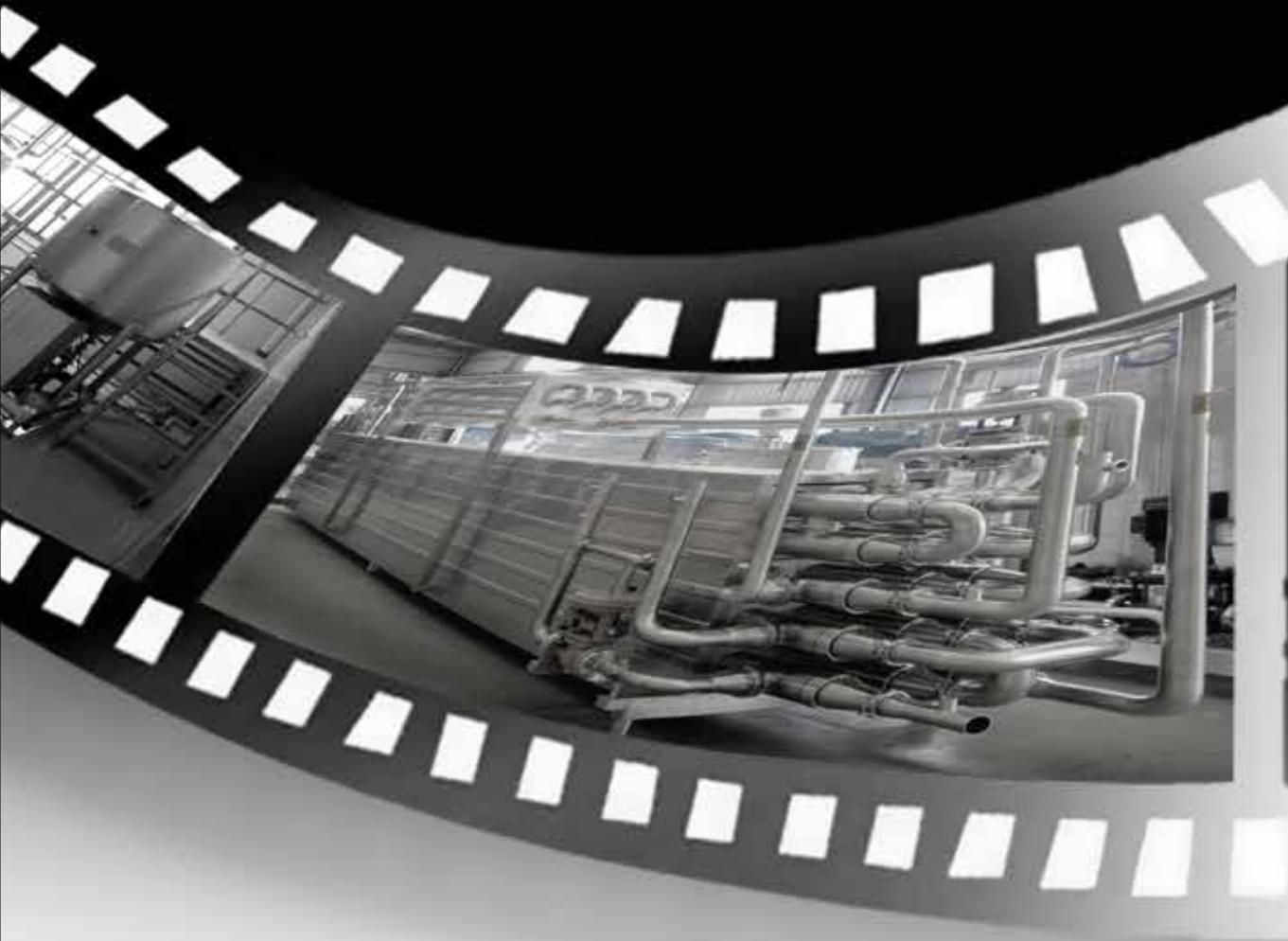
In the year of 2013, Tech Long provided 10 tons/hour water treatment system for Tianjin Baolong P&G Factory, and adopted hot-water disinfection type reverse osmosis membrane to reduce chemical washing times. What was more; the ozone water circulation loop was also used in the water supplying system to make sure that the water supplying system be in sterile environment. It was the first time that Tech Long's water processing system entered P&G market and gained high recognition from the clients.

# 前处理设备发展历程

# THE DEVELOPMENT HISTORY OF B



# EVERAGE PROCESSING SYSTEM







### 第一阶段：2001-2002年 开启篇章

2001年11月,由广州达意隆和天津巴氏合资成立的广州巴氏轻工机械有限公司成立，制作出第一条达意隆热灌装饮料前处理整线设备，开启了达意隆前处理的篇章。

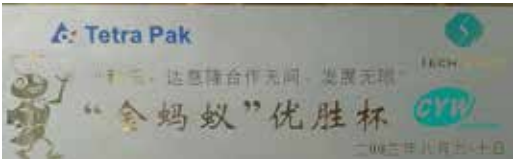
2003年达意隆与利乐公司形成“合作伙伴关系”，利乐向达意隆提供热灌装生产线杀菌机的设备主件（如管式/板式热交换器、均质机等）并提供技术支持，使我们掌握了热灌装前处理生产线的核心技术，提高了达意隆前处理的产品质量和知名度，取得了快速发展。

### 第二阶段：2003-2009年 由外配到自主研发，发展壮大期

2003年，达意隆成立全资子公司——广州三瑞流体设备有限公司，完全利用自有技术制作饮料前处理整线设备。

#### 主要设备

**热灌装前处理核心—杀菌机：**杀菌机能将引起物料腐败和变质的微生物杀灭的同时，极大的保存了产品原有的风味和营养成分，这种严格的加工工艺和精确的处理方法有效地防止了产品的二次污染，大大延长了产品的保质期。







**含气灌装前处理核心—混比机：**混比机能将调配好的终糖浆与经过脱氧的水根据设定的比例，进行充分混合，经冷却后加入二氧化碳，配置成均匀、稳定的含气饮料。

2003~2004年协助太古可乐为广东太古和惠州可乐完成Mojonnier废旧机械式混比机的改造，积累了开发混比机的经验；2004年自主开发计量式混比机完成组装并发往杭州中萃进行测试，得到了宝贵测试数据。2006年，该混比机经过改良后在海南可乐试运行成功，标志着达意隆计量式混比机正式投入市场，属国内首创！

### 自主研发新设备

**2003年，开发出锥形封头成型机，**应用于前处理储罐封头的圆弧过渡处理，结束了单纯依靠外购蝶形封头的历史，降低了成本且储罐制作美观、卫生。

**2006年开发出快速混合机，**应用于砂糖、胶体以及稳定剂等的快速溶解，可自己制作，降低了成本。

**2007年开发出底部排渣的萃取罐，**应用于凉茶、茶等植物的提取，扩大了我们的产品范围，为客户提供多种萃取方式的选择。

**2008年开发出管式换热器，**应用于CIP和热水的蒸汽加热，可取代利乐的产品，大大降低了成本。

**2009年开发出管式巴氏杀菌机，**应用于含果粒产品的杀菌，能基本达到利乐公司管式换热器的效果，大大降低了成本，可为客户提供多种选择。



### 第三阶段：2010年至今 开发新产品

随着市场竞争的日益激烈，控制成本、高性价比、适应客户实际需求的产品尤为重要。适应行业趋势，该阶段达意隆自主研发的新产品有：

**管式超高温杀菌机，**该设备与产品接触部分采用高换热效率的波纹管，配合高精度的机加工件，采用合理的工艺，替代原管式换热器，大大降低成本，为客户提供多种选择。目前该杀菌机运行良好。

**高精度计量式混比机，**该设备在稳定生产状态下的标准精度是：产品白利糖度偏差： $\pm 0.15^\circ\text{Brix}$ ，产品含气量偏差： $\pm 0.25\text{ Volume}$ 。

**高精度计量式混比机的研发，**该设备预计在稳定生产状态下的精度能达到：产品白利糖度偏差： $\pm 0.06^\circ\text{Brix}$ ，产品含气量偏差： $\pm 0.10\text{ Volume}$ 。

### The First Period: 2001-2002, Business started

In November, 2001, Guangzhou Tech-Long Packaging Machinery Co., Ltd. and Tianjin Bashi Co., Ltd. cooperated to set up Guangzhou Bashi Light Industry Machinery Co., Ltd. which provided beverage processing system for the first Tech-Long hot filling line. It started Tech-Long's business of beverage processing system.



### The Second Period: 2003-2009 From out sourced to self-developing, gradually grown up.

In 2003, Tech-Long set up its fully owned subsidiary---Sanrui Liquid Machinery Co., Ltd. It manufactured beverage processing system with its self-developed technology.

#### Main Equipment of this period

**Key equipment of beverage processing system in hot filling line-sterilizer:** Sterilizer can kill microbe which will cause rot and deterioration. Meanwhile, it can keep original flavor and nutrition of the products. This strict process and accurate treatment method prevents the secondary contamination, extends the guarantee period of the products.

In 2003, Tech-Long and Tetra Pak built up the partner relationship. Tetra Pak provided the main parts of sterilizer for hot filling line (such as plate

type or tube type heat exchanger, homogenizer) and technical support. Through this cooperation, Tech-Long mastered the key technology of beverage processing system, which improved the quality of Tech-Long beverage processing system, enhanced its fame in this industry. The technology of Tech-Long beverage processing system developed rapidly.

#### Key of carbonated filling technology-Mixer:

Mixer can mix the syrup and deoxygenated water according to the setting rate, cool the product, and then inject CO<sub>2</sub>. After that it will get even and stable carbonated drinks.

From 2003 to 2004, Tech-Long assisted Swire Coca Cola to upgrade their mixers in Guangzhou Swire and Huizhou Swire, which accumulated the experience to develop mixer. In 2004, metering mixer assembled at Tech-Long and sent to Hangzhou Zhongcui to test, which gained precious test data. In 2006, the updated mixer installed in Hainan Coca Cola and ran successfully. It meant Tech-Long metering mixer went into the market officially, which was the first in China.

**In 2003, Tech-Long developed its cone-shaped seal former.** It was used to turn the seal edge of tanks. It ended up the history of disc type seal, reduced the cost and improved the tanks' outlook and hygiene



**In 2006, Tech-Long developed its fast mixer.** This kind of mixer was used to mix the syrup, colloids, stabilizing agent fast. This could be made by Tech-Long and reduced the cost.

**In 2007, Tech-Long developed the extracting tank with bottom discharge structure.** It was used to extract herbal tea, tea etc. It enlarged the products range of Tech-Long, and provided various extracting methods for customers.

**In 2008, Tech-long developed its tube type CIP and hot water,** which can replace the product of Tetra Pak. It reduces a lot cost.

**In 2009, Tech-Long developed its tube type pasteurizer.** It was used to pasteurize the products with pulp. It had the same feature with the similar products of Tetra Pak.

### **The Third Period: From 2010 till now, new products development**

As the fierce compete, cost control, high performance, customerized became more and more important. In this circumstance, Tech-Long developed below new products:

**Tube type ultra high thermal sterilizer.** This kind of equipment applied high efficient heat exchanging wave tube with precise processing to replace the pervious tube type heat exchanger. It reduced cost a lot and provided various choices for customers.

**Precise Metering Mixer,** the stable precise of this equipment: tolerance of sugar is  $\pm 0.15^\circ\text{Brix}$ , carbonated products:  $\pm 0.25$  Volume

**High precise metering mixer:** the stable precise of this equipment: tolerance of sugar is  $\pm 0.06^\circ\text{Brix}$ , carbonated products:  $\pm 0.10$  Volume

# 吹瓶设备发展历程 THE DEVELOPMENT HISTORY



# OF BLOW MOLDING MACHINE





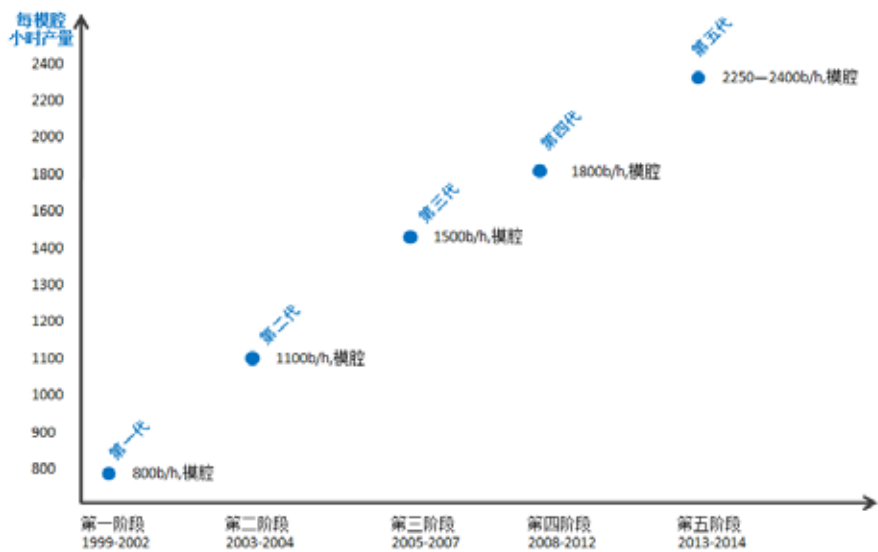
吹瓶机为达意隆的拳头产品之一，质量日趋稳定，速度越转越快。多年来，成功实现了由单模800BPH迈向单模2400BPH的傲然跨越。2011年，达意隆牵头起草并成功发布《PET全自动旋转式吹瓶机》国家标准，目前，达意隆吹瓶技术居国际一流水平。

### **第一阶段：1999-2002年，第一代吹瓶机，单模产量800瓶/小时。**

2002年，达意隆成功自主研发生产第一台全自动旋转式吹瓶机—RJM8，该技术属于国家火炬计划项目，它的成功研发填补了这个领域中国市场的空白，结束了中国全自动吹瓶机长期以来全部依赖进口的历史。

(RJM8介绍：采用旋转式的机械原理，有效减少中间环节传接，单模产量达800瓶/小时，降低了原有步进式吹瓶工艺所产生的中间环节的损耗，连续的加温工艺在降低能耗的同时，保证了加温的一致性，有效实现高速、高效、稳定，可广泛应用与饮料、食品、化妆品、油脂、医药等包装PET的吹制。)





达意隆吹瓶机发展历程

**第二阶段：2003-2004年，开发第2代吹瓶机，单模产量1100瓶/小时。**

**产品升级**

2001年，达意隆开始研发RJM10，在短短的两年内顺利完成了RJM8升级产品RJM10的研发工作。RJM10在中国市场引起强烈反响，获得业界的一致好评。

(RJM10介绍：RJM10相对于RJM8增加了两个吹瓶模腔，单腔的产量也由原来的800BPH 升至1100BPH，设备的整机控制系统明显提升，安全运行时间有明显增加，能源的消耗进一步降低。)

**第三阶段：2005-2007年，开发第3代吹瓶机，单模产量1500瓶/小时。**

**产品升级**

2004年，达意隆在和可口可乐公司的共同努力下，完成了RJM10 Series III 的改进和升级。

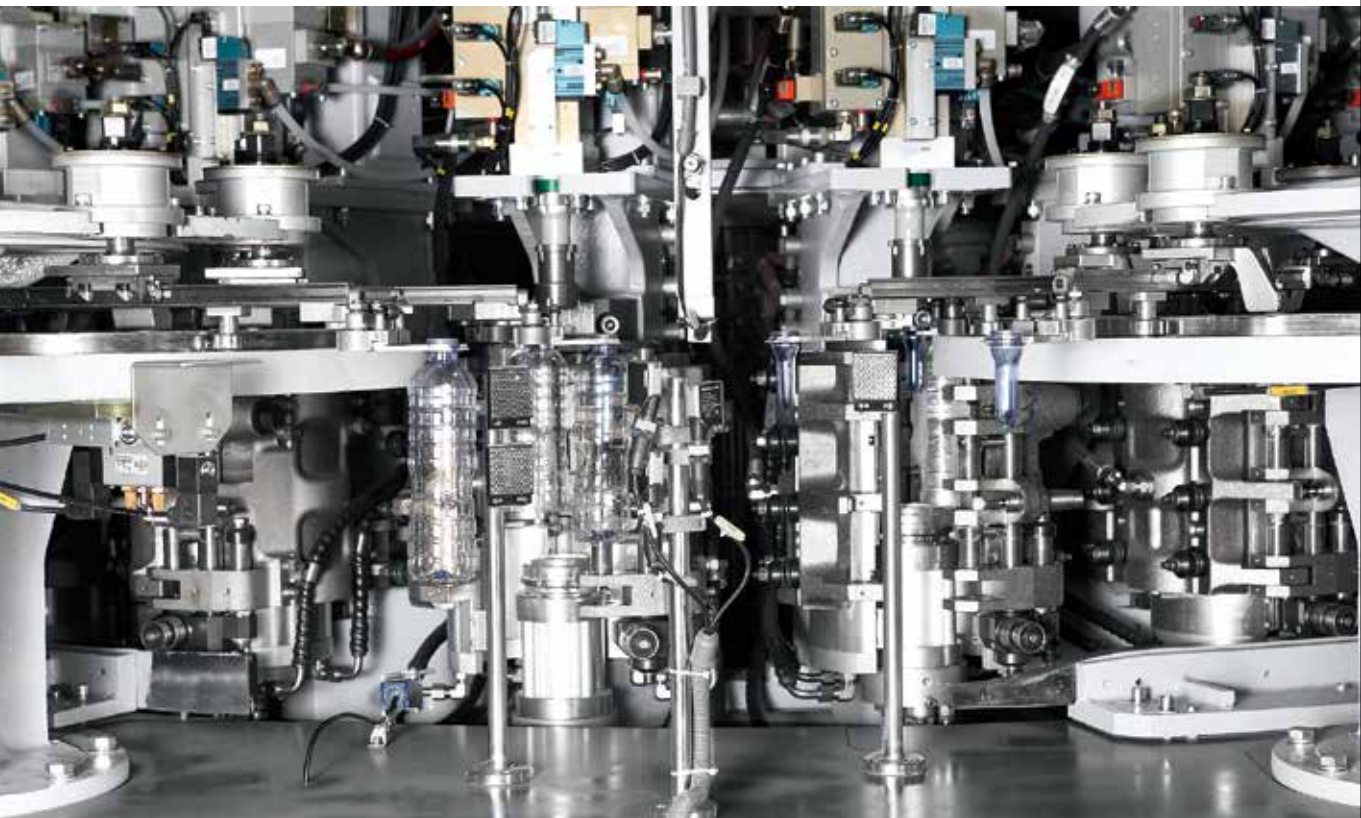
**产量提升**

吹瓶单腔产量提高到1500BPH，高效电磁阀的应用节约了压缩空气的消耗，精确的控制了吹塑过程，多点监控的设计，保证了生产的连续性，极大的降低了废品率。

**技术改进和提升**

新型的模套、模具、加温头的设计，缩短了更换模具的时间，使达意隆全自动旋转式PET吹瓶机设备在世界饮料包装领域处于领先水平，该设备在海外市场也具备了一定的竞争力，达意隆已逐步成为饮料包装行业高端客户群体的龙头企业。

**第四阶段：2008-2012年，开发第4代吹瓶**



**机，单模产量1800瓶/小时。**

### 丰富产品系列

历经了10年发展和技术不断创新，达意隆吹瓶技术已达到世界顶尖水平，产品类别也日益完善。

1. 达意隆此阶段吹瓶设备分为三大系列产品：标准模腔（0.25-2.5L）、小模腔(0.25-0.75L)、大模腔(5-10L)。
2. 主要有28个吹瓶单机型号，配套26个型号吹灌旋产品，并且能够吹制后置把手瓶和3.3L含气瓶；
3. 系列产品进一步扩大，稳定性加强，新增了3L模腔CPXM系列，方模腔CPXF系列和RJM2机型兼容10L瓶的设计升级。

### 产量突破

2013年，设计小模腔高速吹瓶机CPXX34，产量高达68000瓶/小时，并成功运行生产。

**第五阶段：2013-2014年，开发第5代吹瓶机，单模产量2250-2400瓶/小时。**

### 成功研发新产品

2014年，达意隆第一台5代机CPX20项目调试完成，单模产量2250瓶/小时，总产量45000瓶/小时，并成功运行生产。

（第五代吹瓶设备简介：5代机是达意隆新一代吹瓶设备，具有创新的设计理念和高速稳定的吹瓶性能，其中底模运动、拉伸机构、气路系统和加温炉等零部件进行了全新设计，与前期吹瓶设备相比较，第五代产品的吹瓶技术从优化产品、节能降耗和标准化三个方面对吹瓶机进行了完善，节约高压气40-55%，节约瓶胚加温用电20%，省去低压用气，在吹瓶效率和降低能量消耗方面有更卓越表现。）

Blow molding machine, as one of most competitive products in Tech-Long, is becoming more and more stable in quality, faster and faster in speed. For years, we have finished the leap from single cavity productivity with 800BPH to 2400BPH. In 2011, Tech-Long led to draft the national standards for PET Rotary Blow Molding Machine. Right now, the technical strength of Tech-Long blow molding machine is in world-class level.

### **The First Period: 1999-2002, the first generation blow molding machine, single cavity productivity was 800BPH(Bottles per Hour)**

In 2002, Tech-Long succeeded in developing the first fully automatic blow molding machine-RJM8. It belonged to one project of National Torch Plan, which filled in the gap of China market. It changed the situation that all the blow molding machines were imported from foreign countries.

(RJM8 Introduction: It applied rotary mechanical principle, which reduced the intermediate transmission, so the single cavity productivity was 800BPH. The rotary type reduced the energy loss, compared with traditional stepwise blowing. Continuous heating process reduced the consumption of energy and also uniformized it. So it could realize high speed, high efficiency and stability, which could be used to produce PET vessels for beverage, food, cosmetics, edible oil, medical etc.)

