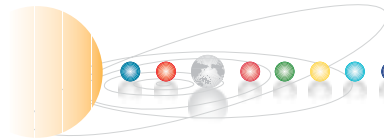


Advantage

Plastics News from Haitian International



We Create and Extend Advantage.



Mars under the microscope

Plast Team Russia has tested the energy saver



Combine quantity with quality

Interview with a packaging expert in China



GO for "Made in Germany"

Start of the "Zhafir Venus Series" in Ebermannsdorf



Advantage



Dear readers,

Welcome back to the second edition of our "Advantage Magazine". The first issue got an overwhelming response and we consider it as a first step to build a communication forum between us. This encourages all of us in the editorial team to continue to work along those lines.

Good communication brings us to share advantages. The year of 2009 is a difficulty year for most of the companies all over the world. However, Haitian International, thanks to our innovative product lines and the creative work of our employees and associates, has achieved big sales success especially in the Chinese domestic market. Thanks to you, our customers, agents, investors, partners and employees.

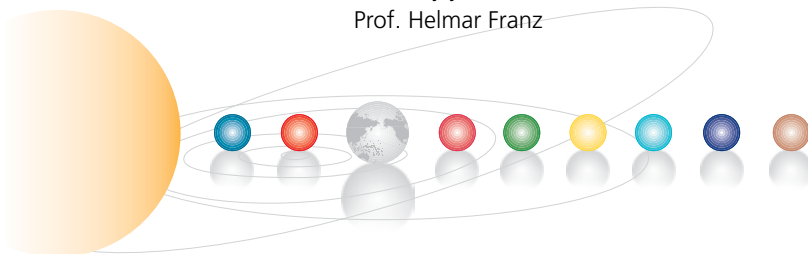
The success is a shared advantage and it normally starts from good communication and deepening trust and confidence.

In this difficulty year, our new brand Zhafir has made a great step. The new workshop of Zhafir in Germany is going to hold the opening ceremony at the end of November. The Venus Series will also begin to assemble in Germany mainly for our European customer, after it got a very encouraging sales achievement during the past one and a half years around the world. In this issue, we will newly introduce the discussion about Zhafir new machine series "Mercury".

Besides communicating the technology with you, we also try to transfer some culture differences which is another important purpose of our magazine. Our agents are acting as the culture mediator in the business. We are starting to introduce Ningbo, where Haitian's headquarter is located, and hope, you will discover some interesting sides and faces of our hometown.

I hope you enjoy reading and I would be very pleased to have your valuable advises and opinions.

Sincerely yours,
Prof. Helmar Franz



We Create and Extend Advantage.





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Advantage

GO for „Made in Germany“

Start of the Made in Germany “Zhafir Venus Series”

Due to the startup of the 4300 square meter production hall of Zhafir Plastics Machinery, Steffen Franz (Technical Director) and Eduard Schuesslbauer (Production Manager) are giving in a discussion interesting insights into the specifics of the location in Germany. They are also talking about the first details of the revolutionary “Zhafir Mercury Series” that has been developed since 2007 in the high tech think tank.



Mr. Franz and Mr. Schuesslbauer – first of all we congratulate you on this milestone. Could you please mention a few facts for us about the production hall in which the “Zhafir Venus Series” is soon to be assembled?

EDUARD SCHUESSLBAUER: Thank you very much. To be precise the production hall that has been built in just 8 months is actually an expandable production facility. 400 square meters of the 4,300 square meter area are reserved for logistics and administration and 250 square meters for a application technology centre. A total of 10 million euros has now been invested in the Ebermannsdorf location along with the research and development building. We need a total of 45 employees for the full use of the capacity we are striving for over

the coming year and then we will have a one week throughput time per machine. To begin with the assembly still takes place in the assembly stand, but then there is a mobile assembly platform available for the next investment step.

STEFFEN FRANZ: I would like to add we have already taken care of an environmentally conscious energy supply in the planning of the production hall. Waste heat and cooling water from the machines in the test run are used in multiple steps for the heating system, the insulation of the hall is way above the requirements and a modern control and communication system of the building optimally regulates, for example, the illumination and ventilation of the hall as and when required.

