

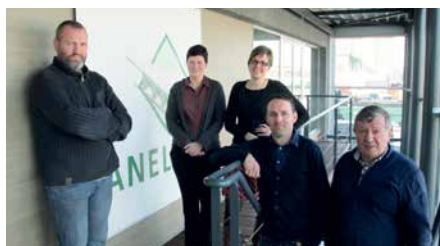
Advantage

Plastics News from Haitian International

A Magazine of Haitian International | Issue 02/2013



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EDITORIAL

DEAR READERS, DEAR CUSTOMERS, DEAR MEMBERS,

Advantage Magazine to K-Show 2013
Chief Editor, Prof. h.c. mult. Helmar Franz



"Leadership has many dimensions: Communication. Innovation. Efficiency." – This extended vision is also a clear message: we want to give our customers competitive advantages that are also sustainable in the future. To do this, we see communication, innovation and efficiency as the three most important pillars for joint success. Here, we are following the time-honored tradition of Zhang Jingzhang, who defined in 1966 for Haitian three factors for success: People – the customer comes first and care for people; Cost – best costs and economy of scale; Investment – to be in a position to invest for growth. We have enhanced this highly successful vision, adjusted it to today's market conditions and aiming it even more strongly towards sustainable success.

Still, people are important, their motivation and skills, but also their readiness to deal with market changes. And their ability to exchange in an active dialog their experiences and their demands. More than ever, innovation is an important tool for sustainably reducing production costs. In our opinion, innovations in machine technology must always be closely linked to the category of the manufactured plastic parts and must always keep in sight the advantages of the injection molding process; that's precisely what we mean by "technology to the point". And finally, efficiency is the yardstick whenever you're talking about using investment for sustainable growth and in-

creasing profitability. For one thing is clear: the pressure from global competition is increasing, resources are shrinking, and the cost situation is not getting any easier either.

In our view, fully electric drive-system technology offers enormous potential for meeting these challenges in injection molding technology. This is where the future is. Haitian International has already begun construction of a new production plant for electric solutions; with 200,000 m², it is our largest manufacturing hall and probably also the biggest in the industry. The plant will begin its operations next year in Chun Xiao, a new district in Ningbo right by the sea. Its maximum possible capacity is around 10,000 fully electric machines per year. In addition, a new plant for large-size machines and two-platen technology is being built at Tong Tu Lu in Ningbo, close to our new Head Offices.

In parallel to this, we will promote new developments that are providing new potential for generating maximum profits in plastics processing, because, as we have already said, that's what it's all about. In our opinion, innovation must quite clearly be judged in connection with costs. True innovation must verify the advantages of the injection molding process, expand its performance capacity and broaden its spectrum of application. This ought to be the ultimate driving force of all

development. Each new technology must bring the processor new advantages and concrete benefits. Exactly to the point.

At the K Show we are introducing four machines from our Series that do exactly that. For example, the new Jupiter 2 Series, which is now already available with more clamping forces from 12,000 to 66,000 kN, and by the middle of 2014 also in smaller sizes, such as the Jupiter 5,500 kN exhibited at the fair.

With the new Venus 2 Series, we would like to demonstrate that fully electric technologies do not necessarily mean that machines become more expensive and more complicated. The opposite is true: compared with hydraulic and servo-hydraulic machines from Europe, a Mercury or a Venus machine can generally produce at lower costs per unit. Exactly because it's fully electric. And in operating the Venus is really very simple. But it's best for you to see for yourself. You will have the opportunity at the K Show!

Welcome! We're looking forward to your visit!

Sincerely yours,
Prof. Helmar Franz

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LEADERSHIP HAS MANY DIMENSIONS

Communication, Innovation and Efficiency

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Duesseldorf, Hall 15, Booth A 41

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SECRETS OF A TOP COOK

Interview with the Haitian-Chief Cook Mr. Liu Daofa



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K-SHOW 2013

LEADERSHIP HAS MANY DIMENSIONS

Communication, innovation and efficiency are the pillars of future developments at Haitian International. Our focus: technology to the point, for practical customer solutions at fair conditions.