### **The Second Period: 2003-2004, Developed second generation blow molding machine, single cavity productivity was 1,100BPH**

Product Upgrade: In 2001, Tech-Long started to

develop RJM 10. Only after two years, Tech-Long finished upgrading from RJM 8 to RJM 10. RJM 10 had a great reaction in domestic market at that time, which gained accordant appreciation in this industry.

(RJM10 Introduction: Compared with RJM 8, RJM 10 had two more cavities and the single cavity productivity was from 800BPH to 1100BPH. It had a remarkable upgrade for complete machine controlling system, long time safer running and lower energy consumption than RJM 8.)





**The Third Period: 2005-2007, developed the third generation blow molding machine, single cavity productivity was 1,500BPH.**

**Products Upgrade:** In 2004, Tech-Long finished the improvement and upgrade of RJM 10 Series III with cooperation of Coca Cola.

**Productivity Increase:** Single cavity productivity was up to 1500BPH. High efficiency electromagnetic valves were applied to save the consumption of compressed air and to control the accuracy of

blowing process; multi-point inspection design was applied to guarantee the continuous blowing process, which reduced the waste rate.

**Technical Improvement and Update:** New Design on mold sleeve, molds, and heating heads shortened the time to change molds, which made Tech-Long rotary blow molding machine in a leading position in global beverage industry. This kind of machine had a certain competitive strength at overseas market. Tech-Long was becoming the leading enterprise for top consumers in beverage packaging industry.





**The Forth Period: 2008-2012, Developed the forth generation blow molding machine, single cavity productivity was 1,800BPH.**

Varieties of products series: After 10 year's development and technical innovation, Tech-Long had been the top in blow molding machine technology. Tech-Long's product categories were gradually complete.

1. Three series of blow molding machine: Standard Cavity 0.25-2.5L , Small Cavity(0.25-0.75L), Large Cavity(5-10L)
2. There were 28 different models of blow molding machine and 26 of them could be constituted of blow-fill-cap monobloc with filler-capper. Some Models of blow molding machines could also blow bottle with hand and 3.3L CSD bottles.
3. The product categories increased a lot and machines became more stable. The new categories were CPXM serials for 3L, and CPXF serials for rectangular bottles. Besides, RJM 2 had been improved, which could blow 10 L bottles.

Breakthrough of Productivity: In 2013, Tech-Long developed small cavity high speed blow molding machine, CPXX34, whose productivity could reach up to 68,000BPH. This machine has been installed and in commercial production right now.

**The Fifth Period: 2013-2014, Developing the fifth generation blow molding machine, single cavity productivity is 2,250BPH-2,400BPH**

New Product Development: In 2014, Tech-Long installed and commissioned its fifth generation blow molding machine CPX20. Single cavity productivity was 2,250BPH. Total productivity was 45,000BPH. Right now it is in commercial running.

(The Introduction of Fifth Generation Blow Molding Machine: The fifth generation blow molding machine is the newest one of Tech-Long. It applies newest design principles and has the most stable high speed bottle blowing feature. Compared with previous generations, it applies brand new design on base mold movement, stretch device, air piping system and oven parts, which optimizes product, saves energy and promotes standardization. This generation blow molding machine has a best performance in efficiency and energy saving)



# 灌装设备发展历程

## THE DEVELOPMENT HISTORY OF FILLING MACHINE



The development history of Tech-Long filling machine accompanied with the rapid development of Tech-Long in 15 years. From a workshop which could only manufacture single filling machine in 1999, developed into a company which had the world class level technical strength and had the capability to provide turn-key line solutions and complete line solutions.





从1999年单一的单机灌装设备,发展至目前世界一流水平,拥有整线交钥匙能力及提供全面解决方案整线设计能力,灌装设备的研发历程见证了公司15年来的快速发展。

第一阶段：1999—2002年 基本型阶段

本阶段达意隆灌装设备分别有：冷灌装机及热灌装机，为国内行业领先的灌装设备供应商，机器达到进口设备性能。代表机型有：

机 型	时 间	机 型	参 数	产 量
冷灌装 三合一机	1999	DS12-12 x 12 x 1-3000	12头洗瓶、12头灌装、1个头旋盖 进瓶方式：输送链托瓶底进瓶	3000BPH
	2002	DS15-60x72x15-24000	60头洗瓶、72头灌装、15个头旋盖 进瓶方式：输送链托瓶底进瓶	24000BPH
热灌装 三合一机	1999	DRS06B-16x16x6-6000	16头洗瓶、16头灌装、6个头旋盖	6000BPH
	2002	DRS10B-40x40x10-15000	40头洗瓶、40头灌装、10个头旋盖	15000BPH



## 第二阶段：2002—2006年 产量突破阶段

### 灌装机产能大大提高

由2002年24000BPH提升至2006年36000BPH。

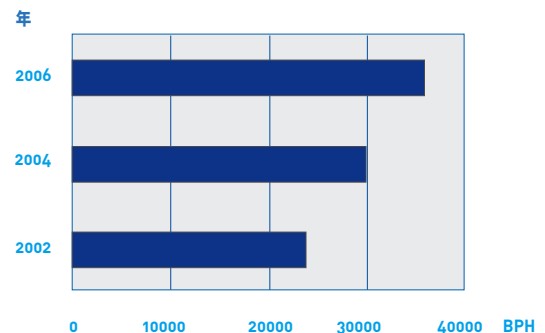
### 2002年，研发出第一台高速热灌装机

该设备于2002年成功应用于乐百氏脉动生产线,生产速度为20000BPH。（洗瓶机为72头、灌装为60头、旋盖为15头）

### 2004年，成功研发制造第一台含气灌装机，产能高达30000BPH

该设备为国内首台全自动含气灌装机，其融合国外著

名公司同类产品的优点，使用先进灌装控制工艺，使用于广州可口可乐公司含气生产线，并在当时获得客户高度的评价及认可。（洗瓶机为80头、灌装为80头、旋盖为18头）







### 第三阶段：2006—2009年 高速发展及扩充阶段

**2006年，成功研发制造第一台高粘度日化灌装设备**  
并应用于捷克P&G公司,该设备的成功使用意味着达意隆成功进入粮油日化领域。

**2007年，新型高速热灌装三合一机研发**  
设备产能由原来的15000BPH提升至32000BPH，处于行业领先地位。

**2007年，成功研发第一台吹灌旋一体机**  
并成功使用于深圳达意隆公司，该设备能够由单机完成从瓶坯到瓶装饮料的包装全过程。整合“吹瓶技术”和“灌装技术”，从根本上保障并实现了吹灌旋技术的应用。

**2009年，研发制造第一台PET瓶酱油灌装三合一机**  
用于佛山海天味业,从此达意隆灌装领域更加广阔。

#### 2009年，四合一果粒灌装机成功研发应用

该设备成功应用于香港太古可口可乐公司，生产速度为24000BPH。（洗瓶机60头、果汁灌装50头、果粒灌装20头、旋盖15头）

#### 2009年，成功研发第一台无菌灌装机

其为后来的进入无菌灌装市场打下了坚实的基础；该设备为五合一机，分别由60头消毒机2台；60头冲瓶机1台、40头灌装机、12头旋盖机组成。





#### 第四阶段：2009—2012年 灌装设计技术高科技使用阶段

##### 2009年，成功研发制造第一台小节距高速热灌装机

该设备于成功被达利集团多个工厂订购使用;本设备带有完善的COP外部清洗结构，能自动清洗灌装外部核心部位；开发更完善可靠的消毒液调配系统，保证冲洗介质的可控可靠；开发冲洗管路的自动调整系统，保证冲洗压力的恒定；生产速度33000BPH。（其洗瓶机90头、灌装90头、旋盖20头）

##### 2009年，成功研发出第一台探针式灌装机

该设备使用探针液位检测灌装方式，液位更稳定，它的研发试制使达意隆在灌装技术上提升了一个台阶。

##### 2010年，新型高速四合一果粒灌装机研发成功

该设备产能提升到28000BPH。

##### 2009年，新研发了称重定量灌装设备，

主要适用于食用油的灌装；

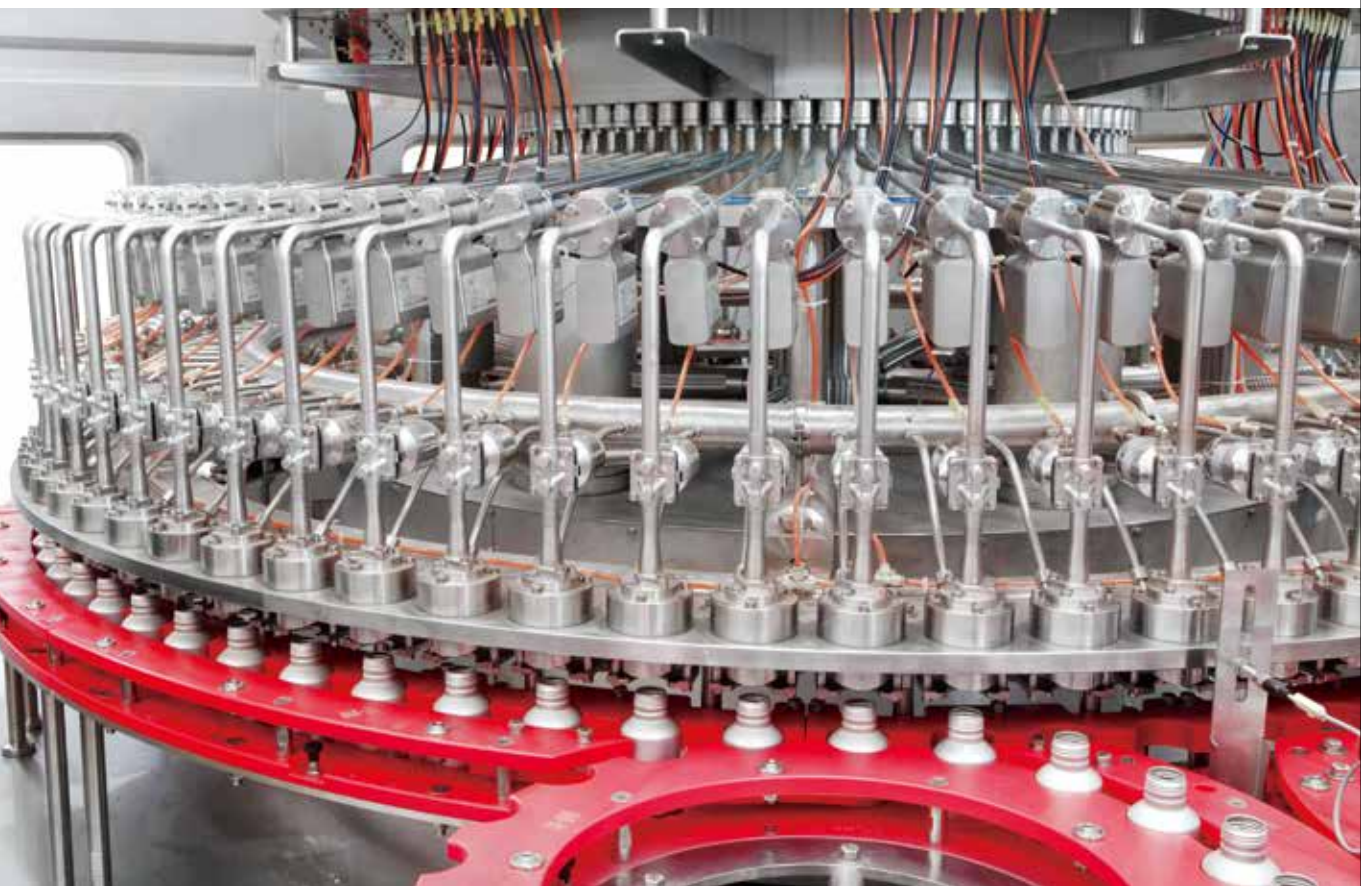
##### 2012年，流量计热灌装机的成功研发

其研发成功凸显达意隆在灌装行业的龙头地位。该设计为瓶子通过星轮送入灌装机；由夹子固定住瓶口，灌装阀打开开始灌装，灌装到流量计设定的预定的流量后关闭灌装阀下料，完成灌装，通过星轮将瓶送入旋盖机。流量计热灌装机灌装液位更精准，稳定，设备卫生等级更高。

##### 2012年，粘稠物料灌装旋盖二合一机的研发制造

这是继达意隆成功研发制造酱油、醋与日化品灌装设备后又一个新领域的应用——辣椒酱等粘稠物料灌装旋盖二合一设备，其为灌装60头、旋盖12头，生产速度为15000BPH。





### 第五阶段：2012—2014年 灌装设计技术飞越阶段

#### 2013年，成功研发出68000BPH超高速吹灌旋水灌装一体机

其运行速度为亚洲第一，并于2014年成功投放到客户工厂。该设备在原有吹灌旋设备基础上增加灌装头数及旋盖头数，从而得到超高产量。设备围框经过改进使其更符合卫生要求，机器内部达到超高洁净要求（机器灌装为120头、旋盖为30头）。

#### 2013年，成功研发制造36000BPH无菌灌装五合一机

该设备在原无菌灌装机的设计基础上完善及改进使无菌灌装机得到实际应用，并于2014年成功投放到安徽东鹏公司使用，获得客户高度认可。

#### 2013年，成功研发制造出水、汽、热流量计灌装；

该设备成功实现在一台机上进行冷灌装、热灌装及含气灌装，生产速度为30000BPH，其成功的设计及制造并于2014年被孟加拉客户订购使用，更好的证明达意隆灌装技术到达世界一流水平。（本机设计为洗瓶机80头、灌装80头、压旋盖18头）。

#### 2014年，成功研发制造出第一台铝瓶罐灌装机

该设备是灌装技术部全新设计的铝瓶罐三合一机，于2014年被浙江乐源客户订购使用，其解决易拉罐容易变形，难于传送等技术难题，为易拉罐生产线研发制造提供坚实的基础。



The First Period: 1999-2002 Initial Period

During this period, Tech-Long had cold filling machines and hot filling machines and it was the leading filling machine supplier in domestic beverage industry. The performance of equipment could be equal to imported equipment. Main Models were as below:

Model	Year	Model	Parameters	Productivity
Rinser-Filler-Caper Monobloc for cold filling	1999	DS12-12 x 12 x 1-3000	12 rinsing heads, 12 filling valves, 1 capping head; Bottle infeed method: base loading by conveyors	3000BPH
	2002	DS15-72x60x15-24000	72 rinsing heads, 60 filling valves, 15 capping heads; Bottle infeed method: base loading by conveyors	24000BPH
Rinser-Filler-Caper Monobloc for hot filling	1999	DRS06B-16x16x6-6000	16 rinsing heads, 16 filling valves, 6 capping heads;	6000BPH
	2002	DRS10B-40x40x10-15000	40 rinsing heads, 40 filling valves, 10 capping heads;	15000BPH



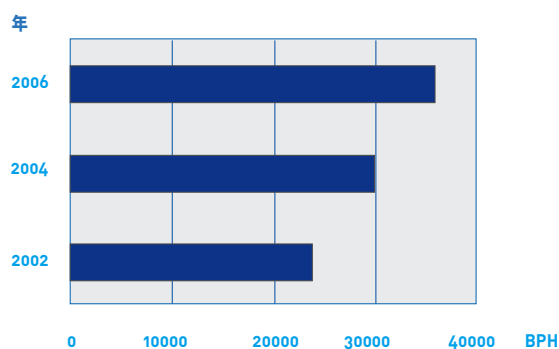
## The Second Period: 2002-2006 Breakthrough on Productivity

Rapid increase on filling productivity: it increased from 24,000BPH in 2002 to 36,000BPH in 2006

In 2002, Tech-Long developed the first high speed hot filling machine; this filling machine had been installed in Robust to produce Mizon in 2002. The speed of the whole line was 20,000BPH.(72 rinsing heads, 60 filling valves, 15 capping heads)

In 2004, Tech-Long developed the first carbonated filling machine, the speed was 30,000BPH. This carbonated filling machine was the first fully automatic carbonated filling machine. It combined

the advantages of overseas same type of products, applied advanced filling process. It had been stalled in Guangzhou Coca Cola and got the approval and highly praise from customer at that time. (80 rinsing heads, 80 filling valves, 18 capping heads)





### **The Third Period: 2006-2009 Rapid Development**

In 2006, Tech-Long developed the first high viscosity filling machine for daily cosmetics. This equipment had been installed at Czech. The success of this equipment meant Tech-Long marched on oil and daily cosmetics field.

In 2007, Tech-Long developed new type high speed rinser-filler-capper monobloc for hot filling. The speed had increased from 15,000BPH to 32,000BPH, which was in leading position at that time.

In 2007, Tech-Long developed the first blow-fill-cap monobloc. It had been installed at Shenzhen Tech-Long. This equipment could complete the process from perform to bottled water. It combined technology of blowing and filling, so as to guarantee the application of blow-fill-cap monobloc.

In 2009, Tech-Long developed the first PET bottle filling machine for soy sauce. It had been installed at Haitian, Foshan. It meant Tech-Long had more potential in this industry.

In the year of 2009, quantitative weighing filling equipment was researched and developed, which was mainly used in edible oil's filling.

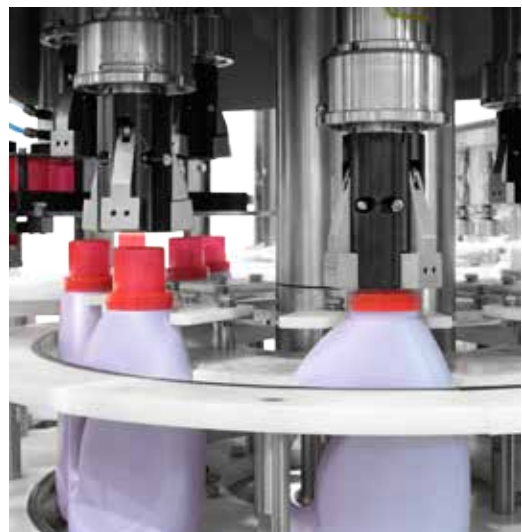
In 2009, Tech-Long developed rinser-pulp doser-filler-capper monobloc. This equipment had been

installed at Swire Coca Cola (HongKong), (60 rinsing heads, 50 filling valves, 20 dosing valves, 15 capping heads)

In 2009, Tech-Long developed the first aseptic filling machine. It laid the foundation for future aseptic filling market. This machine was composed of 5 parts, two sets 60 heads sanitizers, one 60 heads rinser, one 40 valves filler and one 12 heads capper.

### **The Fourth Period: 2009-2012 High-Tech Application in Filling Machine**

In 2009, Tech-Long developed the first small pitch high speed hot filling machine. This kind of machine had been installed in several plants of Dali Group. This machine equipped with perfect COP system, which could fully automatically wash





the outside. It applied more reliable sanitizer blending system, which guaranteed the control and reliability of rinsing medium. It applied automatic adjustment system of washing pipe, which guaranteed the constant of rinsing pressure. (90 rinsing heads, 90 filling valves, 20 capping heads)

In 2009, Tech-Long developed the first probe type filling machine. It applied method of probe to detect the filling, the water level was more accurate. The development of probe type filling machine upgraded Tech-Long filling technology in a high level.

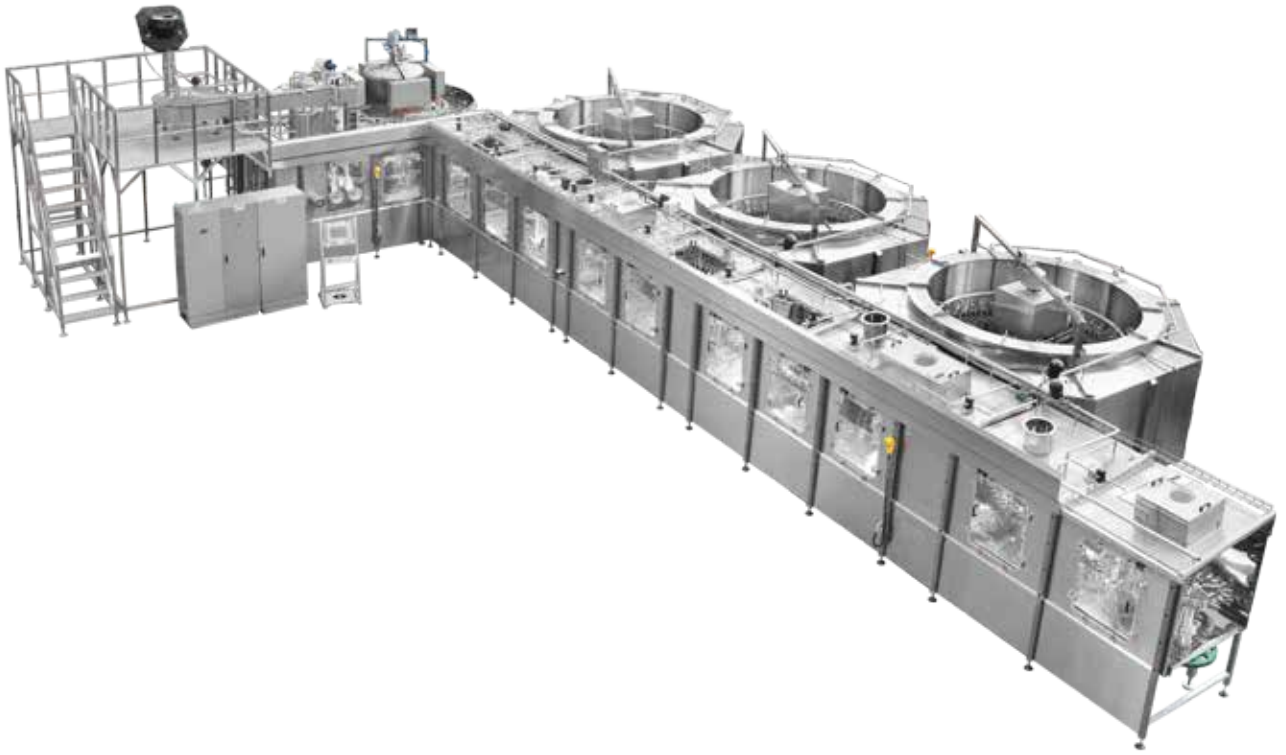
In 2010, Tech-Long developed new type rinser-pulp doser-filler-capper monobloc, whose speed could reach up to 28,000BPH.v

In 2012, Tech-Long developed its volumetric hot filling machine. The success of this machine consolidated the leading position of Tech-Long in this industry.