What is going on in the application technology centre?

STEFFEN FRANZ: We are installing test machines there in the most varied tonnages possible on which we then perform mold tests for customers or carry out internal application tests to further optimize our development process. Of course we are making the application technology centre available to the other regional offices of the group - e.g. Haitian Europe to use it for customer and sale force trainings.

What was the biggest challenge in the planning and in the construction?

EDUARD SCHUESSLBAUER: It was definitely a challenge to coordinate the Ebermannsdorf / Ningbo production combination and to try it out in practice. But despite the language barriers we have always executed the planning eye-to-eye with China. Both locations have taken part equally in decision making since the start and in all matters have made the consensus decisions together. Both sides have learned a lot from one another as well, even during the construction: We Germans learned more pragmatism and the Chinese learned more about structure.

STEFFEN FRANZ: That's true and overall the teamwork was very constructive and productive. In addition to the smooth construction phase within three months

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Haitian International invested a total of 10 million euro in the Ebermannsdorf location

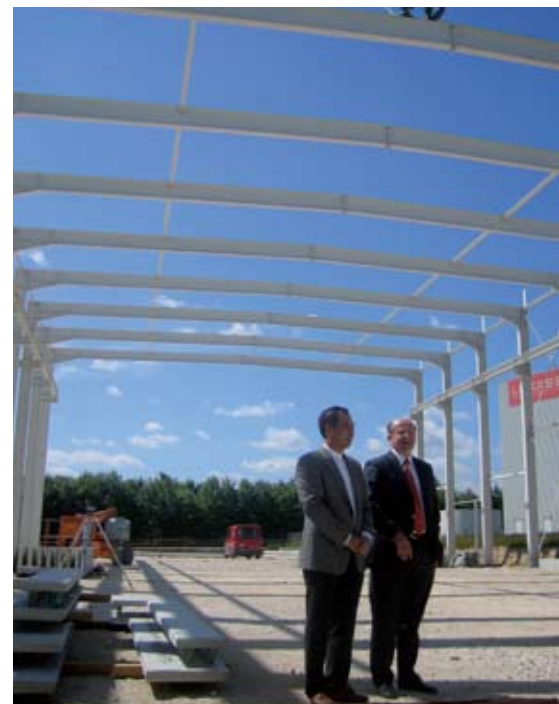
we also introduced SAP for logistics and administration and have started parallel Venus production in Ningbo already. With the first shipment of a German "Zhafir Venus" at the end of 2009 we will then expand the first sales successes of our Chinese colleagues with this series of machines to include Europe.

About the keyword logistics: How are you organizing the acquisition of components?

EDUARD SCHUESSLBAUER: We are fundamentally working both in China and Germany following the local sourcing principle. Although needless to say, we are using the efficient manufacturing capacities in China but we nevertheless check each component for quality and price. If the components here in Europe are better then they are also bought from here as well. Incidentally, the „Venus“ for the most part is already made from European and Japanese components in any case.

You are bringing the "Zhafir Venus Series" to the market with the "Made in Germany" label with a clear conscience?

STEFFEN FRANZ: Yes, the label is totally appropriate - even if we source individual components for the machines from China. We are assembling in Ebermannsdorf in accordance with CE safety regulations and in addition are working closely with the responsible German institutions, meaning that we check each individual machine according to the quality criteria accepted in Germany. Plus as a result of our own very high proportion of manufacturing the creation of value for the most part is here at the German location as well.