The success of the plastics processor is of pivotal importance to our approach at Haitian International. With consistent customer focus we became a world leader in the injection molding machine industry, measured in the number of units sold. Total balance-sheet turnover in 2012 amounts to around 6.3 billion RMB (about 785 million EUR). Currently, the Haitian Group of companies serves customers in more than 130

countries. Innovative strength and the willingness to adapt to changing needs were vital to this. We will offer technologies that really face to the point what our customer needs: practical solutions that expand the potential of standardized processes, and optimize the cost-utilization ratio, with a perfect symbiosis of the greatest possible economic efficiency and the best possible performance; sophisticated machines that can be

customized for each customer, that achieve low unit costs, and that quickly pay for themselves; energy-efficient concepts that fit with the available budget and advance our customers. Everything we do is intended to place our customers in a position to overcome challenges profitably and sustainably. With this promise we shall enjoy success together in the future.



COMMUNICATION.

To know means to understand
to learn means to improve.



**Excellent qualification &
market driven strategies**



INNOVATION.

Innovative thinking is thinking in
terms of the customers.

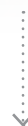


**Technology to the point &
application driven**



EFFICIENCY.

Utilize cost advantage to initiate
new opportunities.



**Sustainable growth &
profitability**

K-SHOW 2013

CURRENT TRENDS IN PLASTICS PROCESSING

We spoke to plastics processors worldwide regarding current market and industry trends and then questioned them on that basis about the requirements for future machines and technologies.

The development of innovative design and key technologies is only possible when there is a thorough understanding of plastics processing in its respective markets. New solutions have to address and take into account the needs of plas-

tics processors as well as current developments and tomorrow's demands. Through our worldwide network of production plants, marketing subsidiaries and service partners, we have a presence in all important markets, where we cooper-

ate with plastics processors from many different sectors. Based on the most recent discussions with customers and business partners we have identified four current trends:

Energy efficiency as a standard

„Energy-efficient drives will prevail across all manufacturers; the market will therefore no longer accept surcharges on them.“

For some time now, energy-efficient drives have been a standard feature of all Zhafir and Haitian Series and at a standard price.

TREND 1



Our customer's trends

Fully electric for high-speed sector

„The pressure of competition will promote a growing demand for fully electric machines for mass production. The plastics processing industry demands higher precision, high-speed processes, and – consequently – shorter cycle times for large production series.“

Fully electric Mercury and Venus II Series already offer highly precise injection-molding units for sophisticated components at attractive prices.

TREND 2

Lean ECO versions

„Increasingly, plastics processors want to operate more flexibly and with greater cost-effectiveness.“

This trend can be observed most particularly in fluctuating and saturated markets. Currently, Haitian, with its Mars II / eco Series, offers a specially developed economical version. Moreover, there will be evaluated economy versions for all machine series.

TREND 3

Standard machines in high-tech processes

„Standard machines that effectively handle the core functions of the injection molding process will become established as an efficient process element in complex applications and in automated processes.“

All our machine series from Zhafir and Haitian have already been operating with reliability and stability for years in the heart of highly automated production cells of various kinds.

TREND 4

communication.

K-SHOW 2013, HALL 15 BOOTH A41

TECHNOLOGY TO THE POINT AT K-SHOW 2013

Zhafir **Mercury** Series



350 - 4,000 kN

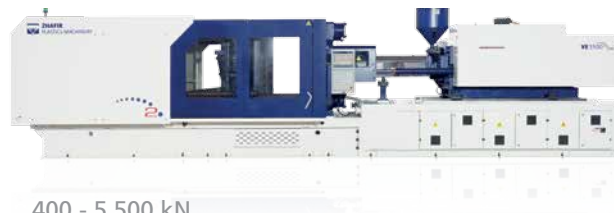
PRECISION & REPEATABILITY

The innovative Mercury Series outperforms all existing machines in repeatability and precision. With the side plates turn into tie-bars and by doing so achieve 70 % more mold surface and a machine design that is around 30 % slimmer. The symmetrical design keeps all of the forces at the center of the unit, ensures high plate parallelism, and the best tolerances.