In 2012, Tech-Long developed its filler-capper monobloc for viscosity materials. This was a successful application in new field after developing soy sauce filling machine, vinegar filling machine and daily chemical filling machine. This filling machine was mainly for chilly sauce, including 60 filling valves, 12 capping heads. The speed of machine was 15,000BPH.

### **The Fifth Period: 2012-2014 Leaping of Filling Machine Design Technology**

In 2013, Tech-Long developed its high speed blow-fill-cap monobloc, whose speed was 68,000BPH.



Running speed of it was No.1 in Asia. It has been installed and in commercial production in 2014.

In 2013, Tech-Long developed its 36,000BPH aseptic filling machine, which improved and upgraded previous aseptic filling machine. It has been installed in Dongpeng Company in Anhui, which was thought highly by customer.

In 2013, Tech-Long developed water, carbonated, and hot volumetric filling machine. This machine combined water filling, hot filling and carbonated filling together in one machine, whose speed was 30,000BPH. It has been designed, manufactured, and installed and tested at a customer's plant in Bangladesh. This stated Tech-Long's world class level filling technology once again. (This machine included 80 rinsing heads, 80 filling valves, and 18 capping heads)

In 2014, Tech-Long developed its first bottle can filling machine. This was brand new bottle can rinser-filler-capper monobloc designed by technical department of filling. In 2014, it had been ordered by Leyuan, a customer in Zhejiang. It solved the issues of shape change of bottle cans and conveying of bottle cans, which laid the foundation for manufacturing bottle can filling machine.

(Bottle can filling machine: This machine includes 80 rinsing heads, 80 filling valves and 18 capping heads, whose speed is 36,000BPH. It applies star-wheel guide device for bottle base conveying. It applies non-contact volumetric filling technology. There is no contact between bottle and filling valve, which protects bottle can. Automatic fake cup system enhances its atomization, which is more hygienic.)

# 五加仑设备发展历程

## THE DEVELOPMENT HISTORY OF 5-GALLON EQUIPMENT









1999年，第一台自动桶装水灌装设备填补了中国市场行业空白；

2013年，超洁净定量灌装五加仑设备达世界领先水平。

弹指一挥，达意隆经历了15年的快速发展，五加仑这一元老产品，也经历了多个不同的发展阶段，见证了公司的成长。

### 第一代五加仑设备：1999—2002年 自主研发第一台自动五加仑洗瓶灌装设备

#### 阶段概述

1999年前，国内大桶水清洗及灌装自动化方面还处于空白阶段。达意隆率先研发生产了全国第一台自动桶装水灌装设备，解决了桶装水发展急需处理的自动系统及自动灌装难题。但该阶段的设备仍未完全完善，洗桶机需要人工上桶，另外在拔盖及外洗方面，仍需人工处理，未能实现整线自动处理能力。

★**产能范围：**150BPH~600BPH

★**1999年，达意隆成功设计开发出第一代自动的五加仑洗瓶灌装设备。这是全国第一台自动桶装水灌装**

**设备**，填补了国内在大桶水清洗及灌装自动化方面的空白。达意隆第一代五加仑设备成功投入市场推动及加速了国内桶装水行业的发展并由此成为了行业标杆。产能范围在150BPH~600BPH。

★**主要机型：**DG01T~DG04T

### 第二代五加仑设备：2002—2006年 整线化及高速化发展

#### 阶段概述

随着产能与设备自动化的进一步需求，达意隆五加仑灌装设备也随之加大，产能大幅提升，整线自动化回桶处理系统形成，自动化程度大幅提高。在灌装方式上，由第一台的顶部灌装头气缸升降，改进为托瓶底



升降方式，旋转灌装更趋向于成熟和稳定；倾斜式的上瓶机为这一代机型的主要特征之一，洗瓶机增加气缸提升式的插入式清洗，该机型为达意隆三代机提升式清洗设计的打下良好的基础。

★主要制造机型：DG04F-600，DGZ12~DGZ16

★设备产能大幅增长，由原最大产能600BPH提至2000BPH。

★研发制造出全国第一台900BPH的五加仑旋转灌装机。五加仑灌装设备由简易直线型阶段进入高速旋转阶段，旋转灌装机的成功研发使达意隆五加仑设备技术方面遥遥领先其他国内同行，**成功成为国内行业的标杆产品。**

★成功研发各种五加仑配套的辅助设备，达到整线自动化。拔盖机、外洗机、吹盖机等相继问世，使达意隆的五加仑设备具备了整线自动化的能力。整线自动化的成功应用，大幅提高产能，降低人力成本投入，广受客户好评。

### 第三代五加仑设备：2006—2011年 高速化、稳定化、自动化发展，桶装水定量 灌装技术的引入

#### 阶段概述

随着桶装水市场的快速扩张，客户对桶装水高速线的需求越来越大，对整线效率及稳定性要求越来越高。伴随着这样的市场背景，我们以二代机为基础，成功研发制作出第三代五加仑设备。该设备以高速、稳定、自能的设计理念设计，获得了国家的专利技术；灌装方式的丰富，大幅度提高了桶装水灌装的水利用率；同期，达意隆率先推出了桶装水的码垛机，将桶装水设备的自动化水平进一步提高。

★主要制造机型：

DGXP06F~DGXP12F、DGGZ12~DGGZ20

★产能范围：150BPH~3000BPH

★研发制造出第三代五加仑设备，该设备采用水平式



上下瓶机构、提升式旋转喷头、工位洗瓶控制，流量计定量灌装装置更是获得了国家的专利技术，成为这一代机型的核心技术。结构稳定，加工工艺及质量也较二代机有了质的飞越。该设备先后销售到雀巢、可乐、百事、达能等国际知名品牌，广受好评，达意隆由此成为国内外五加仑设备的领导者。

★**丰富灌装方式**，成功研发出直线和旋转两种流量计定量灌装机，大幅度提高了桶装水灌装的水利用率。

#### 第四代五加仑设备：2011—至今，技术达世界领先水平，DG超洁净HOD定量灌装系列和DG标准系列双轨发展

##### 阶段概述

随着桶装水的市场需求量、人工成本、能源成本的不断攀升，五加仑设备对安全、卫生及能耗方面都有了更高的要求。2011年，达意隆成功研发生产出DG超洁净HOD定量灌装系列设备，该系列设备成为了全球最先进的五加仑设备之一。而后，在DG超洁净系列和第三代五加仑设备的基础上，经过大量改进和标准化设

计，研发出DG标准系列的五加仑设备，该设备产能范围广、结构稳定、高效节能，并且以更为合理价格定位推广至市场，以满足市场上各种不同客户的需求。

★**产能范围**：150BPH~3000BPH

★**主要制造机型**：DG超洁净HOD定量灌装系列（DGLQ08~DGLQ12），

★**DG标准系列**：DGRP10~DGRP16

★**研发制造出DG超洁净HOD定量灌装系列设备**。该设备高效稳定，结构卫生、维护成本低，定量灌装技术为该设备的重要优势。目前，该设备在全球雀巢工厂大范围使用，直至今，已超过10条DG超洁净HOD定量灌装设备成功应用在不同客户工厂，它将成为未来桶装水设备的发展方向。

★**研发制造出DG标准系列设备**，标准化设计可应对不同客户需求，灵活更改，应用范围大幅增加。



In 1999, the first automatic barrel filling machine filled domestic gap in this industry.

In 2013, ultra hygienic volumetric 5-gallon filling machine was in leading position in the world.

Time flies, Tech-Long has gone through 15 years' development. As a founding product, 5-gallon filling equipment also passes through several development periods. It grows together with Tech-Long.

### **The First Generation 5-Gallon Filling Equipment: 1999-2002, Tech-Long developed its first automatic 5-Gallon bottle filling machine.**

In 1999, barrel washing and filling equipment was still in a gap in domestic market. Tech-Long developed the first automatic barrel filling machine. It solved the difficult problem of automatic system needed in barrel water development and automatic filling technology. However, equipment in this period was still not so perfect, it was still far from automatic control of complete line. It still needed labor to loading bottles for washing and to do decapping and external washing.

Speed Range: 150BPh-600BPH150BPh-600BPH

★In 1999, Tech-Long developed the first generation automatic 5-gallon filling machine. This was the first automatic barrel water filling machine, which filled the gap in automation of barrel water washing and filling. The first generation 5-gallon equipment succeeded in market. It accelerated the development of domestic barrel water and became the benchmarking in this industry. Speed range was 150BPH~600BPH.

★Main Machine Model: DG01T~DG04T



### **The Second Generation 5-Gallon Filling Equipment: 2002-2006 Developing Complete Line and High Speed Machine.**

With the great demand on productivity and automation, Tech-Long continuously improved its 5-gallon filling equipment's speed and degree of complete line. The productivity kept increasing, preliminarily formed automatic bottle return system, the degree of automation improved a lot. In filling method, the first machine applied cylinder lifting filling valves, the second generation changed into bottle loading lifting method; the rotary filling technology became mature and stable. Inclined bottle loading machine was one of the main features in this generation. Washing machine added cylinder lifting washing device, which laid the foundation for the third generation washing

design.

Main Machine Model:  
DG04F-600, DGZ12~DGZ16

Speed increased a lot  
from 600BPH to 2,000BPH

Tech-Long developed the first 900BPH rotary 5-gallon filling machine. 5-gallon filling equipment turned in to high speed period. The success of rotary 5-gallon filling machine topped the technology of 5-gallon filling equipment in domestic market. Tech-Long became the benchmark in this industry.

Tech-Long developed all kinds of auxiliary equipments, so as to realize complete line





automation. The success of Tech-Long decapper, external washer, cap blower, enabled Tech-Long's capability to realize complete line automation. The application of complete line increased productivity, reduced labor cost, which was praised a lot by customers.

**The Third Generation 5-Gallon Filling Equipment: 2006-2011 Introducing high speed, high stability, automation and volumetric filling technology.**

Customers had more and more high requirements on speed and line efficiency as the expansion of bottled water market. Under this circumstance, we developed the third generation 5-gallon filling equipment basing on the second generation. The third generation designed with the principles of

high speed, stability and intelligence, which got the national patent. Several type filling methods improved the utilization rate of water. Meanwhile, Tech-Long launched its barrel palletiser, which further improved the degree of automation.

Main Machine Mode

DGXP06F~DGXP12F, DGGZ12~DGGZ20

Speed Range

150BPH~3000BPH

Tech-Long developed the third generation 5-gallon equipment. This machine applied water level bottle loading & unloading device, lifting type rotary nozzles, washing station control, and volumetric filling by flow meter which got the national patent and that was the core technology of this



generation. It changed the fabricating process of machine frame, compared with second generation, it had a giant leap. This kind of machine had been sold to Nestle Waters, Coca Cola, Pepsi, Danone etc. It was high praised by these customers. Since then, Tech-Long became the leader in 5-gallon filling equipment in China.

Varieties filling method

Developed linear and rotary volumetric filling machine, which increased the utilization rate of water a lot.

### **The Fourth Generation 5-Gallon Filling Equipment: 2011-Now Technology**

### **Leading Position in the world. Double Track Development of DG Ultra Clean HOD volumetric filling series and DG standard**

As the water consumption, labor cost, energy cost keep increasing, there are higher requirements on safety, hygiene and energy for 5-gallon filling equipment. In 2011, Tech-Long developed DG ultra hygienic volumetric HOD line. This line is one of the most advanced 5-gallon equipment in the world. After that, basing on DG ultra hygienic serials and the third generation, with tremendous improvement and standardization deign, Tech-Long developed its DG Standard Serials 5-gallon filling



equipment. These equipment will meet different market requirements from products range, frame stability, high efficiency, energy saving and even price.

Speed Range:  
150BPH~3000BPH

Main Model  
DG Ultra Hygienic Volumetric HOD serials  
[DGLQ08~DGLQ12]  
DG Standard Serials: DGRP10~DGRP16

Tech-Long developed DG Ultra Hygienic Volumetric HOD serials. This machine has the features of

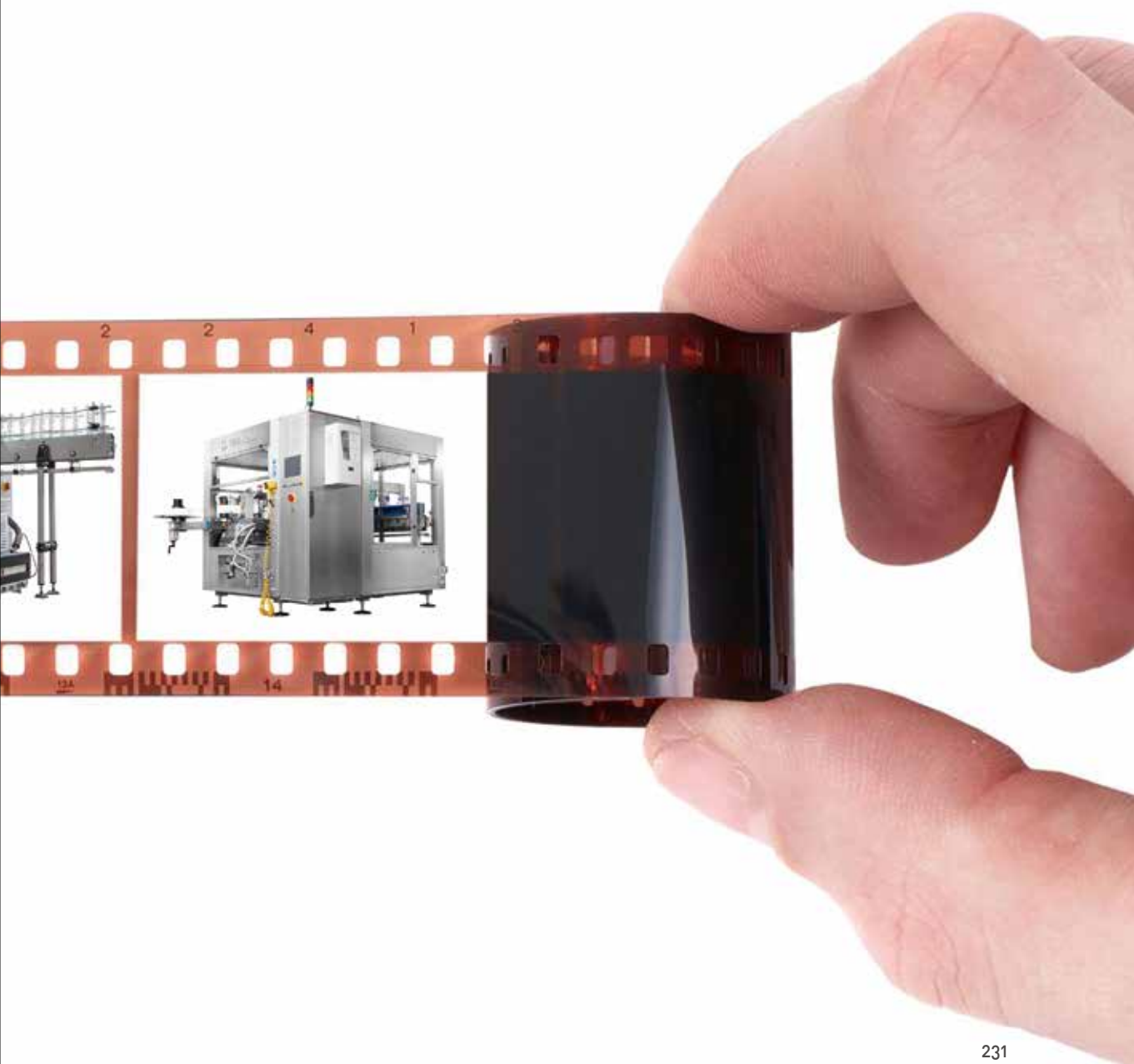
high efficiency, stability, hygiene, low maintenance cost. Volumetric filling is the main advantages of it. Currently, this kind of equipment has been used in full range of Nestle Plants, till now there are more than 10 DG ultra hygienic volumetric HOD lines in different customers' plant. It will become the tendency of future barrel water filling equipment.

Tech-Long developed DG Standard Serials. Standard design can meet different customers' requirements. It is flexible and has a large application scope.

# 贴标设备发展历程

## THE DEVELOPMENT HISTORY OF LABELING MACHINE









随着社会经济的发展，越来越多的客户趋向于交钥匙工程。交钥匙工程包含了从吹瓶、水处理、灌装、贴标到输送、纸包、膜包、码垛一系列的整线设备，对此，贴标成为了整线交钥匙工程不可或缺重要环节。2010年，达意隆推出了热熔胶系列贴标机，几年间，从最初研发的只能适用于圆形瓶的机型开始，逐步研发出适用于方瓶等异型瓶的机械凸轮结构的定位贴标机、适用于大瓶型的大容量贴标机、适用于各种异型瓶定位贴标需求的高端全伺服贴标机。在以往基础上，贴标事业部目前正直接面向国内外市场需求，拟定新品研发计划，达意隆的贴标机已经朝着多元化的方向高速发展。

## 研发创新期 2011年

### 自主研发

产能在18000BPH；28000BPH；42000BPH的三种标准机型，结束了达意隆整线设备中贴标机长期依赖进口的历史。

### 技术改造

★采用回转式贴标结构，解决了直线式贴标结构产能

低、贴标稳定性差的问题；

- ★采用网纹滚胶的方式，对热熔胶的消耗量大大降低；瓶型更换件采用了快换结构，降低了跟换瓶型、标签时的效率。
- ★在标准机型的基础上，研发了空瓶贴标、定位贴标、视觉检测等各项功能模块。设备在多个项目得到了充分的验证，赢得了客户的一致好评。



## 技术突破期 2012-2014年

### 2012:

#### 产品研发

应对生产需求，研发出使用机械凸轮结构的热熔胶定位贴标机型，机械凸轮结构很好的解决了方形瓶定位问题，而且成本低廉。

#### 技术创新

应对大容量瓶型的贴标需求，研发出兼容600ml-5000ml瓶子的机型，产能最高可以达到16000BPH，填补了国内大容量瓶型高速贴标的空白。该设备机型获得了‘怡宝’4.5L大容量瓶装水客户的高度肯定。

### 2013:

#### 产品研发

成功研发全伺服贴标机，该设备适用于各种异型瓶及圆瓶的定位贴标，最大产能高达12000BPH，达到国内外先进水平，填补国内此项的空白，并且打破国内只能依赖进口定制的历史。

(采用伺服驱动控制贴标，能够对圆瓶、方瓶、椭圆瓶、异型瓶等各种类的瓶型进行贴标。贴标过程中对位置、转速适时控制，贴标精度高，无机械冲击，噪音低，使用寿命长。)

### 2014:

根据市场发展的需求，达意隆目前正在开发全伺服冷胶与不干胶组合式贴标机，可同时对一种瓶型粘贴冷胶式标签和不干胶标签，也可分别粘贴某一类标签。这种可组合、可分离式的模块化贴标机，将成为国内首创，并且达到了国外先进的水平。

As the development of social economy, more and more customers prefer to turn-key solutions. Turn-key line solutions include blow molding system, water treatment system, filling system, labeling machine, conveying system, case packer/ shrink wrapper, palletiser etc. Labeling machine is an indispensable part of turn-key line solution. In 2010, Tech-Long developed its hot melt glue labeling machine serials. In the very beginning, Tech-Long's labeling machine could only handle round bottles. After several years, it developed several more serials: position labeling machine with mechanical cam for square bottle, large bottle size labeling machine and servo motor labeling machine for different kinds of shape bottles. Right now, Tech-Long labeling department is working out new plan to meet the requirements for domestic and oversea markets. Tech-Long labeling machine is developing rapidly in diversity.



- ★Applying gluing on reticulated roller, which reduced the consumption of hot melt glue a lot;
- ★Applying quick changeovers, which shortened the time for bottle change and label change
- ★Basing on standard model, Tech-Long developed different function modular ,like empty bottle labeling, position labeling, visual inspection etc. Tech-Long labeling machine has been tested in different aspects, which was highly praised by customers

## Study and Research Period 2011

### Self Study and Research

- ★Developed 18,000BPH, 28,000BPH, 42,000BPH three standard machine models. It ended the history of relying on import for labeling machines.

### Technical Upgrade

- ★Applying rotary structure, which solved the problem of low productivity, less stability of linear labeling machine.

## Technology Breakthrough Period : 2012-2014

### 2012

#### Product Development

- ★Tech-Long developed mechanical cam structure hot melt glue position labeling machine. Mechanical cam solved the position of square bottle and also the cost was very low.



#### Technology Innovation:

- ★ In order to meet the requirements for big bottle labeling, Tech-Long developed a labeling machine which could handle bottle size from 600ml to 5000ml. the maxium speed could be 16,000BPH. It filled the gap of large bottle size labeling in domestic market.