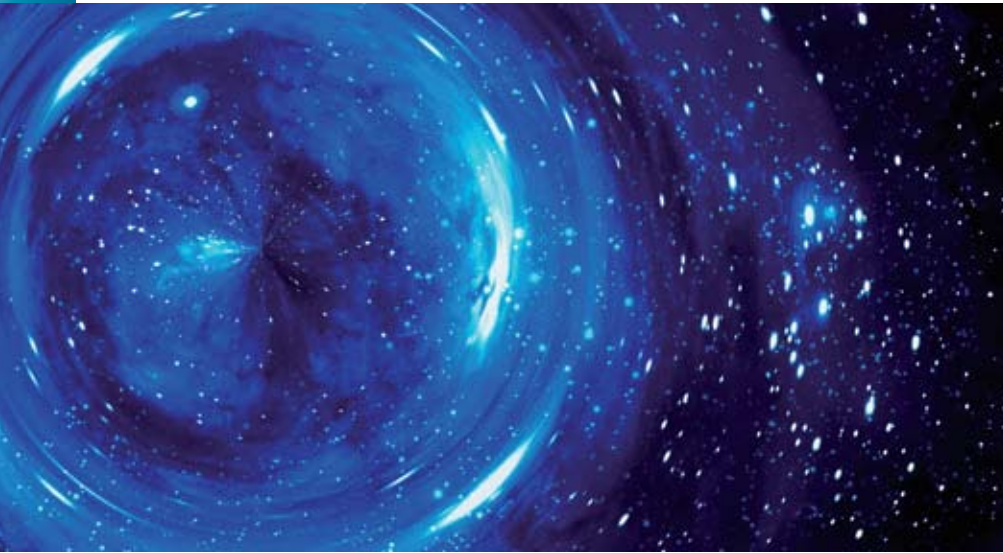


On June 18th this year, the management of Haitian International celebrated the roofing ceremony in Ebermannsdorf.

Advantage

„The new one“ expands horizons!

With the new product development „Zhafir Mercury Series“ creates Haitian International a new generation of injection molding machines. The brilliancy is in the details of the Mercury. Innovative technical solutions expand new horizons for mold makers and molders...



Zhafir was originally founded in 2005 as a development center for the „Zhafir Mercury Series“ as well. What is new here?

STEFFEN FRANZ: For the first time we will showcase a prototype of this revolutionary machine series at our Open House presentation in November. We started here two years ago with five engineers and a sheet of white paper. And we have – what is definitely unrivaled in the competitive environment – received all the necessary time and financial means from the group, to develop a totally new injection molding machine, with which all of the center lines had to be reconsidered. This was the underlying and comprehensive instruction for Ebermannsdorf right from the start, in parallel with the German-Chinese development work for the “Zhafir Venus Series”. With the Mercury Zhafir will now significantly expand the horizons for tool designers and injection molding processors with the “Mercury”.

By way of example, the use of totally new tool geometries and materials is possible as a result of the machining concept. We are planning the start of sales of the machines at the K-tradeshow in October 2010.

And all of this with currently just 6 engineers?

STEFFEN FRANZ: As far as the productive efficiency of the Mercury Team is concerned, Zhafir certainly follows unique paths. Here we have a core team of 6 engineers with different areas of expertise. Depending on the definition of the project we can then temporarily bring in other engineers and technicians. At the moment there are 14 specialists working on the Mercury – among these the partners in Ebermannsdorf as well. Despite the assignment of tasks the project remains organizationally slim and the engineer services are called in on demand.

Now you are really making us curious: What makes this machine stand out as revolutionary then with full details?

STEFFEN FRANZ: We still haven't made any final decisions with regard to the motors, spindles, ejector systems, screws, etc. at the moment. Multiple systems are being tested simultaneously for all axis in order to find the best possible solution. At the end of the year a 55 ton version is to be shipped as a pre-production series to a pilot client. Other pilot projects will follow and eventually the respective field reports then flow into the construction of the final version. What we do know for sure already though is that we have developed true innovations with regard to flexible machine geometry, side platen geometry, the lubrication or even with the injection dynamics and the speed.

Will the Mercury also be manufactured in Ningbo then?

STEFFEN FRANZ: The location of the client determines the production place of the machine. We want to be able to suggest short routes and be targeted to individual and regional requirements. In terms of a true production network then Europe is supplied from Ebermannsdorf and Asia, for example, from Ningbo. Therefore a prototype is also being built in China at the end of 2009 and put through the paces as well.

Advantage



Doesn't this sound exactly like a German-Chinese dream team?