Machine type	ME 1000 / 35-35
Screw-Ø	35 mm
Plunger-Ø	35 mm
Shot weight	22.3 g
Application	Syringe Piston
Part weight	0.93 g
Cavity	24
Material	PP
Cycle time	16 s
Specials	Hot runner
Partner	Piovan, Milliken, PSG, Trio-Technik
Energy analyze	
KW/h	16.6
kg/h	38.2
KWh/kg	0.43



Zhafir **Venus** ² Series



400 - 5,500 kN

DYNAMIC & COST EFFECTIVE

The Venus II Series is highly dynamic, cost-efficient, and more customer-oriented than ever before. The new injection unit has a more compact shape; fewer individual components provide for greater stability and dynamics in the injection process. The optional packaging version of the Venus II Series "p" from 1,500 to 3,800 kN offers injection speeds of up to 350 mm/s.

Machine type	VE 1900 II / 830p
Screw-Ø	50 mm
Shot weight	13.7 g
Application	Coffee stick
Part weight	0.57 g
Cavity	24
Material	PS crystal
Cycle time	3 s
Specials	Hot runner
Partner	Piovan, Schuma
Energy analyze	
KW/h	8.3
kg/h	16.5
KWh/kg	0.5





innovation.



efficiency.

Haitian **Jupiter** ² Series



5,500 - 66,000 kN

**COMPACT &
SPACE SAVING**

The Jupiter II Series promises high value to the customer with regard to repeat accuracy, precision, and energy efficiency for the most diverse applications and materials. The large, moving adapter plate of the mold guarantees high platen rigidity during the movement as the load increases as a result of large molds. The innovative Mars Technology with a direct connection between the servo-motor and the geared pump provides extremely fast response times.

Machine type	JU 5500 II / 2950
Screw-Ø	70 mm
Shot weight	730 g
Application	Motor cover
Part weight	350 g
Cavity	2
Material	PA6 - 35 GF
Cycle time	46 s
Partner	Sepro Robot, Piovan
Energy analyze	
KW/h	23.4
kg/h	57
KWh/kg	0.44



Haitian **Mars** ² Series



600 - 40,000 kN

**BESTSELLER &
ENERGY SAVING**

Economy is on the agenda: the innovative servo-hydraulic drive technology has been optimized yet again, increasing its efficiency and requiring even less energy. Since its Introduction, the energy-saving Mars Series were sold more than 90,000 times in 7 years – probably the most successful machine series in the history of injection molding machines ever.

Machine type	MA 1200 II / 370 eco
Screw-Ø	36 mm
Shot weight	135 g
Application	Case
Part weight	135 g
Cavity	1
Material	PP transparent
Cycle time	24 s
Specials	Hot runner
Partner	Sepro Robot, Piovan, Milliken
Energy analyze	
KW/h	8.3
kg/h	20
KWh/kg	0.44



CUSTOMER STORY FROM SWEDEN

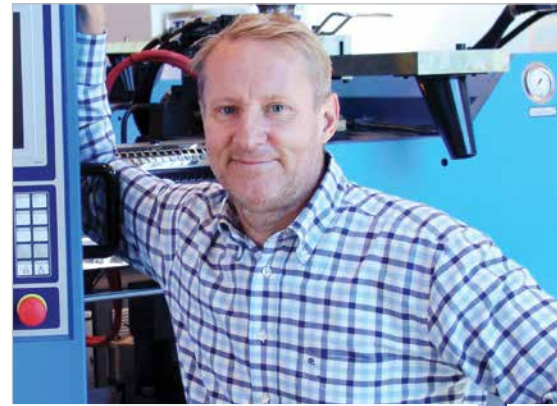
HAITIAN MARS 14,000: AT THE CORE OF A FULLY - AUTOMATED PRODUCTION LINE

*Advantage Magazine to K 2013
Visit at Memo Industriplast AB*



Sledges, snowboards ... The Swedish company STIGA Sports is among the world's top suppliers of leisure and winter sports articles. In order to organise the production of plastic sledges more efficiently, the entire manufacturing process was designed anew, and at the same time moved back home!

About 300,000 of those sledges with more than 800 tons of raw material will be produced per year.



"Low energy costs, stable production parameters and an attractive price; that's what the Mars Series was most able to score with"

Christer Stureson, Plamako in Sweden

Until now STIGA Sports has had its sturdy children's sledges manufactured abroad in a "low cost" country. However, beginning in summer 2013, its brightly coloured "Classic Sleds" for children are being produced in Sweden again. The way back was paved by a joint venture with neighbouring plastics processor Memo Industriplast AB. STIGA and Memo Industriplast made a joint investment of 10 million Swedish kronor in a completely new on-site production line. Being highly-automated, it is competitive with manufacturers in the Far East. The core of this highly-efficient plant is a Haitian Mars Series machine with a clamping force of 14,000 kN, integrated into a production cell with in-mold labeling.