#### 2013

##### Product Development:

- ★ Tech-Long developed its full servo motor labeling machine. This kind of machine could be applied to all kinds of shape bottles and round bottles for position labeling. The maximum speed could be 12,000BPH. It reached up to world class level, filled the gap in domestic market and ended the history relying on import. (Servo motor labeling machine can handle round bottle, square bottle, eclipse bottle and all kinds of shape bottles for position labeling. During the labeling, it controlled the position of centering and rotary

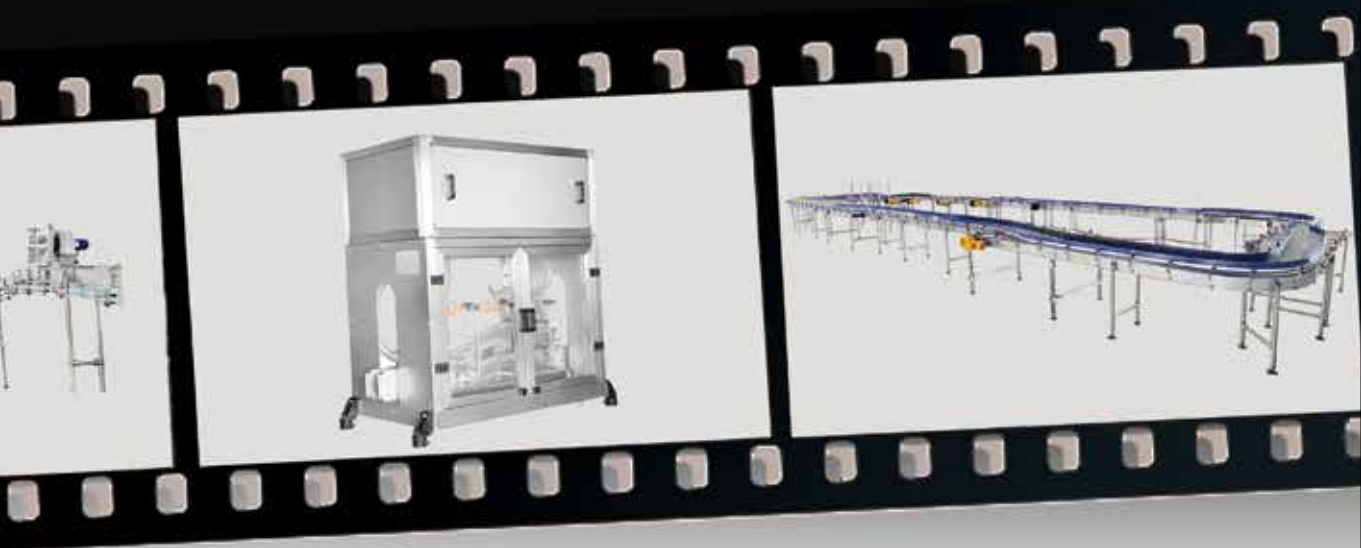
speed, which could guarantee high accuracy, low noise, long life time and little mechanical shack)

#### 2014

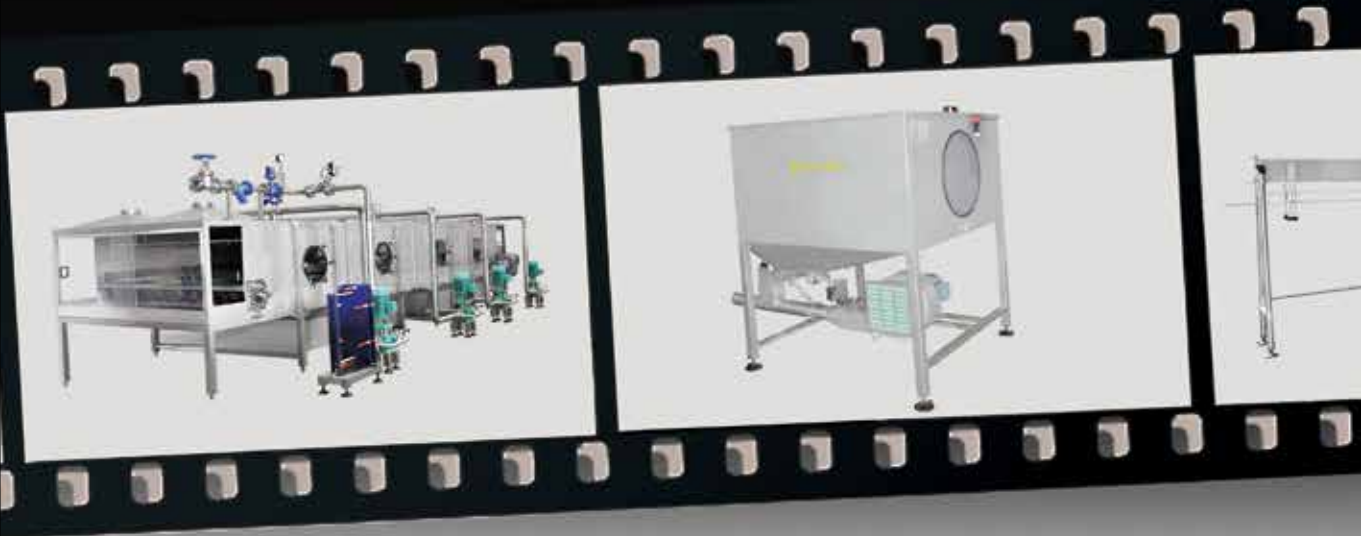
- ★ According to the market demand, Tech-Long is developing its servo motor cold glue and pressure sensitive combi labeling machine, which can stick both cold glue label and pressure sensitive label for one bottle size, or stick different labels. This kind of combined labeling machine which can also be separated into different modular, will be the first in China. It has reached the world class level.

# 输送设备发展历程

## THE DEVELOPMENT HISTORY OF CONVEYING SYSTEM

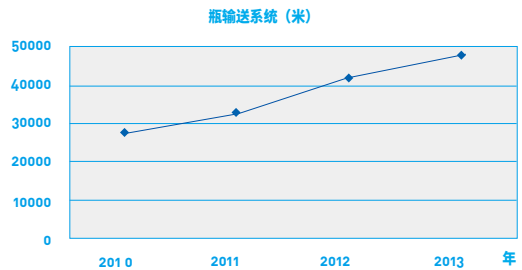






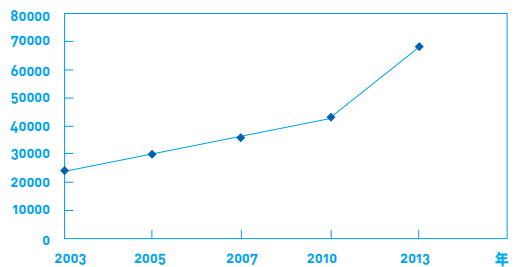
在PET瓶饮料生产线（在产品的生产过程中）中，输送线担任着举足轻重的角色，如何将吹瓶机、灌装机、贴标机、包装机4个关键点节点设备有机的联合起来，最大程度的体现整线生产效率，与输送线的配置有很大的关系。

饮料生产线的输送设备，主要涵盖以下几类：瓶胚的输送、瓶盖的输送、空瓶的输送、实瓶的输送、后段包装物的输送等；此外，还包括其它具有特殊功能的一些输送类设备，如倒瓶杀菌链、冷却喷淋隧道、温瓶机等。



## 输送整线产值/BPH

—◆— 输送整线产值



达意隆输送设备发展历程，多年来，达意隆输送整线产值飞速增长的同时，设备运行应用的效率也越来越高，瓶输送系统从单线最高产量24000BPH的综合设备效率最高60%提升至单线最高产量68000BPH,综合设备效率最高达95%。



### **1998—2009年， 输送设备组主要依附于主机设备。**

该阶段输送设备同主机的发展保持一致的步伐，不断完善方案。在标准化建设中，起步较早，2004年起，一直在建立和完善标准模块。到2009年，送瓶风道已发展到第五代标准模块，实瓶输送系统发展到第二代标准模块。

### **2010年，成立输送事业部。**

瓶输送链销售量翻番，自主设计的产品种类高达16种。

### **2011年，成功研发并应用36000BPH罐类 输送线。**

此前，达意隆输送设备局限应用于PET瓶产品，罐类输送线的成功应用，意味着达意隆输送设备将作为独立产品应用于更多产品区域。

### **2012年，成功研发并应用无动力滚筒螺旋 输送机。**

无动力滚筒输送机之间易于衔接过滤，可用多条滚筒线及其它输送设备或专机组成复杂的物流输送系统，

完成多方面的工艺需要。它的成功应用，解决了立体仓库输送难题，也意味着达意隆输送设备向多元化输送迈出新的一步。

### **2013年，着手研发动力螺旋输送机。**

较对于传统输送设备，动力螺旋输送机齐聚整机截面尺寸小、密封性能好、运行平稳可靠、可中间多点装料和卸料及操作安全、维修简便等多个优点，应用范围也将大幅增广。



In PET bottle beverage production line, conveying system plays an important role. How to properly connect blower, filler, labeler and packer together and make full use of its efficiency, most probably, has a great relation with how to configure conveyors.

Conveying system in beverage production lines is composed of perform conveying system, cap conveying system, empty bottle conveying system, full bottle conveying system, pack conveying system and so on. Besides, it includes some special function conveying equipment, like tilt sterilization conveyor, cooling tunnel and warming tunnel etc.

### **1998-2009, conveyors were manufactured together with machine main body.**

In this period, the development of conveying system was synchronized with machine. In establishment standardization, conveying system was the first one. Since 2004, it had been tried to set up and improve the standard modular. In 2009, air conveyors developed into the fifth generation standard modular and full bottle conveyors developed into the second generation standard modular.

### **In 2010, Conveying Department established.**

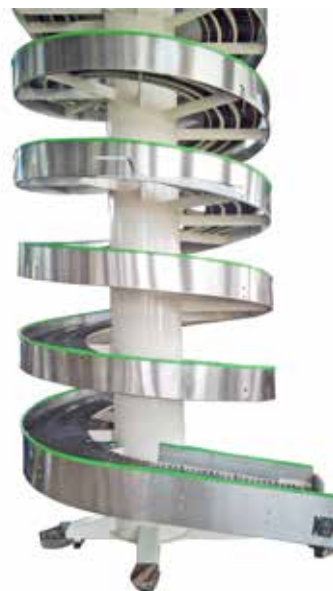
Sales volume of conveyors doubled in this year. Tech-Long developed 16 different similar products.

### **In 2011, Tech-Long developed 36,000BPH can conveyors.**

Before, Tech-Long could only manufacture conveyors for PET bottles. The success of can line meant conveyors could be used as an independent products for different fields.

### **In 2012, Tech-Long developed its pressure less roller type spiral conveyors.**

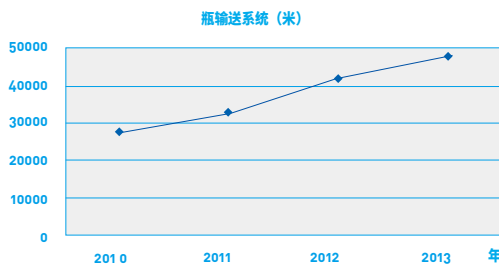
It was easy to connect or transfer among the pressure less rollers. Pressure less conveyors could combine together or with other equipment to construct complex logistics conveying system, so as to meet the different process requirements. The application of spiral conveyors solved the problem of vertical conveying, which also meant that Tech-long stepped forward for product diversity.





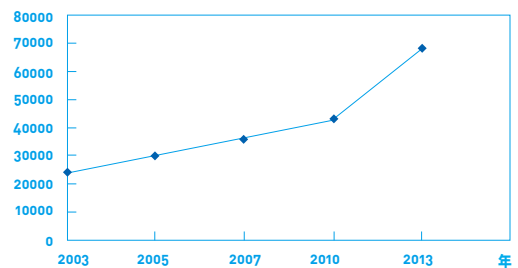
### In 2013, Tech-Long was developed spiral conveyors with driver.

Compared with traditional conveyors, spiral conveyors with driver had small cross section area, good seal, stable running, loading and unloading in several points, easy maintenance etc. The application of it would be in a large range.



### 输送整线产值/BPH

—◆— 输送整线产值

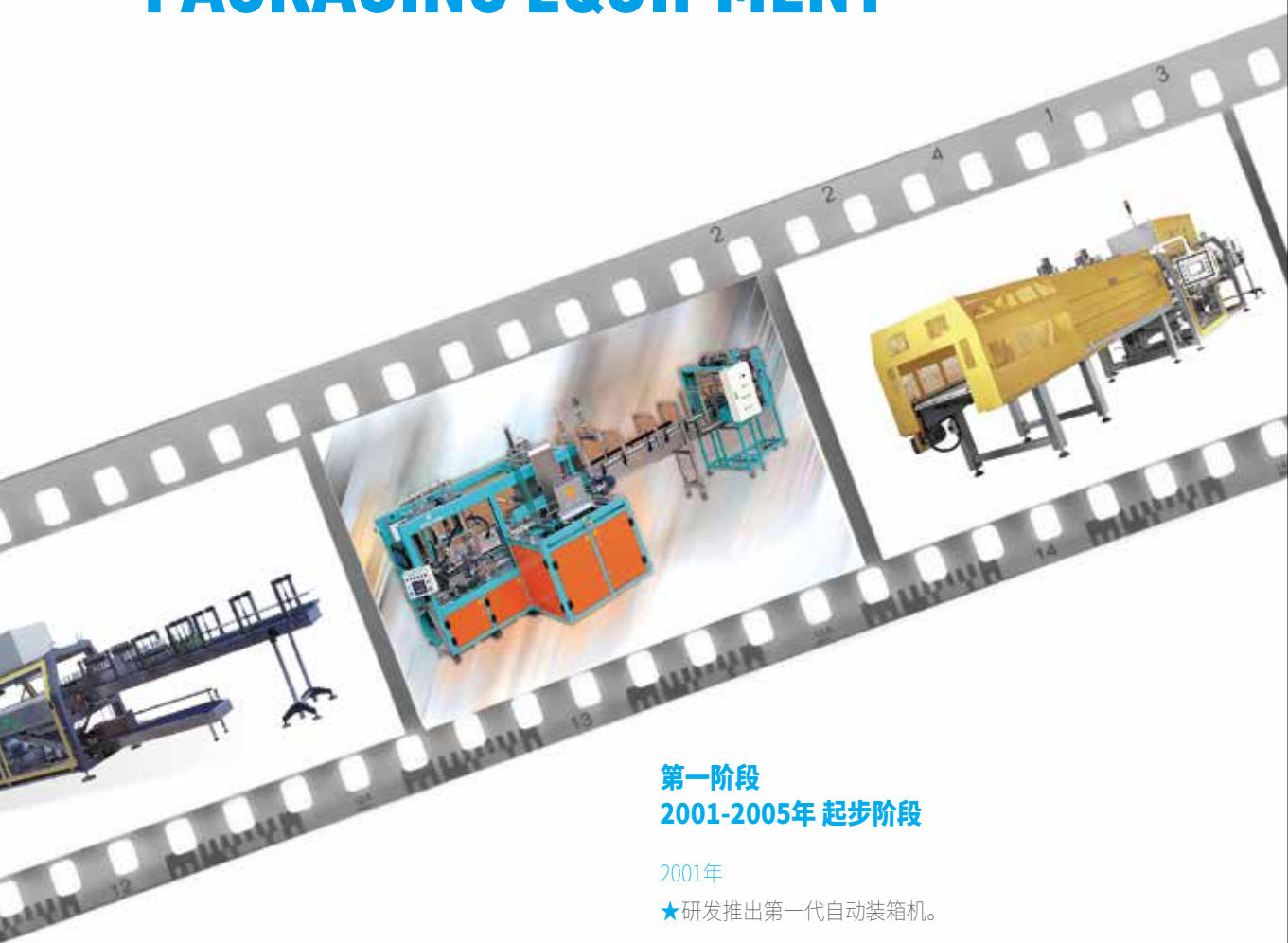


The development history of Tech-Long conveying system: For years, speed of Tech-Long conveying system keeps renewing all the time, so do the line efficiency. The speed from 24,000BPH with 60% efficiency reached up to 68,000BPH with 95% efficiency.



# 包装设备发展历程

## THE DEVELOPMENT HISTORY OF PACKAGING EQUIPMENT



### 第一阶段

#### 2001-2005年 起步阶段

2001年

★研发推出第一代自动装箱机。

2002年

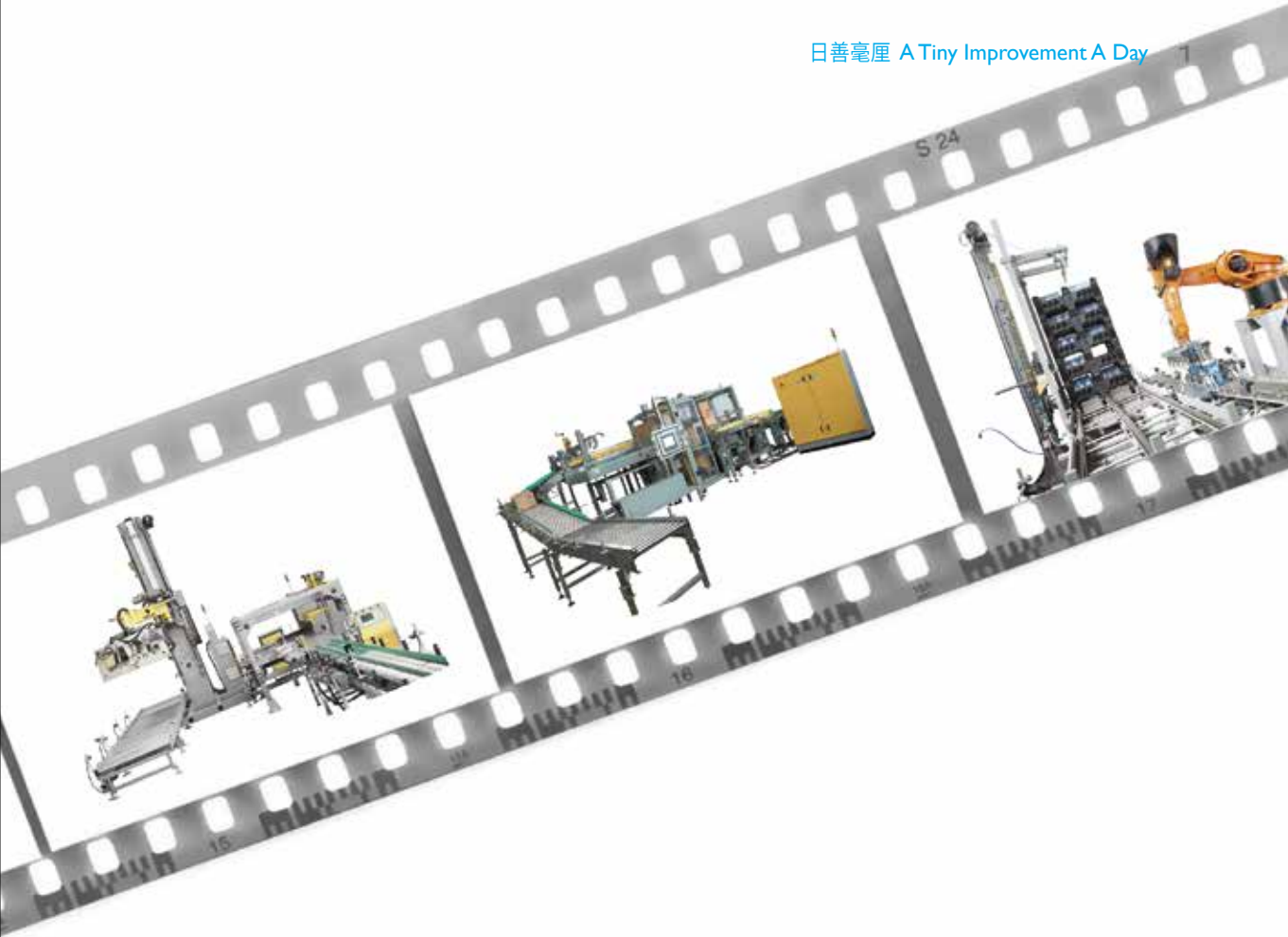
★研发推出第一代全自动热收缩膜包装机。

2003年

★研发推出第一代步进式纸箱裹包机。

★研发推出第一代码垛机。

2005年，达意隆正式成立后段包装设备制造事业部，从单一纸膜包设备发展到现有涵盖码垛、装箱、成型，封箱、机器人等整线后段包装设备，从传统包装步入大包装时代，并于2014年成立了工业自动化事业部。



## 第二阶段 2005—2007年 迅速成长阶段

本阶段包装设备分别有：膜包机、纸包机，传统码垛机，机器人层码垛机。开始进入啤酒饮料市场。

2005年

- ★在国内同行中率先研发推出第一代码垛机器人，迅速获得市场认同。
- ★研发推出新一代热收缩膜包机，产量达40包/分钟。

2006年

- ★研发推出新一代高速纸包机，产量达45包/分钟。

2007年

- ★研发推出新一代传统码垛机，产量达40包/分钟。
- ★研发推出新一代机器人层码垛机，产量达60包/分钟。

## 第三阶段：2008—2010年 新机型研发阶段（迅速抢占行业制高点）

2008年

- ★研发第一套西门子伺服控制系统，彻底摆脱供应方面电气程序限制。
- ★研发第一台卸空瓶垛，完善包装设备产品种类。
- ★研发第一台卸箱垛机，完善包装设备产品种类。

2009年

- ★研发第一台五加仑码垛机，切入大桶水码垛领域。
- ★研发第一台单立柱码垛机，切入高速码垛机领域。

2010年

- ★研发第一台机器人排码垛机，完善包装设备产品种类，为进入复杂码垛领域打好基础。



#### **第四阶段：2011—2014年 高速发展及扩充阶段新领域扩张，成功进入 非饮料行业。**

##### 2011年

- ★研发第一套四进箱四出垛机器人排码垛机，首次踏入非饮料行业，该设备可同时进行4条线4种产品的码垛。
- ★成立食品组，利用蜘蛛手机器人及魔术皮带工艺切入非标食品装箱领域，首次踏入非饮料行业，该码垛机可同时进行4条线4种产品的码垛。

##### 2012年

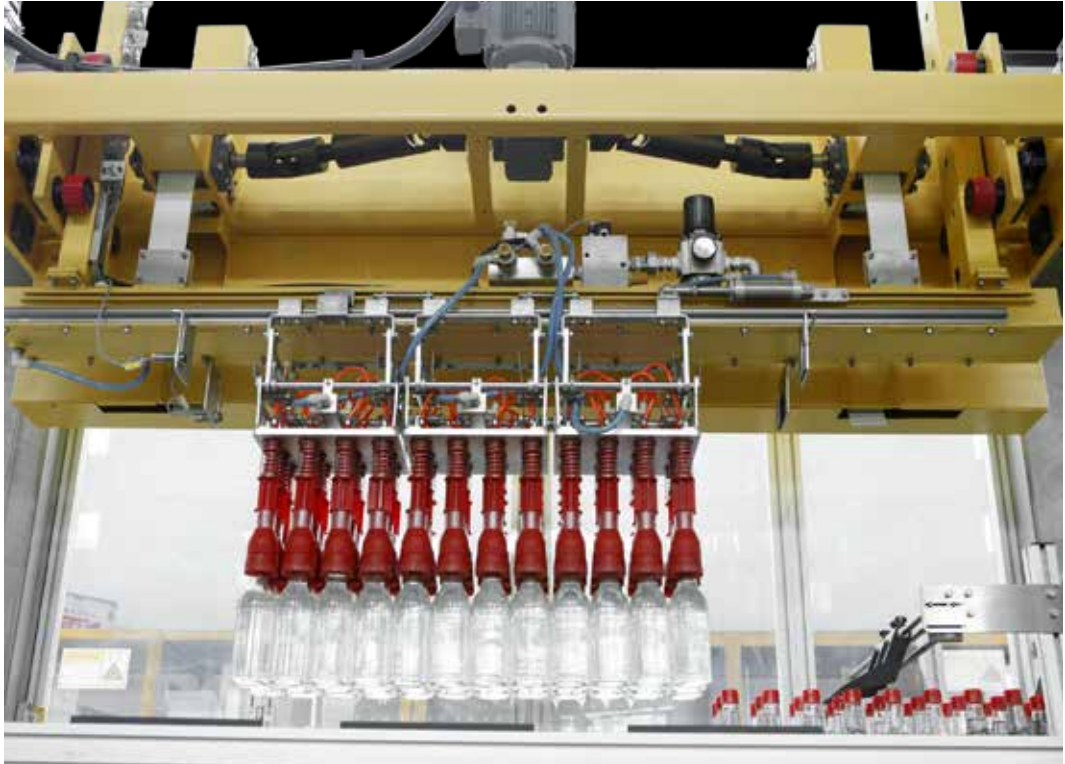
- ★研发第一套五加仑横码垛机，踏入国际领先行列。
- ★研发第一套五加仑横码卸垛机，功能更强大。

##### 2013年

- ★研发第一套码垛物流系统，5台机器人同时运行在一个大物流平台上。
- ★进军非食品行业，成功与格力空调、纳爱斯等企业合作。

##### 2014年

- ★成立工业自动化事业部。



In 2005, Tech-Long set up secondary packaging department. In the very beginning, it could only manufacture shrink wrapper. However, right now it can manufacture palletiser, case packer, case former, case sealer, robotic packaging. It stepped into big packaging age from traditional packaging age. In 2014, it established automation department.