STEFFEN FRANZ: As a matter of fact it is. And this synergy is also the central idea of Haitian's multi-brand strategy. Then you see: Just by placing the "Mercury" high tech development at Zhafir the group of companies is showing the European market that, yes, the „Zhafir Venus Series" must be an established and qualitatively first class machining concept. Ultimately, the Zhafir engineers in China with the help of the team in Germany have optimized the "Venus" in the last two years into a technically mature and energy efficient machine for precision applications. So it is the close collaboration between Ningbo and Ebermannsdorf that creates the necessary trust in a local market in order to be able to offer the customers an all-electric machine at the same prices as a hydraulic European machine.

Then aren't your engineers without work if the "Venus" is now in series production and the Mercury development has reached its end?

STEFFEN FRANZ: No – absolutely not. We are always working on other ideas in addition to the upcoming development for the volume production of a complete series. The novel teamwork in recent years has also considerably expanded our horizon. A lot of good ideas are currently on the back burner. A few of the ideas are ingenious but are still too early for the market. First of all within the next few years we are going to further develop the Venus and the

Mercury considerably. Our potential is virtually infinite. Besides, the market findings which we will address have yet to arrive. It really can be said that we are only at the beginning of a new generation of injection molding machines with the Mercury. Plus the know-how of our engineers is indispensable for this continued path.

The editorial department thanks Steffen Franz and Eduard Schuesslbauer for the interesting and open conversation..



„.... many good ideas are still in the back of our mind ..."

Steffen Franz, Technical Director of Zhafir Plastics Machinery, Germany

Mercury expands horizons:

- **Great performance:**
High dynamics and speed during injection molding due to the construction. Controlled injector arrangement.
- **Multifunctional:**
The side bars become side panel supports. The guiding mechanisms on the sides of the movable plate automatically result in the plates being highly parallel.
- **Flexible:**
Independent units permit variable machine geometries.
(e.g. flexible height of the machine bed)
- **Durable:**
The clamping spindle does not need to absorb any axial forces.
- **Easy:**
The free mold space allows for the simplest assembly and the flexible use of peripheral equipment.
- **Dynamic:**
Process adaptations even with the use of a combination of different diameters of screws and injection plungers.



Advantage

The team of Haitian Europe is the „Bridge Builder“

Or how to successfully unite culture and technology

Haitian Europe in Cazzago Italy is currently one of 5 regional offices and considers itself to be a bridge between cultures: The management synchronizes the Chinese machine building know-how with the demands of the European market using a multi-layer communications strategy. And sweeps prejudices of nationality confidently off the table.



The tasks of Eric Taveau (General Manager Sales & Services), Uwe Baer (General Manager Finance & Administration) and Phillipe Porret (Technical Director) go far beyond pure sales and distribution and the coordination of orders.

In fact Eric Taveau sees the core task of the European central office in the organization of internal and external levels of communication: „Marketing must primarily generate a positive image of Chinese machine quality in the European market. The intensive dialog between Ningbo and Cazzago is indispensable with regard to technical conceptual design and the strategic positioning of the individual machines.“

The second element of communication is, according to Phillipe Porret, the targeted and structured training of the European sales force: „We have clearly created an awareness of our distributors to the quali-



„... we convey advantages with our brands to the Europeans ...“

*Eric Taveau,
General Manager Sales & Service*

ty consciousness of the Haitian and Zhafir brands. Through permanent technical training in our Italian application center or on site in the individual countries and consequently we created the basis for a successful sales and distribution.“

Ultimately the mutual transfer of knowledge between Haitian International and the clients has to be cultivated and constantly expanded for successful positioning in Europe. Taveau puts the bridging theme in concrete terms, „Our work in communications primarily serves our sales goals in the long term. Because we first convey the essential competitive advantages with the Haitian and Zhafir brands to the European clients“, and consequently he also comments indirectly on the prejudices of the European competitors. In his opinion it is understandable that the label of success „Made in China“ is again being increasingly stigmatized in the current recession by



„... for the customer it is simply his own efficiency and competitiveness that is essential ...“

Uwe Baer,
General Manager Finance & Administration

the competition. But the insiders and those who know the industry of course – according to Taveau know – „That the source of these attacks is just jealousy, which customers are not interested in at all.“