One step backward, two steps forward

The co-operation with Memo Industriplast (and the accompanying relocation of production to their native Sweden) was more than a logical step, and it was not just the matter of one of Memo's plants being located directly adjacent to the premises of STIGA Sports. Memo Industriplast itself is one of the most renowned companies in its field. As many as 50 injection-molding machines of various brands process the widest variety of raw materials, such as PP, PE, PA, PC, TPE, ABS, and magnetic materials. Production ranges from plastic magnets and highly technical plastic or hybrid components for automobiles, smart phones, medical articles, heating and ventilation systems, right through to leisure articles and sports accessories. And now M. I. is also producing the sledge for STIGA.

"Being directly adjacent to the location is advantageous, not only logistically. Above all, when you work together as closely as we do, short dis-

tances are a clear plus for technical meetings", explains Conny Tapper, Production Manager of Memo Industriplast. Mats Bandstigen, CEO of STIGA Sports, says that there has been a great improvement not only in his business's ability to act, but also as regards costs: "Production abroad did have some economic advantages but it also had long lead times. Because of our proximity to M.I., we can now act more quickly and innovate, but with the Mars Series we can also produce more rapidly and much more efficiently. The cost effectiveness of the Mars is simply optimal; indeed, you can say that the whole plant operates with an absolute efficiency."

Twelve hours of unmanned production

The technologies and the know-how for the new sledge production come from Sweden too, from the Haitian agency Plamako. Christer Stureson, owner-manager of Plamako, still remembers the test phase and the arguments that were crucial very well: "Low energy costs, stable production parameters and an attractive price; that's what the Mars Series was most able to score with". The company, also the general distributor for Sepro Robots in Sweden, not only supplied the Mars machine, but also integrated it into a specially-designed, fully-automated production cell. "Basically, the product is completely untouched by human hand until it gets to the STIGA Sports warehouse", Christer Stureson says.

The sledge is produced by the Mars Series at 14,000 kN and is picked up by the gripper system of a 5-axis robot and guided to the stacking station. En route, a reflective sticker loaded electrically in advance is applied 'on the fly'. From

the stacking station, which has space for 12 EUR-pallets, a conveyor belt transports the sledges directly to the warehouse. The whole plant is designed for 12 hours of unmanned production and can process more than 800 tons of raw materials annually. The production volume amounts to around 300,000 sledges per year.



ABOUT MEMO INDUSTRIPLAST AB

Memo Industriplast AB
Telegatan 6
61431 Söderköping
Sweden
www.memo.se

Founded: 1947
Annual turn-over: 10 million euros
Personnel: 50 employees
Plant operations: 24 hours, 5 days a week

Production:

Fully automated production, including material handling, drying units, and automated solutions on almost all machines; in-house tool manufacture

Specialization:

In-mold labeling, multi-components, hybrid parts, production of plastic magnets

CUSTOMER STORY FROM BELGIUM

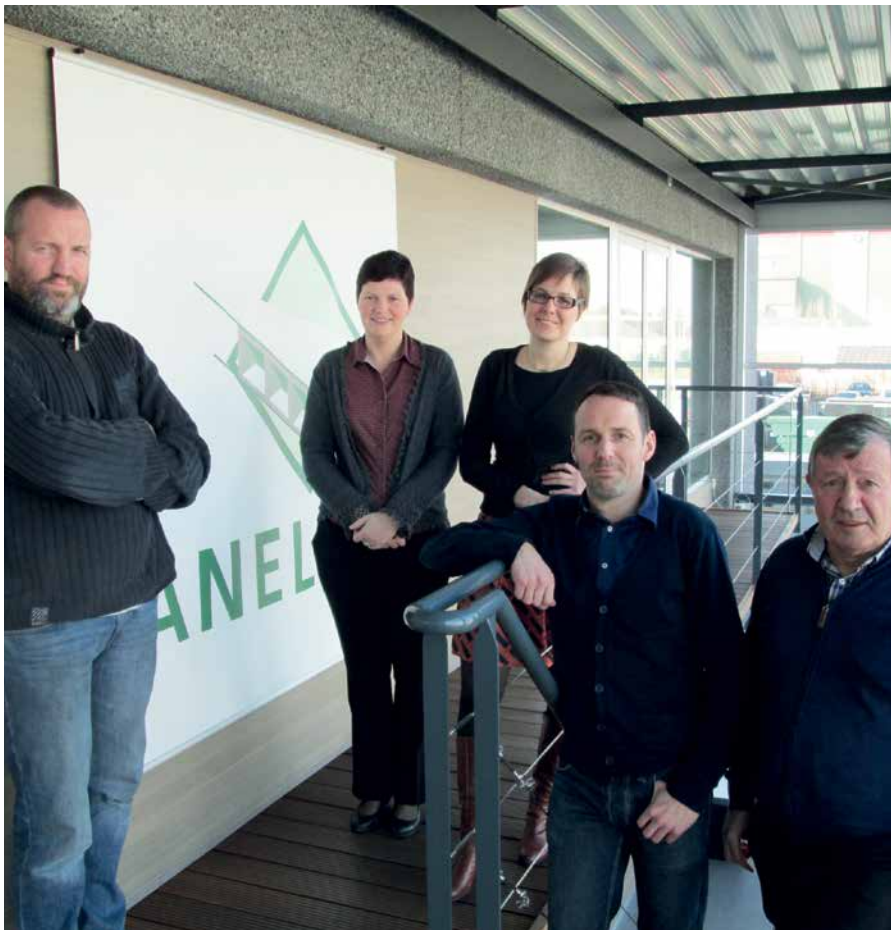
PIONEER IN PLASTIC PANELS SETS COURSE FOR QUALITY AND SUSTAINABILITY

Advantage Magazine to K 2013

Interview with Ludo Deltour



Paneltim® has developed a unique sandwich panel and is now producing a top-grade and environmentally-friendly version for the agricultural, hygiene, and construction welding sectors. As a pioneer in this specialized sector, Paneltim® has so far held a monopoly and supplies customers around the world. This innovative, family-run company believes in healthy growth and follows a clear, long-term strategy. Priority is given to stability and sustainability rather than to turnover, by maximizing self-reliance and quality.



Mr. Deltour, you founded your company, Paneltim®, in 1988, but at that time as a wholesaler for wooden panels.

"That is correct. But two years later we had already switched over to plastic. Compared with wood, plastic simply offers many substantial advantages. It's lighter, it's more hygienic, and in the agricultural sector it is almost totally recyclable."

In the subsequent years, you have had three product lines patented and produced the tools for them yourself, and since 2010 plastic panel production has been in-house. Does this mean that you advocate 100% process control?

"It has much more to do with being even closer to the main issue, being more capable of shaping things: the production process, quality control, more efficient production in accordance with requirements, more flexibility in quantity, color, etc."

Your first machines were two Mars machines with a clamping force of 1,600 and 3,300 kN. Why Haitian, what convinced you?

"Naturally, we investigated the market thoroughly and analyzed many machines very carefully. We were surprised by the performance parameters of the Mars Series, and the low purchase price made the machine even more attractive. At that time, Haitian had sold around 40,000 of these machines, which for us was a recommendation enough. Moreover, next to our

*"We ensure stable quality, our products are permanently undergoing further development."
Ludo Deltour, Founder of Paneltim® and Panelplast (right side)*



The production hall of Panelplast, the production company and sister company of Paneltim®.

existing factory we bought a new production hall that still stood empty. So there was room, and that's why we decided upon a toggle-lever system with servo-hydraulic drive."

Was that before or after your visit to Haitian in China?

"That was before. But Haitian Ningbo impressed me very much. I appreciated the firm's outstanding development and the achievement of the family proprietors, and I take my hat off to such great responsibility. But what's also impressive is the technical support and counseling here in Europe. We are of course completely new to the injection-molding sector and we feel that we're in very good hands with Haitian."



Paneltim® panels are made of polypropylene copolymer (PP Copo) or High Density Polyethylene (PEHD), are 100 % recyclable and resistant to practically all chemicals.

Now, your company is also a family business ...

"Correct, my two sons are responsible for production and sales, my daughter for marketing and general management. And I'm now very proud that my life's work will continue under them. That's another reason why we want to grow healthily and sustainably. This is important to all of us."