### **The First Period: 2001-2005, Initial Stage**

#### **2001**

Developed the first generation automatic case packer

#### **2002**

Developed the first generation automatic shrink wrapper

#### **2003**

Developed the first generation wrap around packer  
Developed the first generation palletiser

### **The Second Period: 2005-2007 Rapid Growth**

In this period, it had the following equipments: shrink wrapper, case packer, traditional palletiser, robotic layer palletiser. First marching in beer industry.

#### **2005**

Developed the first robotic palletiser in domestic industry, and got the approval very soon.

Developed new generation shrink wrapper, speed





was 40 cases per minute.

#### **2006**

Developed new generation case packer, speed was 45 cases per minute.

#### **2007**

Developed new generation traditional palletiser, speed was 40 cases per minute.

Developed new generation robotic layer palletiser, speed was 60 cases per minute.

### **The Third Period: 2008-2012 New Type Machine Development (Occupying the peak of the industry)**

#### **2008**

Developed the first set Siemens servo control system, complete free from limitation of program supplying

Developed the first high position empty bottle

depalletiser, improved the categories of packing machines.

Developed the first case depalletiser, improved the categories of packing machines.

Developed the first double station palletiser, double station case depalletiser, which increased the speed of equipment.

#### **2009**

Developed the first 5-gallon bottle palletiser. Tech-Long palletiser went into barrel bottle industry.

Developed the first single column palletiser. Tech-Long palletiser went into high speed palletiser market.

Developed the first high speed case packer, Tech-Long case packer went into high speed case packer market

#### **2010**

Developed the first robotic arrow palletiser, which improved the categories of packing machines





and laid the foundation for complicated packing industry.

### The Fourth Period: 2011-2014 High Speed Development and Expansion

New Industry expansion, Tech-Long went into non-beverage industry.

#### 2011

Developed the first four cases in and four cases out robotic arrow palletiser; Tech-Long went into non-beverage industry firstly. This kind of palletiser could meet 4 lines with 4 different products at one time.

Set up food packaging team, utilized spider arm and magic belt marched into non-standard food packaging industry.

Developed the first low level empty bottle depalletiser; Added the categories of depalletiser,

met the requirements of non-beverage industry.

#### 2012

Developed the first 5-gallon bottle horizontal palletiser, in world leading position

Developed the first 5-gallon bottle horizontal palletiser & depalletiser; had the function of palletizing and depalletising.

#### 2013

Developed the first pallet conveying system; 5 robots could work together in one conveying platform.

Marched into non-food industry, successfully cooperated with Gree and Nice Group

#### 2014

Set up automation department.

# 三大引擎齐助力 卓越品质腾万里

Three Engines Driving  
Together, Excellent  
Quality Accelerating  
Development

—回顾达意隆机械加工、质量控制、科研技术的发展

Reviewing the development of machine processing, quality management, and  
science and technology achievements





创新驱动发展，品质赢得市场。叱咤于液态包装机械领域十五年的达意隆素来以卓越品质、贴心服务的雄壮实力闻名业界，其超群的科研和营销能力得益于背后三大迅猛引擎的助力推动，他们是达意隆精心打造，锐意组建的机械加工、质量控制、科研技术三大系统部门。

Innovation drives development, quality wins the market. Tech-Long is well-known in liquid packaging machinery industry for 15 years because of its excellent quality and best service. The well performance of its science & technology and sales volume profited from three engines behind it. They are machine processing, quality management, and R & D center with Tech-Long's well-built.

## 机械加工 MACHINE PROCESSING

作为中国饮料包装行业领先的设备供应商，在超群的科研和营销能力背后，为有效增加公司生产制造能力，提升核心竞争力，达意隆不断增加在加工设备数字化、自动化方面的投入。自2005年起，平均每年购买数十台先进的机械加工设备，目前已拥有260余台加工设备，40余台高精度数控机床，170名专业操作技工，30名工艺技术人员。

完善的质量控制流程、先进的检测设备、一流的加工设备，达意隆能为国内、外客户提供全面的、高精度的零件加工及整机制造服务。未来，达意隆将不断增加对加工设备数控化、自动化方面的投入，持续以完善的质量控制流程、先进的检测设备、一流的加工设备，为国内外客户提供全面的高精度的零件加工及整机制造服务。

As the leading equipment supplier in China beverage packaging industry, besides its preeminent R & D strength and sales capability, Tech-Long also invested constantly in digital

and automatic processing equipment to meet the manufacturing capability and improve core competitive strength. Since 2005, Tech-Long bought average 10 sets processing machine per year. Currently, it has more than 260 sets of processing machine, more than 40 high accurate digital control machine tools, 170 professional operators and 30 process technicians.

Tech-Long can provide full scale, high accurate processing parts and whole machines for domestic and overseas customers because of its perfect quality management process, advanced inspection equipment and first class processing machines. In the future, Tech-Long will constantly increase its investment on digital and automatic processing equipment and continuously provides full scale, high accurate processing parts and whole machines for domestic and overseas customers





1



2



3



4



5



6



7

- 1 立车  
Vertical CNC Lathe Machine
- 2 激光切割机  
STX510 Laser Cutting Machine
- 3 立式卧式加工中心  
Vertical or horizontal CNC Center
- 4 卧式加工中心  
Horizontal Processing Center
- 5 数控车削中心  
Numerical Turning Center
- 6 大型镗铣数控设备  
Large boring and milling CNC equipment
- 7 龙门式五面加工中心  
Gantry Type Machining Processing Center



# 质量控制

## QUALITY MANAGEMENT

完美的品质保证源于严谨的质量控制。2008年，达意隆质量检测中心正式成立，是迄今为止同行业中检查手段最先进，设备最齐全，项目最齐备的检测中心，能准确地向技术人员提供参考数据，科学选择最适合材料和配件，从而有效地控制零部件的质量关；同时向技术、品质人员提供数字信息，从多方面确定零件加工后的可行度。

达意隆时刻以顾客需求为导向，结合公司质量管理体系对原材料、零部件等进行严格检验，使产品在行业中树立“更精密、更稳定、更完美”的良好形象。

### 达意隆质量控制体系：

**PET检测中心、零部件检测中心、国际化质量管理体系团队**

### PET检测中心介绍：

达意隆PET瓶检测中心组建于2008年年底，拥有耐压测量仪、尺寸综合测度仪、瓶子分段切割仪、顶压容量联合测量仪、瓶胚同心度测试仪等世界一流及同行业顶尖的检测设备。除测量瓶型尺寸外，还可对PET瓶的耐压、应力、真空进行测试，并能对灌装成型的饮料进行高低温交变试验、瓶盖的扭力及密封等项目的检测和测试

### 零部件检测中心介绍：

2008年底，达意隆成立零部件检测中心，结合公司质量管理体系，利用先进的检测设备对原材料及零部件进行严格检验，保证产品质量的可靠性。检测中心除对常规尺寸检测外，还具备材质分析、耐蚀试验、金相

分析、超声波无损探伤、涂层测厚、粗糙度测量、硬度检测、耐电压测试、漏电测试、噪声检测等项目的检测和测试。

零部件检测中心设备目前主要有：三坐标检测仪、直读式光谱分析仪、便携式光谱分析仪、超声波探伤仪、管道内窥镜、涡流测厚仪等。

### 国际化质量管理体系工作成效：

2002年通过了ISO9001质量管理体系，多年来把质量管理体系标准作为公司发展实现精细化管理的工具，全面贯彻ISO说、写、做一致的精神，通过以标准化为助推器，进一步规范公司管理工作，增强管理的精细化和可控性，从而推动企业的持续发展，增强企业的核心竞争力；使用公司管理与国际管理接轨。

[2002年公司通过TUV莱茵公司ISO9001认证](#)

[2004年公司水处理设备通过卫生部审核](#)

Perfect quality is derived from strict quality control. In 2008, Tech-Long set up its quality inspection center officially. Till now it is the most advanced inspection center with the most complete inspection equipment and inspection items in this industry. It can provide accurate data references to technicians and suggests choosing the most suitable materials and spare parts, so as to control the quality of parts. Meanwhile, it will provide digital information for technical persons and quality control persons to testify the feasibility of

processing parts from several aspects.

For all the time, Tech-Long considers customers' requirements as its orientation. With its quality management system, Tech-Long conducts a strict inspection on raw materials and processing parts, so as to build up an image of "more accurate, more stable, and more perfect"

### **Tech-Long Quality Management System: PET Bottle Inspection Center, Processing Parts Inspection Center, International Quality System Management Team.**

#### **PET Bottle Inspection Center Introduction**

Tech-Long PET bottle inspection center was set up at the end of 2008. It has world class and leading in industry equipments, such as pressure tester, dimension and thickness tester, bottle sectional cutter, top load and volume tester, preform concentricity tester... Besides measuring the dimensions of bottle, it can test the pressure resistance, stress, vacuum, high and low temperature interchanging for filled bottles, torque of cap, sealing of cap etc.

#### **Processing Parts Inspection Center**

Tech-Long processing parts inspection center was set up at the end of 2008. With quality management system of Tech-Long, it applies advanced inspection equipment to inspect the raw materials and processing parts strictly, which guarantee the quality reliable. Beside common size inspection, the inspection center can provide material analysis, erosion resisting test, metallographic analysis, ultrasonic nondestructive flaw detection, coating thickness test, roughness measurement, hardness

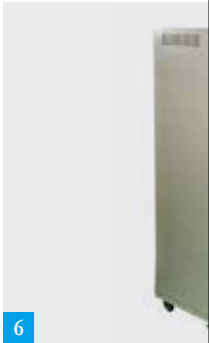
test, withstanding voltage test, current leakage test , noisy test etc.

#### **Effect of International Quality Management System**

In 2002, Tech-Long passed the ISO9001 quality management system. For years, Tech-Long treats the standard of quality management system as a tool to realize its fine-grained management and fully carried out the spirits of speaking, writing and doing. It uses standardization as a booster to further standardize the management of company, which enhances the specific and controlment of management. In promoting the sustainable development of company, enhancing the core competitiveness, integrating with international management, it plays an important role.

In 2002, Tech-Long passed TUV certificate of ISO9001.

In 2004, Tech-Long water treatment equipment passed the audition of Ministry of Health

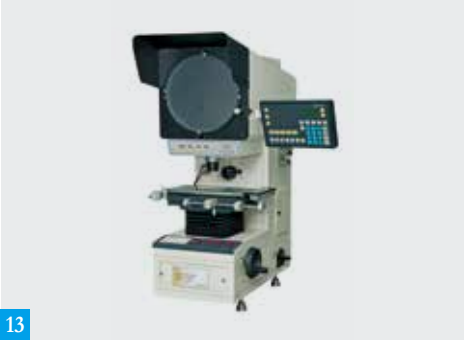




## PET检测中心

### PET Bottle Inspection Center

- 1 检测中心照片  
Photos of PET Bottle Inspection Center
- 2 测厚仪  
Thickness tester
- 3 瓶胚同心度测试仪  
Preform concentricity tester
- 4 高低温交变湿热试验箱  
High & low temperature interchanging tester
- 5 激光抄数机  
Laser Scanner
- 6 生化培养箱  
Biochemistry incubator
- 7 尺寸和厚度测试仪  
Thickness & dimension tester
- 8 瓶子分段切割仪  
Bottle Sectional Cutter
- 9 瓶胚应力测试仪  
Preform stress tester
- 10 数字扭力测试仪  
Digital Torque Tester
- 11 压力测试仪  
Pressure tester
- 12 真空测试仪Z  
Vacuum tester
- 13 顶压容量联合测试仪  
Top load & Volume Tester







4



8



15



## 零部件检测中心

### Processing parts inspection center

- 1 安规综合测试仪  
Safety Integrated Tester
- 2 便携式光谱分析仪  
Portable spectrometer
- 3 测高仪  
Height Indicator
- 4 粗糙度仪  
Rough meter
- 5 覆层测厚仪  
Coating Thickness Tester
- 6 金相显微镜  
Metallographic microscope
- 7 金属分析光谱仪  
Metal Analysis Spectrometer
- 8 里氏硬度计  
Leeb Hardness Tester
- 9 内窥镜  
Endoscope
- 10 显微维氏硬度计  
Three-Dimensional Testing Center
- 11 视频投影仪  
Video Projector
- 12 数字式超声探访仪  
Digital Ultrasound Visit Instrument
- 13 数字式投影仪  
Digital Projector
- 14 涡流测厚仪  
Eddy Current Thickness Tester
- 15 三坐标检测中心  
Micro Vickers

# 科学技术 SCIENCE & TECHNOLOGY ACHIEVEMENTS

达意隆拥有雄厚的科技研发技术和优秀的专业化人才，从事研究开发人员达364人，占职工总数的25.89%。目前公司累计申请相关专利274多项，其中授权157项；发明专利申请99项，授权25项；国际专利授权1项。每年能够开发出3到5项新产品，其中全自动旋转式PET瓶高速吹瓶机、五加仑灌装机、吹灌旋一体机填补了国内空白，并连续多年稳居国内市场第一。

达意隆起草行业标准8项，起草国家标准7项。在研发经费的投入方面连续多年超过销售收入的3%，建有行业唯一国家认定企业技术中心、国家地方联合工程研究中心，是国家火炬计划重点高新技术企业，“广东省级饮料包装设备工程技术研发中心”依托单位。

## 主要研究成果：

- ★拥有157项的技术专利；
- ★“吹瓶机”系列产品为国家重点新产品；
- ★“全自动高速热灌装成套设备”被评为科研成果产业化一等奖；
- ★高速PET瓶饮料吹灌旋一体化装备被评为广东省科技进步二等奖、广州市科学进步一等奖；
- ★高黏度流体灌装一体化成套设备被评为广东省重点新产品；
- ★“瓶坯加温风流通系统”获第十三届中国专利优秀奖；
- ★“液体定量灌装装置”获首届广州市专利奖。





Tech-Long has powerful science and technology strength and excellent professional talents. There are 364 in R & D center, which occupies 25.89% of total employers. Till now Tech-Long applied total 274 patents, 157 patents have been awarded, including 99 invention patents, 25 of them have been awarded, and 1 international patent. Every year, it can develop 3- 5 new products. Full automatic PET rotary blow molding machine, 5-gallon filling machine, blow-fill-cap monobloc filled the gaps in China and they are in the leading position in domestic market for years.

Tech-Long drafted 8 industry standards, 7 national standards. Every year, over 3% of its total sales volume will be put into research. It has the only national R & D center in beverage packaging

industry. It is also the combined research center between nation and province, enterprise of national torch program, support company of beverage packaging machinery engineering and researching center of Guangdong province.

### Main achievements

- ★ 157 Technology patents
- ★ Blow Molding machine is the key new product of China
- ★ Fully Automatic High Speed Filling Equipment was awarded first prize of industrialization of research findings
- ★ High Speed PET Beverage Blow-Fill-Cap Monobloc was awarded first prize of Guangzhou progress prize in science and technology, and second prize in Guangdong progress prize in science and technology
- ★ High Viscosity Filling Equipment was awarded key new products of Guangdong province
- ★ Preform heating air circulation system was awarded the 13th patent honorable mention in China
- ★ Liquid volumetric filling device was awarded first Guangzhou Patent prize.





逐梦  
舵手

**DREAM SEEKER**



逐梦舵手 Dream Seeker



# 大时代的营销探索 THE MARKETING EXPLORATION IN THE GREAT AGE

## 新商业时代下的营销探索

“创新和营销，这是任何企业组织仅有的两个职能”。现代管理学之父彼得·德鲁克曾这样讲过。

2010年，达意隆营销总部成立，在张崇明先生的带领下，以市场为导向，以满足客户需求为目标，以整合资源为手段，科学分析市场，果断进入并傲然占领市场，实现销售额的可喜增长，年年突破销售目标，至今累积销售额达65亿多人民币。营销总部一路高歌猛进，用一组组华丽的数据形象的诠释了企业逐梦舵手的使命。

众所周知，传统工业的产品营销属于组织间营销，涵盖方案、关系、企业高层、样板工程等多种方式，而现代营销，注重客户体验并需对客户体验实行全方面管理，包括：针对性营销服务策略、合理的销售网络布局、全方位整合营销传播策略。所以企业除了突破“传统”的禁锢，还需要有效的把握客户的决策链以及清晰认识了解整个竞争环境。正是基于这种思路，这些年，营销总部不断梳理企业内部价值链和营销管理流程，整合国内销售网络、市场、工程、服务、配件等一系列资源，实施营销组织变革，建立起以客户需求为发展风向、企业品牌资产为着眼点的现代营销服务体系，实现了从“着眼销售”到“以客户需求为导向”的全营销价值体系转变！

## 企业营销掌舵者新内涵

在经济、信息高速发展的今天，营销发生着翻天覆地的变化，它以前所未有的方式给企业带来了巨大的价值收获。在这过程中，企业营销掌舵者——战略制定与实施的灵魂人物，也被赋予了全新内涵。

营销总部是能真正懂客户，懂得市场，并能高屋建瓴地站在市场的角度去思考企业未来发展之路的掌舵者，除了帮助企业及时获取客户需求、市场信息以外，对如何分配资源从而更好满足市场不同层次上的需求也起到举足轻重的作用。同时，由于营销在品牌管理、传播与沟通、营销信息系统建立与管理、产品开发、定价、渠道管理、制定营销计划和营销执行力方面占有得天独厚的优势，能协助各部门共同完成企业的战略目标的制定。

营销无止境，达意隆用十五年的时光践行“为你而转”的企业理念，不断丰富经营营销内涵，从Sales变得越来越Marketing。基于营销基础上的科学可持续的生态系统竞争，定将左右企业未来的发展曲线，达意隆将努力朝着“成为世界级企业的中国制造商”的目标前行，加快速度占领这一战略制高点，才能在激烈的商业环境中掌握主动权，才能屹立于世界民族之林！



## The Commercial Marketing Under the New Era

Peter F. Drucker, the founder of modern management, once said: "Business has only two functions - marketing and innovation".

Tech-long marketing headquarters was established in 2010. Under the guidance of Mr. Chong-ming Zhang and the scientific analysis of the market, we determined to enter and occupy the market by means of integrating resources, with the market as the guidance and meet customers' demand as the goal, and proudly achieved encouraging sales growth. We break through the sales targets every year, with the cumulative sales of more than 6.5 billion. With rich and gorgeous data, we showed our image as a dream-chaser.

As is known to all, the traditional marketing of the industrial products belongs to the inter-organizational marketing, which covers plan, relationship, business executives and sample projects. While the modern marketing focuses on the customer experience and the overall-management on the customers' experience, including targeted marketing services strategy, reasonable sales network layout, and the comprehensive integrated marketing communications strategy. In addition to breaking through the "traditional" imprisonment, the enterprises also need to effectively grasp the customer's decision-making chain and clearly understand the total competitive environment. Based on this

thought, we continuously teased out the internal value chain and the marketing management process over the years, integrated a series of resources on domestic sales network, market, projects, service, and fittings and implemented marketing organizational change. We build up a modern marketing service system with customer – oriented development trend and the focus on brand assets, which transformed the sales-oriented marketing value system to customer demand-oriented.

### **The New Connotation for the Enterprise Marketing Helmsman**

In today with high-speed development in economy and information, dramatic marketing changes take place, which brings to the enterprises with enormous harvest in an unprecedented way. In this process, the Enterprise marketing Helmsman – the soul of the strategy formulation and implementation, is endowed with new connotation.

We, the Marketing headquarters, are the helmsmen who really understand the customers, understand the markets, and ponder over the future development road of the enterprise in the Angle of the commanding market. In addition to helping enterprise to obtain customer demands and market information in time, we also play a decisive role in how to allocate resources so as to better meet the needs of different market level. At the same time, due to exceptional advantages in the brand management, dissemination and

communication, establishment and management of marketing information system, product development, pricing, channel management, marketing planning and marketing execution, we can assist the various departments to make strategic goals for the enterprise.