Keyword sustainability: How important were energy efficiency and resource conservation to you when choosing machines?

"Well, we couldn't run comparison tests, but from conversations with colleagues in the sector, we know with hindsight that we are in a good position with our annual energy consumption. And sustainability always plays a major role in our considerations. After all, 99 % of the material utilized can be reused. So customers can return end of life panels to us so that they can be processed into recycled material and then re-processed as new panels."

So in the end there is a new beginning on the Mars machine? A most environmentally friendly! Is that why you began in-house production of panels?

"No, to tell you the truth, it's more because we increase quality requirements for our panels. Of course we had to invest considerable sums in machines, welding units, and tools. And there is a quick return on this investment only if you can produce in large quantities. Then, as we gradually acquired more experience with injection molding, we set about optimizing the processes and quality controls. Now we are confident that we can push forward with our own production in the construction sector too. This in turn calls for quite different requirements."

So are you currently making new plans for the marketing of panels?

"We do that on an ongoing basis, of course. The whole development team is continually working on new applications and processes."

Follow-up, please turn ...

ABOUT PANELTIM

Paneltim®
Industrielaan 38
I.Z. Kwakkel C3
8810 Lichtervelde
Belgium
www.paneltim.com

Raw materials

- New or recycled raw materials
- PP (copolymer) and HDPE

Techniques applied

- High-pressure injection molding machine: up to 4,000 tons
- Injection molding machine: 2,000 tons
- Mirror welding – horizontal: up to 2,600 x 1,000 mm
- Mirror welding – vertical: up to 4 m weld width and 8 m length
- Sawing using vertical panel saws with automatic handling device
- CNC milling machine

Business premises

- 3,200 sqm paved storage space
- 8,200 sqm company building

Operating data

- 20 million EUR turnover in 2012
- 32 employees
- 5,000 tons PP in 2012
- Production capacity: 10-15,000 sqm per week

European patents

- PLUS Roste
- Venti® Panel 50 mm with slots
- Panel 35 mm with click profile



Since this Summer, a Jupiter 18,500 II machine is Integrated in a fully-automatic production cell, the panels are extracted, planned with a optical quality control with a camera system and stacked individually back-to-back.

Panels for the construction sector – and these are actually not made from recycled material – require additional quality control. We're talking about panels used for welding swimming pools, installations for air and water treatment, filters, containers and liquid tanks. In addition to PP, we are also planning to use PE. For liquid tanks, it is especially important that the material be stable and light. In the long term, we want to reach 50% production for agricultural sector and 50% for the construction welding sector.

Recently you added a Haitian Jupiter II Series with a clamping force of 18,500 kN.

"Yes, it was time for us to expand production capacities and begin new projects, so new machines were planned for 2013. When we saw the twin-plate design for the new generation of Jupiter machines, we knew that this was the right machine for us. It has made a significant leap over from the old generation and, technologically, it's the optimal machine for our large panels: energy efficient, robust, and also unbelievably space-saving."

At present there is no competitor who manufactures the same kind of panels that you do. That's why you get inquiries from all over the world and even supply customers in China. Do you have no competitors?

"Well, we have had our panels patented, and not without reason. And, yes: the combination of favorable investment costs, a well automatized production process and high product quality makes us competitive even in China."

What are you doing to maintain or even expand your competitive advantage?

"We listen carefully to the market, to our customers, in order to find out what is needed. We are perhaps not the most inexpensive but our focus is more on sustainable quality. Of course we have some imitators. But we always try to stay five years ahead of the competition. That's why we're working intensely on additional fields of application and are developing new markets. In times of crisis, we invest very heavily in our research and development, just as Haitian does. Our customers develop their products with the most varied of requirements and we then modify our panels accordingly. However, their basic structure is always the same."

Mr. Deltour, you have an impressive marketing network with 120 partners worldwide. Will you also manufacture abroad one day?

"No, at the moment that is not planned. We mostly supply standard panels abroad, and the high numbers enable us to produce all of them in Belgium. We have no need to optimize costs

through cheaper production abroad. Currently we have an annual turnover of around 20 million Euro, with 32 employees. But that's not our focus. We reinvest a lot of money in research and development and future trends, that's our strategy. We always want to be the best in our field."

So, what merits and qualities must a partner or a supplier bring to the table in order to be the best, the one that's right for you?