There is no limitation in Marketing. During the past 15 years, we carefully practiced the philosophy that Tech- Long runs for you, and gradually enriched the connotation of Marketing, transformed from the Sales-oriented to marketing-oriented. The scientific and sustainable ecological system competition based on the marketing will influence the future development curve of the enterprise. Therefore, we will strive toward "a world-class Chinese manufacturing enterprise ". Only speed up to occupy the commanding point, can we grasp the initiative in the intense commercial environment and can we stand among the world!





**转动世界 联赢未来**  
**RUN THE WORLD WIN THE FUTURE**

许多人问，是什么能量让达意隆纵横业界十五载？是什么秘诀让达意隆的营销战绩势如破竹？

十五载达意隆，回忘过往，映入眼帘的是一个个前瞻精准的战略；一项项锐意创举的措施；一次次精心筹备的活动，生动而又有力的解释了辉煌业绩的由来。

"Many people ask, what energy industry for fifteen years and let the lot? So what is the secret of Tech long marketing successes carry all before one?"

Fifteen years of Tech long, Looking back, Coming into view is a prospective precise strategy; a forge and take measures; a careful preparation activities, vivid and powerful explanation of the origin of a brilliant performance."

自2009年以来，达意隆营销总部不断完善管理，调整部门组织架构，整合企业内部资源以适应外部环境的高速发展。在奠定革新的基调后，针对营销方式、组织架构、人才储备等各领域，营销总部进行大刀阔斧的改革。风雨坎坷拼搏路，锐意激进迎丰收。改革之后，营销总部迸发出前所未有的活力，在市场上更具攻击力，订单量屡创新高，荣誉不断，项目验收更是大获全胜，同时，在研发创新、品牌形象、营销业绩等各方面亦取得可喜成绩。

我们深知，每一次从容应对市场挑战的背后，都有赖于各部门强有力的技术力量支持；每一次市场的丰收，都深受各部门通力合作的催化；每一份荣誉的背后，都是达意隆人同心并进的结果。并肩同行，是每一位达意隆人不懈的坚持。未来，达意隆的品牌之路定将愈迈愈宽！

Since 2009, Tech-Long marketing headquarters constantly improve the management, organizational structure adjustment, the integration of internal resources to adapt to the

rapid development of the external environment.

Lay the innovation tone, the field of marketing, organizational structure, personnel reserve, marketing headquarters to make snap reform.

Rough weather hard road, forge radical at harvest.

After the reform, marketing headquarters burst out the hitherto unknown vitality, more aggression in the market, orders of record highs, honor, project approval gain a complete victory, at the same time, also made gratifying achievements in all aspects of innovation, brand image, marketing performance.

We know that, the courage and clam when facing every challenge from the market, depends on the strong support of Department of technology; each time the market harvest, catalyzed by departments to act with united strength; behind every honor, are Tech-Long concentric and results. Walk, every tech long immortal will stick. Future, Tech-Long brand road will become wider and wider!

# 战略，决胜未来的力量 STRATEGY, THE POWER DECIDING THE FUTURE

——回顾达意隆营销总部历年的营销战略思想、营销措施

——A review of Tech long marketing headquarters over the marketing strategy, marketing measures



## 全面梳理管理体系

### 调整整合销售、工程与配件服务部门。

自2009年以来，营销总部将原直属于各事业部管理的项目服务部、配件服务部统一纳入管理，实现了三个部门的一条龙管理模式，树立起高效率、专业化的新形象。同时，新机制隐形成为一种更大胆的销售服务布局，让达意隆在市场战役中大获全胜。

### 梳理企业内部价值链和营销管理流程，建立“以客户需求为导向”的服务新体系。

2012-2013年，营销总部率先进行实施营销组织变革，建立现代营销服务体系，实现了以客户需求为导向的全营销价值体系。

其中，紧密围绕“增创客户价值”主题，倾力创办实训中心，从客户端人员模拟培训、为客户输送人才、工程人员技术提升三个方面为客户增值；同时，对项目服务进行“点对点区域服务”的改革，通过系列服务新举措为客户带来前所未有的价值体验。

### 内延外展，成立非饮料包装销售组与工业自动化销售组。

早在2006年，达意隆与宝洁集团的初次合作，打开了日化行业的大门。2009年，营销总部紧抓新市场契机，蓄势攻进非饮料业务领域。以超强的企业核心竞争力与有效的营销管理手段，迅速抢占市场，获取斐然成绩。2013年，达意隆在非饮料领域喜奏丰收序曲，分别完成了与亨氏、嘉里粮油、益海嘉里等多个知名企业合作项目的验收工作。2014年，成立工业自动化销售组，再一次扩展业务领域。

### 优化晋升机制，搭建人才梯队，激发营销主动性。

2014年，锐意推出“20计划”，在保证产品性能及配套服务品质高水准的前提下，进行节能增效工作。本

次工作涵盖产品研发、人员管理、资源整合等领域，贯穿产业链全方位。

## 组织战略变革

### 全球化经营策略，营销网点、售后服务逐渐本土化。

2011年，对国际市场进行合理布局，先有美国分公司的成立，续而加强推动国际代理销售网点。国际市场新模式的开拓、本土化的服务有效执行了达意隆的全球化经营策略，在该策略的指导下，公司加大对国际贸易合作伙伴的支持力度，并成功赢得2012年国际销售总额增长200%的喜人信息。

### 研发创新，加强硬实力，为营销需求打造坚硬后盾。

2010年，达意隆大力建立国家级研发中心，在注重软实力发展的同时，重力加强硬件设施的支撑，研发中心的成立，将为营销市场和业界发展提供更有力的支持和驱动力。

### 可持续发展中的战略优化——攻克轻量化技术。

在企业社会责任项目的引领下，达意隆适时调整和优化发展策略，将关注低碳、环保策略作为可持续发展战略的核心，在攻克轻量化技术过程中，遇到并解决超过100多项的技术瓶颈及难关，于2010年，成功打造“冰露”瓶装水。这一技术攻破很好的促进了企业在可持续发展战略的稳步前行。

### 制定“质量年”重要战略目标，促进销售与研发之间的并进同行，共同以品质兑现对客户庄严承诺。

2011年，达意隆将该年度确定为“质量年”，在该战略的指导下，各项工作回归产品源头。每年，达意隆将销售额6%-9%的资金用于技术研发和创新，以此来加大产品研发力量的投入。而研发力量的重力投入，进一步确保了达意隆的高端品质，从而助力营销业绩的迅猛增长。由此，销售额与研发力的相辅相成日益



显著。

提出“做具有国际竞争力的饮料争先设备供应商”的战略目标。

致力为全套解决方案的供应商；加强国际网络平台建设；提出“打造战略发展的核心供应商群”概念，有效建立战略合作伙伴关系，实行供应商战略管理。

深耕“应需而生”业务模式，以营销促技术尝新。

2013-2014年，以“应需而生”引导市场战略，多次通过营销市场的开拓，引发技术领域的尝新。其中，2013年，无菌项目的成功签订，促成无菌吹灌旋设备填补国内新型无菌吹灌旋生产线的空白。2014年，第一条铝罐灌装生产线设备也由营销项目的牵头而成功研发并应用于客户工厂。

## 加强品牌推广

升级改版企业刊物《聚焦·达意隆》，引领传播行业最新资讯。

2004年，《聚焦·达意隆》创刊。至2011年，根据资源整合战略，《聚焦·达意隆》进行全面改版升级。由“企业风采展示窗口”成功提跃为“关注行业动态，分享及交流行业最新技术的传播平台”，一显行业领跑者风采。截至2014年，《聚焦·达意隆》已共计出版21期。

VI体系革新，品牌战略升级。

2010年9月，更新企业VI，全面应用新企业色彩体系。新企业色彩体系以“灰与黄”为主，寓意“辉煌”。本次体系的革新进一步推进企业品牌资源的有效整



合，实现品牌传播专业化，为公司品牌战略升级打下坚实基础。

重点开展实施展会宣传战略，锐意加强品牌推广，拓展市场渠道。

早在2003年，达意隆便活跃于国内外同行业各著名展会上。到2009年，营销总部成立之后，锐意加强品牌推广，年参展数大幅增加。据不完全统计，目前达意隆已累计参与超过106个展会。初日的小露头角，到今天的空前规模，每次华丽转身都是达意隆综合实力跃上新台阶的最好佐证。

## **ADJUST MANAGEMENT SYSTEM COMPREHENSIVELY**

**Adjust and integrated the departments of sales, engineering and fittings services.**

Since 2009, we have brought project service and spare parts service that were directly subordinated to their respective business units into the marketing headquarters, which achieved one-stop management mode, and set up a new image of high efficiency and profession. At the same time, the new mechanism enjoys more aggressive sales service layout, helping tech-long make a clean sweep at the battle of the market.

**Upgrade internal value chain and the marketing management process and establish a new "customer demand-oriented" service system.**

From 2012 to 2013, the marketing headquarters took the lead to carry out organizational changes, set up modern marketing service system, realized

the full marketing value system with the demand of the customers as the guidance.

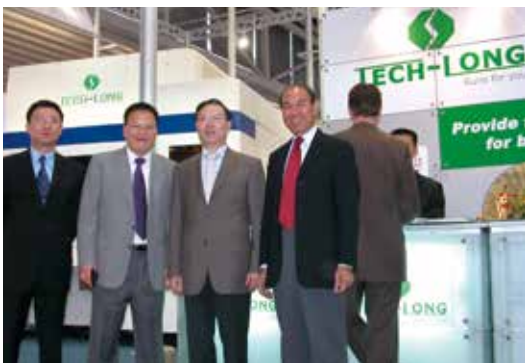
With the theme of increasing value to the customers, we set up training centers to provide personnel simulation training in the client-side, deliver personnel for the customers, and upgrade the technology of the personnel. At the same time, we advanced "point on point regional service project services" reform, through a series of new measures to provide unprecedented experience for the customers.

**Establish the packaging sales group for non-beverage industry and industrial automation sales group.**

As early as 2006, with the first cooperation with P&G group, we initiated the business in daily chemical industry. In 2009, marketing headquarters grasped the new market opportunities and entered other businesses. With strong core competitiveness and effective means of marketing management, we quickly grabbed market, and got a huge achievement in the past years. In 2013, Tech-Long finished the cooperation projects with some famous enterprises like Heinz, Kerry grain & oil, Wilmar and achieved a good harvest. We established the Industrial automation sales group in 2014, which expanded our business areas.

**Optimize the Promotion Mechanism, build a talent team, and stimulate the marketing initiatives.**

In 2014, we launched "20 plans" to guarantee the energy conservation and efficiency improvement



under the premise of guaranteeing high- quality products performance and service quality. This work covered product development, personnel management, resources integration, and other fields, run through the whole industry chain.

## ORGANIZE STRATEGIC CHANGE

### **Combine the Globalization of Operating strategy and the localization of marketing network and after-sales service gradually.**

In 2011, we made a reasonable international market layout. First we established branch enterprises in the United States, and then strengthened the international agent sales network. We effectively carried out with the globalization of business strategy in exploring new International market mode and the localization of services. Under the guidance of the strategy, we increased the support for international trade partners, and successfully won the international sales growth in 2012 with 200 % growth.

### **Make researches and innovation and strengthen the development of hard power to build solid backing for marketing demand.**

In 2010, we established establish national research and development center. We also strengthened the supporting on hardware facilities. The establishment of research and development center will provide stronger support and driving force for the development of marketing and the industry.

### **Optimize technology strategy in sustainable development and conquer the light weight technology**

Under the guidance of our corporate social responsibility programs, we timely adjusted and optimized the development strategy, with low carbon, environmental protection strategy as the core of the sustainable development strategy. In the process of conquering lightweight technologies, we solved more than 100 technical bottlenecks and difficulties, and successfully made Ice Dew bottled water in 2010. The technology greatly promoted the stable progress in the sustainable development strategy.

### **Formulate important strategic target in quality-guaranteeing year, promote the coordinated growth in sales and researches and developments, together with quality to realize solemn promise to the customers**

In 2011, we regarded as this year as quality-guaranteeing year. Under the guidance of the strategy, all the works were raced back to the source of the products. Every year, 6% - 9% of the sales were invested for the research, development, and innovation of technologies, in order to increase investment in product research and development. The powerful investment in research and development force further ensured the high quality of Tech-Long, to boost the rapid growth of marketing performance. As a result, both the sales and the research and development increased significantly and complementarily.





### **Propose strategic objectives to be the first rank internationally -competitive beverage equipment supplier.**

To be a supplier that is committed to a full range of solutions; strengthen the construction of international network platform; and put forward the concept of building core suppliers group strategy, set up strategic cooperation partnership, and implement strategic management of the suppliers.

### **Deepen the customized demand-oriented business model to promote technology innovation**

In 2013-2014, with the customized demand-oriented business model as the market strategy, we triggered the innovations in technology by exploring marketing. The successful signing of the sterile project contributed to fill out the blank of domestic sterile product line of BFC (blowing-filling-capping) equipment. In 2014, led by the marketing demand, we successfully developed the first aluminum beverage-packaging production line equipment, and applied it to the customer's factory.

### **Strengthen brand promotion**

#### **Upgrade the enterprise publication Focus Tech-Long and lead the spread of the latest industry information.**

Focus Tech-Long was founded in 2004. Moreover, we made a comprehensive upgrading and reversion of it in 2011 according to the resource integration strategy. Thereby, the original part -focus on Tech-Long was transformed to a platform to "focus on

industry dynamics, spread and share the latest technology information", which displays the image of the industry leader. By 2014, we have published 21 versions.

### **Innovate the VI system, and upgrade the brand strategy**

We updated VI in September 2010, comprehensively applying the new enterprise color system. New systems are mainly focused on gray and yellow which mean "brilliant". The innovation of the system was to advance the effective integration of brand resources, to realize the specialization and brand communication and to lay a solid foundation for the next upgrade brand strategy of the company.





# 锐意无阻 DETERMINATION SEES NO DETERRENTS

## ——回顾达意隆举办的营销活动

## ——A review of Tech long held marketing activities

2007年7月25日，由达意隆与越南啤酒协会共同承办的饮料热灌装全面解决方案研讨会在越南胡志明市隆重举行。

2009年2月27日，达意隆成功协办2009中国食品/饮品/安全保健跨国采购洽谈会，美国500强供应链主管和中小供应商企业总裁共同参与。达意隆作为此次活动广州分会场的协办方热情接待了该采购团并邀请代表们对达意隆进行实地参观考察。代表团对达意隆的印象极为深刻，对达意隆的发展速度以及规模和产品均是赞赏有加。

2010年12月10日-11日，举办2010年度水饮料营销管理经验交流会，来自全国各地的水饮料行业的企业负责人和营销负责人齐聚一堂。

2012年6月18日-20日，2012年达意隆全球代理大会暨首届国际营销战略论坛隆重召开，来自全球各地近20家代理机构齐聚一堂。

On July 25, 2007, beverage hot filling beer Association Co hosted by lot and Vietnam comprehensive solutions seminar held in Vietnam, Hu Zhiming city.

The February 27, 2009 tech long successful co 2009 Chinese food / drink / Safety Health International Sourcing Fair, America 500 strong supply chain director, and small and medium-sized suppliers jointly participate in. Tech long as the activities of Guangzhou branch field organizers of the warm reception of the purchasing delegation and invited representatives of the on-site visit to tech long. The delegation of the extremely profound impression of the lot, the development speed of Tech long and scale and the products are praised.

On December 10, 2010 -11, held the 2010 annual water beverage marketing management experience exchange meeting, from all over the country's water beverage industry enterprises responsible person and the person in charge of marketing gathered.

On June 18, 2012 -20, 2012, tech long global agent conference and the first international marketing strategy forum, from all over the world nearly 20 agencies gathered.





# 拓者无界

## EXTENSION OF UNBOUNDED

### —回顾达意隆营销团队年会活动

### —A review of Tech long marketing team of annual meeting activity

2010年，1月6日，营销总部2010年度年会召开。

2011年，12月9日，营销总部2011年度年会召开。

2012年，12月28日，“砺锋三年，同心同行，敢为创新”——2012年达意隆营销年会暨总结大会在中国·肇庆召开。

2013年12月23日，“百川汇海·深思本源·乐享丰收”——2013年营销总部年会隆重召开。

新辉煌，伟业在望！今日的营销总部，是一支焕发全新活力的出色队伍。他们，既是沉稳踏实的领导者，又是锐意进取的创新者。他们，稳中求变，变中求新。看！他们正踏着铿锵足音，迈着整齐步伐，无畏艰险，披荆斩棘，昂首向着梦想远方磅礴前进！

On 2010, January 6th, marketing headquarters  
2010 annual meeting

On 2011, December 9th, marketing headquarters  
2011 Annual meeting.

On 2012, December 28th, a theme of "Li Feng  
three years, concentric counterparts, dare be the  
prelude to innovation" 2012 annual summary of the  
General Assembly opened 3 marketing in Chinese  
Zhaoqing.

On December 23, 2013, a theme of "Baichuan  
sea, thought origin, enjoy harvest" marketing  
headquarters will be held 2013 years.

New brilliant Albert in sight! Today's marketing  
headquarters, is a fresh new vitality of the team.  
They,are practical and stable leaders, are also  
determined to forge ahead of the innovator. They,  
stability and change, change in innovation. See!  
They are marching sonorous footsteps, strode neat  
pace, fearless dangerous, all the way, walk toward  
the dream away majestic forward!





# 一路高歌猛进 奏响行业最强音

## ADVANCE RAPIDLY AND STEADILY

### —回顾达意隆历年营销业绩

近年来，尽管全球经济遭遇寒流，达意隆却用一组组华丽的数据展示出液态产品包装行业龙头企业的勃勃生机。2010年，成立营销总部以来，达意隆营销业绩持续增长，新领域的市场扩张也取得显著成绩。在继往开来的新时代，达意隆必将紧握市场新契机，再攀事业新高峰！

### -A Review of the Marketing Performance

In recent years, despite of the depressed global economic, Tech-Long showed the vitality of a leading enterprise in liquid packaging industry. Since 2010 when the marketing headquarters was set up, Tech-Long's marketing performance had continued to grow, and the market expansion of Tech-Long has also made significant achievements. In a new era, Tech-Long will definitely hold new opportunities, climbing to a new peak again!

其中：

2003年销售额远超年初所定的增长25%的销售目标，连续四年实现了销售额每年翻一番的高速增长。

2005全年出口突破2000万美元，同比增长60%。

2007年，订单首次突破5亿元人名币。

2012年，国际市场业绩实现200%的增长。

### 营销业绩（单位：万元）



Notes:

In 2003, the sales revenue was 25% higher than the sales target; the rapid growth of annual sales revenue doubled for four years successively.

In 2005, annual export revenue topped \$20 million, which increased by 60%.

In 2007, the order topped 500 million Yuan for the first time.

In 2012, the international market performance achieved 200% growth.



# 更好的为您服务 —我们一直不懈努力着！

关注服务质量，更关注客户的实际需求，探索如何帮助客户提升生产效率、创造最大利润。“为你而转”不是口号，而是达意隆的长期发展的基石和原则。



# BETTER SERVICE FOR YOU -WE HAVE BEEN WORKING ON IT UNREMITTINGLY!

"Focus on service quality, pay more attention to the actual needs of customers, explore how to help customers improve production efficiency and get the largest profit." "Runs for you" is not a slogan, but a cornerstone and principle of Tech-Long's long-term development.

# 构建高效服务网，提升服务体系 BUILD EFFICIENT SERVICE NETWORK, AND IMPROVE SERVICE SYSTEM







为了更好的服务于全球各地客户，近年来，达意隆逐步把营销网点、售后服务逐渐本土化，至今为止，已累计发展多个国际代理，多处网点的铺设展示出达意隆全面的服务渠道与高效的设备维护，亦彰显出达意隆敢为人先、领跑行业的优势，与拥有立足未来打造全球快速供应的信心。

### 达意隆营销服务网点分布

#### 代理：

中东/印度、非洲/孟加拉、日本、韩国、越南、印尼、巴基斯坦、土耳其、俄罗斯、马来西亚、斯里兰卡、埃及、英国、罗马尼亚、墨西哥

#### 办事处：

北京、上海、成都

In order to better serve customers all over the world, Tech-Long has made the marketing network and after-sales service localized in recent years. So

far, it has developed multiple international agents all over the world. The laying of the large amount of outlets shows Tech-long's comprehensive service channels and efficient equipment maintenance. It also highlights Tech-long's advantages of the leading role in the industry and the confidence to build quick supply globally in the future.

### Distribution of Tech-long's marketing network and service outlets

#### Agents:

Middle East/India, Africa/Bangladesh, Japan, South Korea, Vietnam, Indonesia, Pakistan, Turkey, Russia, Malaysia, Sri Lanka, Egypt, UK, Romania, Mexico

#### Offices:

Beijing, Shanghai and Chengdu

# 增创客户价值 开设新实训中心 ACHIEVE MORE CUSTOMER VALUE, OPEN NEW TRAINING CENTERS



紧密围绕“增创客户价值”的主题，达意隆始终坚持以客户需求为中心，通过系列服务新举措为客户带来前所未有的价值体验。2013年，达意隆倾力开设新实训中心。

实训中心从客户端技术人员模拟培训、为客户输送人才、项目服务人员技术提升三个方面来为客户增值。在客户模拟培训方面，以产品理论与模拟环境、现场实操相结合的模式，让学员技能在课堂上学习产品知识，又能下车间与设备“零距离接触”，全面加强客户技术人员的现场实际操作的能力与对设备的自我管理能力，降低设备人员管理成本。

同时，储备培养技术人员，从校园内招聘一批有一定机械电气基础的学员，系统地安排学习课程，实现从普通操作人员到设备维护人员甚至到安装调试工程师的技能升级，按需求输送至各事业部及客户工厂服务，力求为客户提供最优质服务。

除此之外，实训中心还将在全公司范围内推行培训，采取总部、分公司联合培训方式，加大力度提高工程服务人员技术水平，全面升级达意隆售后服务体系，为客户解决后顾之忧。

Based on the theme of "Achieving more customer value", Tech-long constantly insists on regarding customers' demand as the center and bring unprecedented value experience for the customers through a series of new measures. In 2013, Tech-long made lots of efforts to develop new training centers. The training center adds value for the customers by simulation training for client technical personnel, delivery personnel to the customers and technical promotion for the service

personnel. In terms of the simulation training, using the mode of combining products theory with simulation environment and field operation to help the students not only learn products knowledge in class but also go to the workshop to operate the equipment. Make comprehensive efforts to strengthen the technical personnel's real operation ability and self-management ability of the equipment. Thus, management cost on the equipment personnel can be reduced.