"I like companies that are managed by their owners. Then the company has a face, a person who is actually accountable for it. This is easy to see in difficult situations. Once, for example, we had a problem on a particular Mars machine, and I must say that Haitian solved the problem as quickly as possible. That really confirmed my confidence in my choice of partner. You have to take responsibility and be prepared to acknowledge mistakes. Equally important are continuity and economic stability. Then you're certain that the management will still be there in a few years."

It sounds as if you're ready for action ...

"I definitely am. And I'm a rich man! Because I can build something together with my children and we have an intriguing future before us."

COMPLETELY REVISED MACHINE DESIGN, MORE PRECISION, HIGHER PERFORMANCE,
MORE APPLICATIONS POSSIBLE +++ INNOVATIVE MARS DRIVE-TECHNOLOGY +++ TWO-PLATEN TECHNOLOGY
FROM 12,000 TO 66,000 KN COMPACT AND SPACE SAVING
+++ IN 2014 SMALLER CLAMPING SIZES FROM 5,500 TO 9,500 KN AVAILABLE



communication.



innovation.



efficiency.

LEADERSHIP
HAS MANY DIMENSIONS
communication. innovation. efficiency.



NEW HAITIAN JUPITER II SERIES – COMPACT AND ENERGY SAVING

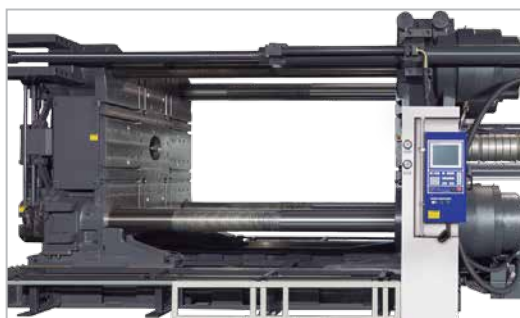
Haitian **Jupiter²** Series

The highlights at a glance:

- The construction is even more compact for units up to 66,000 kN.
- Energy efficient, servo-hydraulic Mars drive technology now available in the standard model.
- Faster tool replacement. The locking system for the flexible mold height adjustment was fundamentally revised; the parallel locking system between the tie-bars and the platen permits a rapid, precise response, which saves a lot of time when tool replacements are frequent.
- The rigidity of the platen is high even when the molds are heavy. The vertical movements of the platen were reduced; this is particularly effective with core pulling when the molded parts are long.



*Parallel lock nut
operation ensures
fast and accurate
response.*

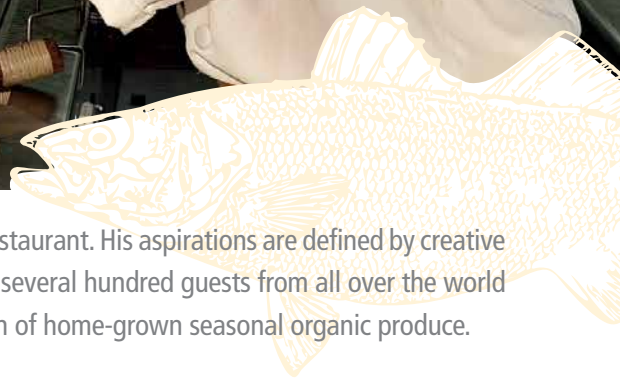


*Adjustable control panel for easier
viewing and operational convenience.*

SECRETS OF A TOP CHEF



Advantage Magazine at K 2013
Interview with Mr. Liu Daofa



Mr. Liu Daofa is the head chef at Haitian Park, Haitian International's in-house restaurant. His aspirations are defined by creative innovations of the highest standard, culinary delights with which he entertains several hundred guests from all over the world every day. His secret: consistent freshness and the fine art of careful preparation of home-grown seasonal organic produce.

Mr. Liu, in October you will be at the K Trade Fair for the third time and you will again cater to our guests with high-quality meals there. What can we expect from you and your assistants this time?

The conditions at fairs are of course different from the circumstances here locally, but we always endeavor to cook great food. The first difficulty is the induction hob, which gives off much less heat than a gas range, and in addition you have the cooking appliances and the knives. But a top German chef in China would probably tell you the same.

So, is the challenge one of conjuring up the very best under unusual circumstances?