At the same time, reserve and cultivate technical personnel. Recruit a group of students with certain mechanical and electrical basis from the campus. Arrange courses systematically. Realize upgrading from normal operation personnel to equipment maintenance personnel, and even to the installation and debugging engineer. Deliver them to each department and plant to provide service according to demand. Strive to provide customers with the best service.

In addition, the training centers will also provide company-wide training. Adopt the mode of joint training in headquarters and in branches. Intensify efforts to improve the technical level of the engineering service personnel. Comprehensively upgrade Tech-long's after-sales service system to solve the worries behind.

# 优化资源配置 升级项目服务 OPTIMIZE THE RESOURCES ALLOCATION AND UPGRADE THE PROJECT SERVICES



为了更好的细化工程管理，提升服务品质，2014年年初，达意隆对项目服务进行了大刀阔斧的改革，以销售市场分区为版块，对工程服务团队进行工程分区分管理。其中：

国内市场分了两大大区域：东北和西南；国际市场细分为国际服务一区、二区、三区、非洲服务区，并结合客户工厂实际情况，对各区分派专项负责人跟进管理。

对达意隆而言，“核心竞争力=硬实力+软服务”，在精湛的技术设备身后，“专业化、个性化的服务”也始终是达意隆的服务宗旨，这种服务没有差异性，不分地域性，是任何竞争对手都无法克隆的！“为你而转”的理念也将是达意隆坚定不移的重要发展方向。相信，在瞬息万变的竞争中，达意隆将始终以一流的设备技术与服务，打造一流的品质，一显行业领头羊的王者风范。

In order to better refine engineering management and improve the quality of service, Tech-Long has carried out radical reforms in project service in early 2014. Zone project management of the engineering services team is conducted according to the sales market partition sections. Among them:

The domestic market is divided into two large areas: the northeast and the southwest; while the international market is divided into international service area one, two, three and the Africa service area. Special persons in charge are sent to the districts to provide management in combination with the practical situation of the customer factory.

For Tech-long, "core competitiveness = hard power + soft service". Behind the exquisite technological equipment, "professional, personalized service" is also Tech-long's service tenet all the time. This kind of service has no difference and territoriality, which can't be cloned by any competitor! The idea of "turn for you" will also be Tech-long's firm and important development direction. In the rapidly changing competition, Tech-long will always create first-class quality and show its demeanor of industry leader through first-class equipment technology and service.





感恩  
社会

APPRECIATING  
SOCIETY



**善行无疆**  
**NO ENDING FOR**  
**DEVOTED TO IT**

— 致 力 成 为 中 国 优 秀 企 业 公 民 —



行已至远  
BENEFICENCE,  
ALL THE TIME

-DEVOTE TO BE THE BEST ENTERPRISE CITIZEN IN CHINA



企业之于社会的意义是什么？企业的核心价值在哪里？企业的竞争力如何锻造……

过去十五年，是包装机械行业迅猛发展的黄金岁月，也是包装机械行业“上下求索”，向社会交出“答卷”的十五年。

在这条路上，深深地镌刻着我们的足迹。

同时，对达意隆而言，过去的十五年，不仅仅是制造精品的十五年，创造营销奇迹的十五年；更是书写中华民族工业“光荣与梦想”的十五年，是一家现代化民族工业创造社会福祉的十五年。

## 企业公民多元化展现

企业社会责任沉甸甸，做负责任的企业公民，是达意隆的战略选择，更是达意隆的价值取向。通过良好的经营管理、与环境的和谐共处、与社会的多方共赢，达意隆默默地用实际行动诠释企业公民的内涵。

在过去发展的十五年，达意隆始终坚定不移地致力于社会公益事业的发展。参与的众多企业公民活动主要涉及三大领域：教育支持、努力维护环境可持续性发展、人道与社会捐赠。



## 致力教育支持 不设终点的关爱旅程

行动始于爱心，责任铸就希望。2005年，达意隆与宝洁公司联合捐赠湖北麻城乘马岗镇得胜寨中心达意隆宝洁希望小学，开启了达意隆爱心助学之路，并持续



开展至今。达意隆带动众多合作伙伴，每年捐助两至三所贫困小学，改善当地学校的学习条件，资助家庭贫困的学生完成学业，为贫困学校提供帮助。

未来，达意隆爱心慈善助学行动势必为更多贫困地区的孩子们带去更好的学习环境，而达意隆，将始终怀着“慈心为人，善举济世”的心态，积极倡导公益意识，促进社会良好风气的形成，并用实际行动为社会公益事业添砖加瓦。

### 可持续绿色发展 责任与实际充分融合

可持续发展是达意隆价值观的基础。密切关注可持续发展的强烈的企业责任感，是长期以来企业发展战略的重要支柱之一。对达意隆而言，长期的盈利性增长是企业发展的目标，是负责任的价值创造为企业的成功铺平了道路。

多年来，在拓展业务的同时，达意隆通过推行一系列环保活动，将绿色概念融入产品设计与生产流程，为客户提供创新的环保产品，为绿色未来出一份力。2010年4月，由达意隆潜心研发的低碳环保型吹灌旋一体机锐意上市，所产的冰露环保轻量瓶(550毫升)瓶身仅重9.8克，通过降低瓶重，可节省同规格塑料35%以上的使用量，大大降低塑料产品的消耗，减少了环境污染，为饮料行业的良性发展提供了充要条件。以每年10亿瓶“冰露”的基础销量计算，可口可乐“冰露”环保轻量瓶的推出将减少6200吨PET塑料，相当于降低了16400吨碳排放，也相当于新增了262平方公里的森林。

践行环境保护，意味着除了对公司的股东和员工负责，更要对整个社会环境担起重任。未来，达意隆将继续领航可持续绿色发展，坚持打造绿色高效的现代化企业，追求与社会、环境的和谐共生。

### 人道和援助 持之以恒的公益之心

只有在人们可以分享社会进步与繁荣带来成功的地

方，企业才会获得成功。企业的发展离不开社会的支持，惟有患难与共，才能真正实现共赢共生。

在赈灾方面，达意隆多次为社会突发灾难事件提供了快速和有效的帮助。在印尼海啸、汶川地震、2008年南方雪灾、贵州旱灾、雅安地震等灾区赈灾救助中，达意隆迅速凝聚公司和全体员工的力量共同赈灾施援，捐款捐物，携手灾区人民共度难关。

同时，达意隆深知社区服务的重要，多次参与社区服务，为社区居民带去温暖和关怀，传递感动。积极参与新农村建设、公路建设、医疗卫生站建设、林业维护等各类捐建工作，努力把温暖送到真正需要关怀的地方。

“高山自仰止，流水不争先”。承担社会责任不求轰轰烈烈，唯有踏踏实实。不忘初心，善修笃行。秉承企业公民的理念，达意隆必定始终如一坚持自己的使命和责任，努力让爱与关怀顺风飞扬，滋润更多人的心田。





What is the significance of enterprise to society?  
What is the core value of an enterprise? How to  
create the competitive strength of an enterprise...

The past 15 years is the golden age of packaging  
machinery for the development, the age of  
exploring in packaging industry and the age of  
giving an “answer sheet” to society.

In this road, our footprint has been deeply carved.  
The 15 years of Tech-Long is not only a 15-year to  
manufacture finest products and to create miracle  
of sales, but also a 15- year to realize glory and  
dream of our national industry and to bring welfare  
for society.

## Enterprise Citizen Emerges in Multiple Types

To be an enterprise citizen with social  
responsibilities is the strategic choice of Tech-  
Long, even the value orientation of Tech-  
Long. Tech-Long is now silently demonstrating  
its enterprise citizen intension with practical  
activities by improving operating and managing,  
being harmonious with environment and creating  
multiple wins with partners in society.

In the past 15 years, Tech-Long was always  
devoted to social public activities and joined in  
below three fields: Education Support, Maintain the  
Sustainable Development, Humanitarian Aid and  
Social Donation.



### Be devoted to education, a Care Journey without ending

All our actions are because of love, our responsibilities build up hope for those who in need. In 2005, Tech-Long and P & G donate to build a Hope Project School for students in Deshengzhai center Chengmagang town, Macheng city, Hubei province. This activity opened the journey of Tech-Long to support students and has been continued till now. Tech-Long brought more partners to join this activity. Every year, two or three elementary schools in poor area will be donated and the donation will be used to improve the facility, sponsor students from poor families.

In the future, the charity activities of Tech-Long

definitely will provide more help for those children in poor area. Tech-Long will keep its principle of "Be a beneficent person, do more meaningful things", advocate the social public sense and promote the forming of good atmosphere in society. Tech-Long will use its actions to do its bit.

### Green Sustainable Development, The Combination of Responsibilities and Reality

Sustainable developing is the base of Tech-Long's sense of worth. The strong sense of enterprise responsibilities is to pay close attention to sustainable development, which is one of the most important supports for Tech-Long development strategy. As for Tech-Long, long term profit





increasing is the goal enterprise development and responsible value creation paves the road of success.

For years, Tech-Long develops its business all the time, meanwhile, Tech-Long also advocates a serial of environmental protection activities and brings green philosophy into products design and production process, provides many environmental protected products for customers and do its bit for green future. In April, 2010, Tech-Long developed its environmental protected blow-fill-cap monobloc. The products of this machine was environmental protected light weight bottle, the weight of 550ml was only 9.8g. By reducing the weight of performs, it saved 35% of materials compared with same specifications other products, which reduced the consumption of plastic and the

pollution for environment. It provides conditions for optimum development of beverage industry. Suppose total sales volume of ICE DEW of Coca Cola is 1 billion bottles, every year, this kind of light weight bottle will save 6200ton PET materials, reducing the discharge of carbon about 16400 tons, which is equal to a 262 square kms forest.

To implement environmental protection, it means Tech-Long not only takes responsibilities for its share holders and staffs, but also the whole social environment. In the future, Tech-Long will continue carrying out green sustainable development and be consistent to build green high efficiency modern enterprise. Tech-Long will pursue the harmonious way among the enterprise develop, society and environment.

## Humanitarian Aid & Support, Consistent Social Public Activities

Only the place where people can enjoy the result of social progress and prosperity, an enterprise can succeed. The enterprise cannot develop without the support of society, so only sharing weal and woe can realize co-win and co-survive.

In relieving the people in disaster, Tech-Long provides fast and effected aid for many disaster events, Tsunami in Indonesia, Earthquake in Wenchuan, Snow Damage in South China, in 2008, Draught in Guizhou, Earthquake in Ya'an etc. When there is natural disaster in some places, Tech-Long will organize its staff to donate and provide help for the people in disaster area quickly, so the people in disaster area can survive.

At the same time, Tech-Long also understands the importance of community service. Tech-Long has taken part in many communities' service activities and brought warm and care to many people. Tech-Long will take part in new country construction, road construction, medical facility construction, forest maintenance etc. Tech-Long is trying its best to bring the help to those who in need.

"The great mountain never rises up or lowers its head, the flowing water always follow the step." To take social responsibilities is not vigorous but steady and sure. We will not forget our responsibilities and become pure in heart and good in behavior. To keep the principle of enterprise citizen, Tech-Long will be consistent to keep its mission and responsibilities. Tech-Long will try its best to spread love and give help to more people.



# 善爱之路

## A ROAD OF BENEFICENCE AND LOVE

### —达意隆爱心慈善行

### -Charity Givable Activities of Tech-Long

#### 爱·传递

这是一种奉献，更是一种胸怀。

她，不分种族，超越年龄。

她，因分享而精彩，因梦想而荣耀。

这就是传递的力量！

爱，需要传递

爱，在身边传递！

#### Love, Spreading

This is devotion and more a demeanor

She, is part of race, beyond age

She, is splendid because of sharing, brilliant  
because of dream

This is strength of spreading

Love, needs spreading

Love, is spreading around us.

#### 2005，关心全人类,爱心无国界捐款活动

#### 2005, "Caring Human, No Boundary for Love" Donation Activity



**2008-02-19 宝洁希望工程**  
**Hope Project P&G and Tech-Long**



**2008-05-13 汶川赈灾倡议大会**  
**Donation Parade for Wenchuan Earthquake**



**2008-06-26 达意隆资助三里湾小学**  
**Tech-Long Sponsored Sanliwan Elementary School**

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**2009-11-29 达意隆绿点缀南极大陆**  
**Tech-Long Green Doted at South Pole**

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**2010-04 贵州赈灾**  
**Relieving People in Disaster in Guizhou**

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2008-06-26 达意隆资助三里湾小学  
Tech-Long Sponsored Sanliwan Elementary School



2012-06-18 资助罗定 大榄小学&高竹小学  
Sponsored Dalan Elementary School and Gaozhu Elementary School



2013-02-28 爱心捐助 湖北丹江&青塘小学

Sponsored Danjiang Elementary School and Qingtang Elementary School in Hubei





2014-02-28 爱心资助 韶关南雄长市小学

Sponsored Nanxiong Changshi Elementary School



2014-6-20 爱心资助 湖南省宁远县荒塘完全小学

Sponsored Huangtang Elementary School in Ningyuan, Hunan





2014年，张崇明先生爱心资助韶关南雄长市小学的特困生袁华富同学，宁远荒塘完全小学的特困生李海波同学及赵秋粤同学，帮助他们完成学习的梦想。

2014. Mr Chongming Zhang sponsored the poorest student, Huafu Yuan in Changshi Elementary School, Haibo Li, Qiuyue Zhao etc in Huangtang Elementary School to help them finishing study.



袁华富同学家中一角  
One corner of Fuhua Yuan's home



袁华富同学与他的奶奶合影  
Group Photo of Fuhua Yuan and his grandma



李海波同学  
Haibo Li



赵秋粤同学  
Qiuyue Zhao



# 爱心先锋 荣誉加冕

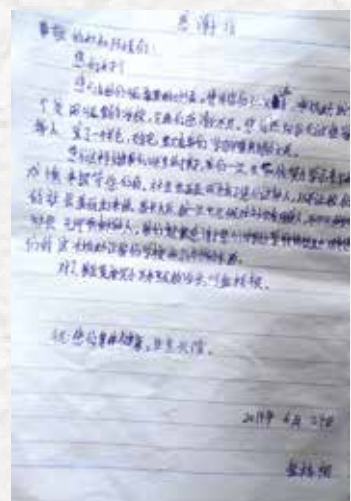
## LOVE PIONEER GLORIES CROWN

—达意隆多年来致力于社会公益，荣获的赞誉

-Charity Givable Activities of Tech-Long



### -The Thank-You Letters of Units or Individuals Donated by Tech-Long







光陰  
故事

STORY OF TIME

## 我们在一起！ ——致达意隆人

有一群人，他们孜孜不倦，甘于奉献，  
有一类职业，他们一切为了客户，创造价值，  
有一种服务，他们起早贪黑，废寝忘食。  
他们，不同姓，却同心，志存高远知荣辱，  
他们，不同血脉，共同追求，为百年基业添砖瓦。  
他们是基石，壮大了达意隆之基业，  
他们是绿叶，洋溢了达意隆之风采，  
他们，是最可爱的达意隆人！

当岁月悄然转动不息的年轮，  
当太阳激情点燃生命的火焰，  
当5475个日日夜夜已经成为昨天，  
从1999到2014，我们携手走过了整整十五年！

十五载，  
一棵小苗从新芽成长为栋梁，  
一个年轻人从加冠步入而立，

十五载，  
先经风雨，磨练了自信，  
后历繁华，彰显了抱负，  
而今，声名远播花遍地，踌躇满怀志高远。

历创业之艰难，青春的火焰，因你们而灿烂；  
展风雨之岁月，累累的硕果，因你们而流芳；  
顺境时，我们欢呼雀跃，分享成功，  
逆境时，我们不离不弃，亲如一家，  
秋华春实，坎坷磨砺，达意隆已经长大。

一路走来，感恩有你，  
未来征程，  
让我们一道背上理想行囊，挽起坚强臂膀，  
溢达意隆之风采，  
扬春帆以远航！





# WE ARE TOGETHER

## TO TECH-LONGNESE

There are some people, working diligently and willing to devote;

There is a kind of career, customer oriented and creating value constantly;

There is a kind of service, no matter day and night and forgetting food and sleep;



When clock keeps ticking away quietly;  
When sun is bursting its flame of life;  
When 5475 nights become yesterday;  
From 1999-2014, we have passed through 15 years hand in hand.

15 years,  
a plantlet grows into a backbone,  
A youth has finished his 20th year, and begun his 30th year.

15 years,  
Experienced hardships and setbacks, built up confidence,  
Witnessed flourishing age, stated ambition,  
Now, well-known in the world, standing high and aiming far  
Reviewing hardships of setting up business, the fire of youth is  
flourishing because of you.

Looking back the past years, thousands of achievements are  
recorded because of you;  
In good times, we are elated and share success,  
In bad times, we are closely united like a famil,  
Days and nights, going through difficulties,  
Tech-Long has grown up;  
All the way, appreciate your accompanying;

Future Journey;  
Let us carry our dream, shoulder by shoulder  
Showing the image of Tech-Long;  
Setting sail;

# 15<sup>th</sup> Anniversary

1999-2014

共赢·存远十五载 感恩·携手向未来  
GOING FORWARD HAND IN HAND.

《聚焦达意隆》纪念公司十五周年特刊  
Focus Tech-Long To Commemorate the Fifteenth Anniversary of the Company.



我们的故事



我们的故事

对于达意隆人而言，有这样一段历史，让我们觉得触手可及，历历在目。

1999年~2014年，触摸它，仿佛重新在触摸自己的成长。随着时间的推移，那些曾经闪亮的日子，愈发显示出它们的光彩。

15年来，我们撑起了达意隆的旗帜，凭着忠诚精神凝聚起来的力量，战胜了一次又一次惊险，创造了一个又一个奇迹！

心相通，意相连。“十五年奋斗，达意隆有我”，没有人比任何一位达意隆员工更懂得这十个字的涵义。十五次春秋的更替，五千四百多次的日升日落；十五载辛勤的耕耘，一百八十个月的斗转星移；十五年的轨迹，在达意隆每个人身上，留下了烙印。感谢这一群未曾歌颂的英雄们，仅用最朴素的语言，却最深沉的感情，向你们致以最高的敬意！

As for Tech-Longnese, there is a history, which is not too far and still comes clearly into view.

From 1999 to 2014, Tech-Long had been growing all the time. Looking back it, we felt it was the just the growth of ourselves. As time goes by, those glorious days show its brilliance more clearly.

For 15 years, we lifted the flags of Tech-Long. We overcame many a time difficulties and setbacks and created many a time miracles thought our strength by loyalty.

Be meant with each other. "15 years hardworking, because I am in Tech-Long", no one but Tech-Long staff can understand the meaning of the 10 Chinese Characters. 15 years season transmigration, more than 5400 time's sunrise and sunset, 15 years hard work, 180 months stars changing in position, carved in every person of Tech-Long. Here we expressed our appreciation the hero of Tech-Long who didn't be extolled. We show our regards with simplest words but deepest emotion.

## 未曾歌颂的英雄(15年工龄功勋人物)

### Unsung Heroes (Employee who works 15 years in Tech-Long)



#### 张颂明

总经办  
董事长兼总经理  
入职时间: 1998-12-18

#### Songming Zhang

General Manager Office  
Chairman & General Manager  
Entry Time: 1998-12-18



#### 陈钢

总经办  
副董事长  
入职时间: 1998-12-18

#### Gang Chen

General Manager Office  
Vice Chairman  
Entry Time: 1998-12-18



#### 张崇明

营销总部  
总监  
入职时间: 1999-05-01

#### Chongming Zhang

General Manager Office  
Sales Department  
Entry Time: 1999-05-01



#### 张赞明

东莞达意隆  
总经理  
入职时间: 1999-11-01

#### Zanming Zhang

Dongguan Tech-Long  
General Manager  
Entry Time: 1999-11-01



#### 柯筱銮

财务总部  
副总监  
入职时间: 1999-11-01

#### Xiaoluan Ke

Finance Department  
Vice Director  
Entry Time: 1999-11-01



#### 程文杰

灌装事业部  
总监  
入职时间: 1999-10-09

#### Wenjie Cheng

Filling Department  
Director  
Entry Time: 1999-10-09





**谢蔚**

行政部  
总监

入职时间: 1998-12-18

**Wei Xie**

Administrative Department  
Director

Entry Time: 1998-12-18



**郑琼球**

营销总部  
副总监

入职时间: 1999-05-01

**Qiongqiu Zheng**

Sales Department  
Vice Director

Entry Time: 1999-05-01



**程伟**

营销总部  
副总监

入职时间: 1999-05-12

**Wei Cheng**

Sales Department  
Vice Director

Entry Time: 1999-05-12



**陈跃兵**

流体事业部  
总监助理

入职时间: 1999-09-07

**Yuebing Chen**

Water Treatment Department  
Assistant of Director

Entry Time: 1999-09-07



**戴晓蓉**

稽核部  
经理

入职时间: 1999-07-02

**Xiaorong Dai**

Audit Department  
Manager

Entry Time: 1999-07-02



**刘水华**

营销总部  
经理

入职时间: 1998-12-18

**Shuihua Liu**

Sales Department  
Manager

Entry Time: 1998-12-18



**梁才林**

质量管理部  
主管  
入职时间: 1998-12-18

**Cailin Liang**

Quality Inspection Department  
Superintendent  
Entry Time: 1998-12-18

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**唐仕兵**

模具事业部  
经理  
入职时间: 1998-12-18

**Shibing Tang**

Molding Department  
Manager  
Entry Time: 1998-12-18

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**贾增军**

营销总部  
调试工程师  
入职时间: 1999-03-09

**Zengjun Jia**

Sales Department  
Commissioning Engineer  
Entry Time: 1999-03-09

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**张小林**

营销总部  
调试工程师  
入职时间: 1999-03-16

**Xiaolin Zhang**

Sales Department  
Commissioning Engineer  
Entry Time: 1999-11-01

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**陈铭胜**

筹建办  
土建工程师  
入职时间: 1998-12-18

**Mingcheng Chen**

Preparatory Office  
Civil Work Engineer  
Entry Time: 1998-12-18

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**余庆礼**

仓储部  
仓库主管  
入职时间: 1998-12-18

**Qingli Yu**

Warehouse Department  
Superintendent  
Entry Time: 1998-12-18

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**姚子良**

营销总部  
售后服务工程师  
入职时间: 1998-12-18

**Ziliang Yao**

Sales Department  
After-sales Service Engineer  
Entry Time: 1998-12-18



**高学山**

工艺部  
工艺师  
入职时间: 1998-12-18

**Xueshan Gao**

Process Department  
Process Engineer  
Entry Time: 1998-12-18



**李继忠**

营销总部  
销售经理  
入职时间: 1999-06-02

**Jizhong Li**

Sales Department  
Manager  
Entry Time: 1999-06-02

**功勋人物 (工龄10周年以上) 排名不分先后**

**营销总部**

龙斯兵	张小林	姚细文	刘晓亮
陈新春	陈艳春	靖涛	许国辉
邹时珍	颜文军	汪修军	朱小强
张胜	林王吉	殷晓聪	黄国财
关明	林必秋	曹达柏	郑汉源
张家喜	龙建华	李开勇	万成文
李继忠	曾晶	唐德林	黄立明
刘小勇	尹峰	李友华	马文校
李卫华	殷俊	江少远	李超
骆宇	吴备荒	吴阳佑	侯健泽
邝敏强	梁树生	潘紫娟	廖科宜
周和平	周威	王俊	梁文智
张坤	李佐平	吴海舟	张贻红
张建新			

## 机加事业部

邓新华	赵军	石光书	肖兴强
夏彪	黄思铭	李小伟	吴孝斌
赵永久	陈永明	梁光富	李凌志
黄世锋	曹深国	邱伏荣	
王爱平	陈永春	李淑华	

## 行政总部

刘永光
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## 非饮料灌装事业部

钟履球	樊绵	王俊中	
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## 供应管理部

刘文进	孟蕾	田龙	黄丽冰
揭素云	黄志福	龚思行	李齐芳
谢锦汉	黄燕	张伟新	罗文忠

## 总经办

孔祥捷	刘惠兰	杨艳芳	刘冬艺
王贤明	高中明	曹小红	陈辉
陈钢			

## 饮料灌装事业部

钟海昌	黄栋能	肖永权	饶艳新
刘炳香	袁在新	林志军	

## 输送事业部

张子平	李雪洪	王志健	周芳
马建设	周爱平	邓付山	柳晓亚

流体事业部

杨穗斌	董世荣	刘东明
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工业自动化事业部

罗文海	谢志军
-----	-----

模具事业部

刘立民	邓疆武	徐永禄
-----	-----	-----

吹瓶事业部

熊腊梅	胡翔	牛凤莲	蔡大亨
张香	邹大群	宋奎伟	金建华
马艳军	唐小艳	宁远鹏	金家成
刘国会	杨振辉	周密	刘勇

五加仑事业部

刘家文	吴锡林
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财务总部

何玉珊	史新军	曾德祝	周纯
冯够英			

包装事业部

周晶	罗凌哲
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## Honoured Employees

(the ones working in Tech Long for more than ten years) The list is not in particular order

### Sales Department

Sibing Long	Xiaolin Zhang	Tao Jing	Xiaoqiang Zhu
Xinchun Chen	Yanchun Chen	Xiujun Wang	Guocai Huang
Shizhen Zhou	Wenjun Yan	Xiacong Yin	Hanyuan Zheng
Sheng Zhang	Wangji Lin	Dabo Cao	Chengwen Wan
Ming Guan	Biqiu Lin	Kaiyong Li	Liming Huang
Jiaxi Zhang	Jianhua Long	Delin Tang	Wenxiao Ma
Jizhong Li	Jing Zeng	Youhua Li	Chao Li
Xiaoyong Liu	Feng Yin	Shaoyuan Jiang	Jianze Hou
Weihua Li	Jun Yin	Yangyou Wu	Keyi Liao
Yu Luo	Beihuang Wu	Zijuan Pan	Wenzhi Liang
Minqiang Kuang	Shusheng Liang	Jun Wang	Yihong Zhang
Heping Zhou	Wei Zhou	Haizhou Wu	
Kun Zhang	Zuoping Li	Xiaoliang Liu	
Jianxin Zhang	Xiwen Yao	Guohui Xu	

### Manufacturing Department

Xinhua Deng	Jun Zhao	Guangshu Shi	Xingqiang Xiao
Biao Xia	Siming Huang	Xiaowei Li	Xiaobin Wu
Yongjiu Zhao	Yongming Chen	Guangfu Liang	Lingzhi Li
Shifeng Huang	Shenguo Cao	Furong Qiu	
Aiping Wang	Yongchun Chen	Shuhua Li	

### Administrative Department

Yongguang Liu
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Non-Filling Department

Lvqiu Zhong	Di Fan	Junzhong Wang
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Supply Chain Management

Wenjing Liu	Lei Meng	Long Tian, Sixing Gong	Qifang Li
Suyun Jie	Zhifu Huang	Weixin Zhang	Wenzhong Luo
Jinhan Xie	Yan Huang	Libing Huang	

General Manager Office

Xiangjie Kong	Huilan Liu	Xiaohong Cao
Xianming Wang	Zhongming Gao	Dongyi Liu
Gang Chen	Yanfang Yang	Hui Chen

Filling Department

Haichang Zhong	Dongneng Huang	Yongquan Xiao	Yanxin Rao
Bingxiang Liu	Zaixin Yuan	Zhijun Lin	

Conveying Department

Ziping Zhang	Xuehong Li	Zhijian Wang	Fang Zhou
Jianshe Ma	Aiping Zhou	Fushan Deng	Xiaoya Liu

Water Treatment Department

Suibing Yang	Shirong Dong	Dongming Liu
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### Automation Department

Wenhai Luo	Zhijun Xie
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### Molding Department

Liming Liu	Jiangwu Deng	Yonglu Xu
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### Blowing Department

Lamei Xiong	Xiang Hu	Fenglian Niu	Daheng Cai
Xiang Zhang	Daqun Zou	Kuiwei Song	Jianhua Jin
Yanjuan Ma	Xiaoyan Tang	Yuanpeng Ning	Jiacheng Jin
Guohui Liu	Zhenhui Yang	Mi Zhou	Yong Liu

### Five-Gallon Department

Jiawen Liu	Xilin Wu
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### Finance Department

Yushan He	Xinjun Shi	Chun Zhou
Gouying Feng	Dezhu Zeng	

### Packing Department

Jing Zhou	Lingzhe Luo
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乐事

Sh



永远记得 分享你我

Enjoying in Tech-long  
Sharing Each other's Stories





# 青春达意隆 行在路上 Young Tech-Long Run on the way

我们

一起沐浴灿烂阳光的温暖；

一起拥抱秀丽山水的悠然；

一起饱餐异域美食的享受；

放飞心情，欢乐无限，

一同出行，美好恣意！

We bathe in the sunshine together and  
touch its warmth

We embrace the beautiful scenery  
together and feel its quietness;

We taste the exotic food and enjoy its  
fullness;

Release ourselves, Infinite Happiness

Travel Together, Enjoy Beauty!













# 青葱岁月 激情无限畅享

## Young & Early Days Infinite Passion

在这里，我们一起放松身心，  
在这里，我们一起挑战自我，  
在这里，我们一起协作奋进，  
让感动继续！  
让青春沸腾！

Here, we release ourselves  
Here, we challenge ourselves  
Here, we work together  
Our miracle will continue;  
Our youth will be passionate;















# 丰收宴 THE FEAST

齐享硕果，感动长存！

Celebrate harvest together, Remember the moving moment









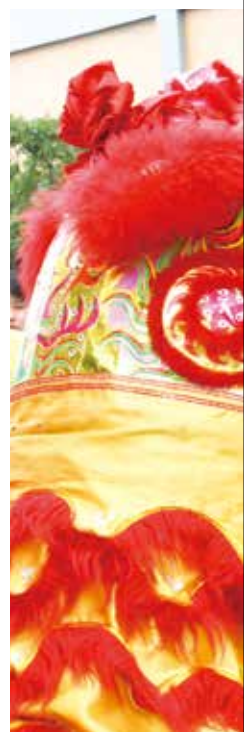






# 开门红 Good Start

欢喜洋溢，充满希冀！  
Filled with joy, full of hope !







# 心连心 意家人 HEART TO HEART, TECH-LONG IS A FAMILY

—员工祝福达意隆15周年茁壮发展

-Greetings from Staffs for 15 Years Development of Tech-Long





## 感恩达意隆

烂漫桃花为春天增添一份生机，它们感恩春雨的滋润；参天大树为行人投下一片绿荫，它们感恩土地的厚重；金色稻穗为丰收垂下饱满颗粒，它们感恩农夫的辛勤耕作；傲雪寒梅为寒冬绽放一抹嫣红，它们感恩自然的丰腴所赐；而我，用这拙劣文笔，提起一支怀有情感的笔，写下此刻身为“达意隆人”的自豪情怀。

达意隆，在这激流勇进的时代发展潮中，经过十五年的汇聚积累，你就如一条激烈的河流，已成长为波澜壮阔的大海，我们为你自豪、骄傲，在你的引导下，不断壮大的“达意隆人”队伍为你奋发向上、为你积极进取，感谢你馈赠的精彩充实的生活，“海纳百川有容乃大”，如今的你内涵更加丰富，产值的极速扩张，技术的创新发展，软硬件的完善完备，在造就百年企业道路上越走越远。

“雄关漫道真如铁，而今迈步从头越”，我们与公司风雨同舟十五年，我们已不再脆弱，淬炼后留下的只有刚强；我们已不再迷茫，眼神中充满了坚毅的目光；我们的梦想不再遥远，而是在前进的道路上翱翔……，致最亲爱的达意隆，十五周年生日快乐！

流体事业部全体员工

## 逐梦 筑梦

2014年，达意隆迈入了第十五年的光辉历程。回首这光阴十五载，达意隆始终秉承着“为你而转，RUNS FOR YOU”的企业精神，迈出的每一步都凝聚着达意隆人的心血、每一步都饱含了拼搏的汗水。正是我们踏踏实实的每一步，随之而来的收获便是硕果累累，在国内市场一路领先，在国际舞台也赢得了赞赏，让我们身为达意隆人，感受到成功的喜悦，和超越的自豪。

足迹，印证着我们的梦想。十五年的发展，我们同舟共济，勇往直前，见证了公司创下的辉煌成绩。

作为达意隆最早发展的产品，五加仑设备的发展便随着公司发展的风风雨雨。我们激流勇进，见证了公司规划的美好蓝图正一步步地实现。经过十五年的发展，我们写出中华民族工业一个耀眼传奇的故事，与此同时，我们都在追逐一个共同的企业梦想，让达意隆成为“百年老店·世界品牌”，弘扬中国创造，使我们不仅要做国内的领头羊，更要走出国门，让国际市场认可，成为行业的佼佼者。

国内巨大市场以及国际舞台给达意隆带来了新的机遇，达意隆将迎来新的腾飞！千帆竞发，百舸争流，愿达意隆人在全球经济一体化的激流中扬帆，去追逐我们共同的梦想，筑造我们更美好的梦想！

在此，五加仑全体同仁祝愿我们的家，我们的达意隆十五岁生日快乐，在未来的无数个十五年里不断进步，不断壮大！

五加仑事业部

## What is Love?

2006年，我作为公司第一批应届毕业生，在达意隆开始了我的职业生涯。在一次与公司高层的沟通会中，我们问：“民营企业一般都不招应届毕业生，为什么我们达意隆会招这么多毕业生”。得到的答复是：“公司的目标绝不仅仅是盈利，和我们一直坚持的慈善事业一样，促进学生就业、培养更多的人才也是我们公司重要的社会责任之一。”

- 爱，就是这份心怀社会的责任。

2007年，中秋节，在外漂泊五年的我，发了一条短信给妈：“什么是幸福？我觉得幸福就是我上初中时一家三口晚上能在一起吃红薯——不是最美味的食物，却是我脑中最为温暖的记忆。”而当时，我们一家三口分居三地工作，从我上高中起，就聚少离多。一次跟我的领导提及此事，几天后他告诉我公司有岗位空缺，可以让我的父亲来面试。之后，我们一家便在广州团圆了。

- 爱，就是这种对每个员工无微不至的关怀。

2008年，我认识了在公司营销总部工作的妻子。婚礼是由我们俩所在部门的同事花了大半个月精心筹备的。2012年元旦，我们的新婚宴日，他们放弃了元旦假期，忙碌了一整天。主持人、证婚人、伴郎伴娘、兄弟姐妹团、花童……都是由我们多才多艺的领导、同事和他们可爱的小孩担任。婚宴到场的嘉宾，一半为从五湖四海赶来的亲友，另一半是我们相处多年的同事。

- 爱，就是这样的家的感觉。

灌装事业部

张航天



## What is Love?

In 2006, I began to work for Tech-Long as the first group of this year's graduates. In a communication meeting with senior management team, we asked: "In normal situation, private enterprise will not hire this year's graduates, why Tech-Long hires so many this year's graduates?" The reply we got is that the goal of Tech-Long was not only to gain profit, but also to create more job opportunities for graduates, to raise more talented persons, just like we always were devoted to social charity activities, it was also one of our social responsibilities.

— Love, is the responsibility of having society in heart.

In 2007, mid-autumn day, I had left my hometown and stayed at other place for 5 years. I sent a text message to my mom: "What is happiness? I think happiness is that all three of our family can eat sweet potatoes together during my junior school time; although it is not the most tasteful food, it is my warmest memory." At that time, three of us were in different places. Since the time of my senior school time, we gathered less and separated more. I talked about this situation to my leader at one time, several days later, he told me there was position is available, you could ask your father to come to. And then, our family was all together.

— Love, is the thorough solicitude for every staff.

In 2008, I met my wife working in sales department. Our wedding is planned and prepared by the colleagues of two departments with more than half a month. In 2012, our wedding was in New Year's Day; they gave up the holiday and took part in my wedding party the whole day. Host, chief witness, best man and bridesmaid, brothers and sisters, flower children... were all my versatile leaders, colleagues and their cute children. The attendee of the wedding: half of them were relatives from all over China, half of them were my year's colleagues.

— Love, is a feeling of family.

**Filling Dept.**  
**Hangtian Zhang**

## Pursue Dream — Shape Dream

In 2014, Tech-Long has been its 15th year glorious expedition. Looking back the 15 years, Tech-Long is always devoted to its principle "Runs for you". Every improvement, all without exception, gathers the painstaking work and sweat of every Tech-Longnese. As the solid step of every improvement, we received great harvest: we are No.1 in domestic market, we are the famous brand in oversea. As a Tech-Longnese, we feel happy to enjoy this success and pride to the continuous exceeding.

Our footprint is our road to dream. 15 years' development, we are standing together regardless of situation and keeping forward. We witnessed all the glorious achievement of Tech-Long.

As the earliest product of Tech-Long, 5-gallon equipments are also developing with Tech-Long regardless of situation. We are moving forward in the great surge, we witness the realization of blueprint of Tech-Long is step by step. After 15 years' development, we have inked a legend of Chinese national industry. Meanwhile, we are pursuing a same enterprise dream, we are trying our best to build Tech-Long as a "century enterprise, worldwide brand". To carry forward "Made In China", we are not only the leading enterprise in China, but also competing in international market and get the approval of oversea customers.

The huge domestic market and the international stage bring a lot of new opportunities for Tech-Long; Tech-Long will develop rapidly in the new stage! A thousand boats set sail and all strive to be the best, we wish Tech-Longnese will set sail in the global economic integration to pursue our dream and to shape our more beautiful dreams!

Here, all the staffs of 5-gallon Department give our best wishes to our big family-Tech-Long. Happy 15th Year Birthday to Tech-Long, we wish Tech-Long keeps improving and growing in the future's countless 15 years!

### 5-gallon Department

## Appreciate Tech-Long

Brilliant peach blossom brings a scene of vitality for spring, because they appreciate the moistening of spring rain; a towering tree casts a green shade for pedestrians, because it appreciates the solidness of land; golden rice head lowers their plump heads for harvest, because they appreciate the arduous cultivation of farmer; cold free plum blossom bursts forth in bright red for winter, because they appreciate the bestow of great nature; as for me, I can only compile some shabby words to express my pride as a "Tech-Longnese".

Tech-Long, in this dramatic development age, has changed into a sea with great momentum from an impetuous river after 15 years' accumulation. We are proud for you. Under you leading, Tech-Longnese are increasing gradually and they are working hard and improving as a return for your bestow of splendid and substantial life. There is one saying in China: "A man can accept all kinds of things just like sea accepts all the rivers flowing into it". Tech-Long is that sea. As the great growth of Tech-Long's scale, sales volume, technical innovation and enterprise culture, Tech-Long definitely will continue moving in its road to century enterprise.

"The road is still long and hard, but we are confident to overcome every setbacks", we have struggled with Tech-Long for 15 years in storms and rains, we are not vulnerable, what we left is unyielding after quenching; we are not confused, what is full of our eyes is fortitude, our dream is not too far, we are on the way ...

To dearest Tech-Long, Happy 15th Year Birthday!

**Liquid Dept.**

十五、華英書院、陸豐清年、在  
報多、在、以、可、為、時、也、以、於、振、興、  
量、望、在、此、時、留、心、學、術、施、以、之、業、  
在、報、同、以、奮、力、功、業、振、興、新、  
因、步、再、接、王、承、更、崎、梁、

加、豐、書、院、十、五、周、年、

於、二、〇、一、〇、年、七、月、十、日、於、



隆情輝煌十五載  
為顧客全心全意  
你重情又重人才  
而不斷創新進取  
轉困難而共勉進  
達雙贏協助共取  
意所達感恩回饋

供應總部 劉巧武

歡欣鼓舞載十五  
歷經拼搏十五年  
力挽狂瀾圖發展  
逐見規模歡心喜  
喜慶迎來齊歡騰  
任重道遠不歇步  
徵途遙遙猛着鞭

工業自動化事業部  
龍旭東

# 感恩

同伴同行十五載  
精彩有你共前行  
風雨兼程難可貴  
爲你而轉創輝煌

貼標事業部  
鍾美婷

# 服务微镜头 Micro Lens of Tech-Long Service

如梭岁月中挥洒的青春，  
似箭光阴中滴落的汗水，  
全心全意，点滴服务，  
披星戴月，从不言倦，  
他们虽不同血脉，但共同追求，  
齐心协力共为百年基业添砖加瓦！

The past youth in the flying time,  
The dripping sweat in the time like an arrow,  
Whole heartedly, Every little bit service,  
Day and night, never lost the untiring of work  
Though gathering from different places, they share  
same pursuit  
Getting together to doing their bit to century enterprise!













# 十年一纪

## ——《聚焦达意隆》创刊十周年感想

她，是一种文化，表露情怀，余音缭绕；  
她，是一个窗口，展示风采，光彩照人；  
她，是一种记忆，固守存封，愈久弥坚；  
在这片田野，你可体味一种精神，勇往直前；  
在这方天地，你可感受一份抱负，志存高远；  
生生不息，它是企业灵魂的依托。

十年，  
光阴似水，春秋交替  
那曾在小楼中萌芽的梦，  
增添了岁月之痕；  
沉淀了从容坚韧；  
.....

转而，  
耕耘渐变为金色硕果；  
努力渐变为赫赫战绩；  
繁星点点渐成为星光璀璨；  
栉风沐雨  
练就了一枝流光溢彩的生花妙笔  
讲述了一个民族企业的盛世华章  
感恩，上千位战友，

奔流不息的深切情谊形成了这张温热的大网；  
  
感慨，数百个故事，  
夜以继日的孜孜不倦为我们铸就了这份坚韧的脊梁；

感动，每一份奉献，  
永恒不灭的青春火焰助我们记录了这个峥嵘的岁月；

我们一同求索，一同协作，  
从青春年少走到如今的信心满满。  
今天，让我们用同一个声音，  
祝：达意隆，十五周年生日快乐！

——达意隆市场部·《聚焦达意隆》编辑组





# A Decade Record

## Focus Tech-Long Reflection of Tenth Year Publication

"She, is a kind of culture, who expresses her feelings and lingers in the air;  
She, is a window, who demonstrates her image and overwhelms everybody;  
She, is a kind of memory, who adheres and become the longer, the more unswerving;  
In this open land, you can feel a kind of spirit, which is marching forward courageously;  
In this micro world, you can feel an ambition, which is standing high and aiming far;  
Life and growth in nature, it is the soul of enterprise relying on."



Ten years  
Time files, seasons alternating  
The dream has ever sprouted in small lodge  
Have been catching up by time  
And formed attitude of clam

.....

Then  
Plowing and weeding brings great harvest  
Struggling and working brings illustrious records  
The pale stars has become bright in the sky;  
Marching regardless of winds and storms  
creating a magic pen;  
narrating a prosperous chapter of a national  
enterprise,

Gratitude, thousands of partners,  
Weaving this warm net with their eternal deep-felt  
friendship  
Signing with emotion, hundreds of stories,  
Building up the firm backbone with diligent and  
tireless work;  
Moving, every devotion,  
Witness those memorable years in the ever-  
flaming of youth;  
We explore together, we cooperate together, from  
young and inexperienced to full of confident;  
Today, let us sound together, Best wishes,  
Tech-Long, Happy 15th Year Birthday to you!

Editorial department of Focus Tech-Long

**-Magazine Focus Tech-Long Editing Group, Marketing  
Department of Tech-Long**

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