To conjure up is the right word for it; you have to know how to do that. A daily 3-4 course menu is already assumed, of course, at least in my mind. However, the final selection doesn't take place until after seeing the produce on site. We travel three days before the fair begins in order to seek out the best suppliers in Düsseldorf and the surrounding area for fish, meat, vegetables, and seasonings. Then I make the final decision. Of course, we take deliveries each day, but obvi-

ously I have to make big concessions in terms of freshness and quality.

Is there not good quality in Germany?

That's not what I mean. But here at home we would be very loath to buy a fish that is already dead and gutted, for example. Here, they are all swimming around in a big tank and are freshly killed. For instance, our team has its own fields in which we grow fruit and vegetables organically and then harvest daily according to needs. But, as you have already said, this is now my



Mr. Liu Daofa (fourth from left) and his professional team at Haitian Park.

third K Fair and so far everybody has liked the taste.

We can confirm that! In an interview for Advantage Magazine, a customer, when asked if we would see him in Düsseldorf, said: "Of course I'll come to Haitian at the K Fair, and all the more readily if there's good food again." That sounds a lot like leadership, Mr. Liu. How to achieve leadership as a chef?

You have to know in advance, and very precisely, what ingredients to use and how best to use them. We focus exclusively on fresh produce. However, a good chef must also know how to handle the produce. The cutting techniques alone for fish, meat, and vegetables are very diverse and require intensive training.

How long does training last for chefs in China?

In China a chef must serve a four-year basic apprenticeship and only then can he build on his experience – in the best of cases at good establishments. Real training actually first starts there, just as it does in Europe, I'm sure.

You were fortunate, as you once said yourself, to learn in a first-class hotel from a top Taiwanese chef ...

Yes, straight after my basic training. He was a very good teacher for me, since in Taiwanese cuisine the dishes are refined using a myriad of seasonings and they are created in a great variety of ways. That's how I discovered my own creativity too.

What certificates or further levels of quality are there for a trained chef?

There are various tests and competitions in China in which every self-respecting chef participates. Granted, it's rather complicated. You can divide

chefs essentially into two categories: those for basic foods, for example simple starters or cold dishes. And those for more elaborate dishes, i.e. fried, roasted, boiled, using the most varied of ingredients, such as roots and spices. For each of these categories there are five levels, from 4 to 1 and +1 being the absolute top level.

Are these levels comparable to Michelin's stars for gastronomy?

Basically yes, such distinctions are a good reference in this part of the world too, but there's much more to it. A chef's experience and professional development count more.

You have now been working at Haitian for 10 years already. What is the greatest challenge here, and what brings the greatest enjoyment?

First of all, Haitian Park is really something special. Quality is the first commandment here, which really fits with my philosophy. Here I can be creative - that means innovative too. And at the same time, we are highly efficient in our daily routine. Unlike restaurants open to the public, we take reservations first and then plan the menu depending on the number of staff and the kind of guests. For this, I always go by what produce is currently in season, which means whatever is available freshly harvested from our fields and promises the best quality. On that basis, the menu takes shape in my mind and through the exchange of opinions with my team.

How many visitors do you receive in the restaurant on average?

On peak hours, we used to serve around 200 guests in the evening with a staff of 5. Then they all perform smoothly, each has his job to do, and the procedures are coordinated down to the last detail. My colleagues have very lengthy experi-

ence, and they have the sensitivity needed for choosing added ingredients and details.

Can you tell us a few secrets, about your legendary noodle soup for instance?

We are honored by your interest, but we would prefer to keep that to ourselves. I'll say only this: The noodles are our own creation. We have taken great care in their preparation so that they are different from noodles at other restaurants. What's very important here is the broth; that's where the actual innovation is.

And, unlike in European cuisine, you serve the soup last, right?

Yes, as a final salute from the kitchen, you might say. As is well known, noodles bring happiness, and so we can be pretty sure that the guest leaves our restaurant happy.

At 17 years of age, Mr. Liu began training to be a chef and he subsequently gained experience over the course of 10 years in several high class hotels. Since 2003 he has been cooking for Haitian International.





Haitian Plastics Machinery
manufacturing hall in Ningbo, China



Zhafir Plastics Machinery
manufacturing hall in Ebermannsdorf, Germany



Zhafir Plastics Machinery
manufacturing hall in Ningbo, China



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