Uwe Baer sees it the same way: „ For the customer it is simply his own efficiency and competitiveness that is essential. In the crisis he is therefore checking the price-performance ratio of all available offers very precisely.“ For Philippe Porret, the highly qualified technicians and engineers in the team automatically combat such prejudices: Our „flying experts“ support the clients during the individual projects with the highest efficiency – from process planning through machine implementation right up to service during the running operation. Quality disadvantages are not an issue for our customers.“

This exchange, particularly within the context of closer and more intensive customer relationships, in turn supplies the engineering colleagues in China with the necessary market feedback from Europe and according to Taveau, consequently guarantees permanent dynamic processes with product optimization.

And the result speaks for itself: On one hand the most energy efficient, hydraulic bestseller „Haitian Mars Series“ and „Haitian Jupiter Series“ cover around 80% of all market demands in Europe – with a purchasing price that is around 30% lower compared to the competition. And on the other hand the all-electric „Zhafir Venus Series“ scores points more and more with the customers, as Porret knows how to report: „Precision, energy saving and nearly fully-equipped at the price of a European hydraulic machine – the switch to an all-electric machine works out for the customers.“

No wonder that Taveau also refers to the 2010 objective during our discussion with a lot of confidence. „With our multidimensional communications strategy we want to systematically break down the antiquated prejudices against Chinese injection molding machines and to increase our market share in Europe from 10% to 15%.“



„... Quality disadvantages are not an issue for our customers ...“

Phillippe Porret, Technical Director



- 1 **Plamako** – Anderstorp, Sweden
- 2 **Polyplast** – Kontiolahti As, Finland
- 3 **Haitian Russia** – Moscow, Russia (CIS)
- 4 **Obinion** – Rotterdam, Netherlands
- 5 **PMM** – Quainton, UK
- 6 **Dospel Plastics** – Czystochowa, Poland
- 7 **Mapro** – Olomouc, Czech Republic
- 8 **Star Plus** – Felsozsolca, Hungary
- 9 **PlastiMa** – Backa Palanka, Serbia / Montenegro
- 10 **HT Plast** – Charvieu, France
- 11 **Haitian Iberica** – Barcelona, Spain
- 12 **Deltaplast** – Leiria, Portugal
- 13 **Micplast** – Athen, Greece
- 14 **Sideris** – Nikosia, Cyprus
- 15 **HT Deutschland**, Schwäbisch Gmünd, Germany
- 16 **IMG Machine**, Italy

● **Haitian Europe Support Center**
Brescia, Italy

!! Latest news after press-deadline!!

To optimize the support in Europe, the team of Haitian Europe will shift its operation from Italy to out of Germany in June 2010. The regional office will move to the greater area of Nuernberg. The new location will be closed to Zhafir Plastics Machinery in Ebermannsdorf. This creates a lot of advantages and synergies like usage of the application center, stock, delivery logistic, close communication, e. g. ... We keep you informed!

Advantage

Put under the microscope

Plast Team Russia has tested the energy saving "Haitian Mars Series" and given us a report.

Plast Team Russia with its registered office in the greater area of Moscow operates within the Plast Team Group and in doing so forms a joint stock company with the Danish headquarters. Plast Team is one of the leading injection molding operations for household items and supplies Leroy Merlin, Auchan or OBI among others. Plast Team has been producing in Moscow, Russia since 2001 and currently processes on 54 injection molding machines, over 7,500 tons of material – primarily PP and PS – per year. Directed by Alexey Ilinskiy – the Technical Director of Plast Team Russia – the team tested injection molding machines from a wide variety of manufacturers and compared within the framework of an optimization of the machinery. Haitian put the innovative energy saving Mars Series into the race and the machine came off well with outstanding results.



Mr. Ilinskiy, due to the modernization of your machinery you have made over the past few months an extensive comparison of a wide variety of injection molding machines. As we have heard, you even asked your colleagues in the industry about their experiences. Why this huge amount of expenditure to purchase a machine?

MR. ILLINSKIY: The production department at Team Plast Russia is laid out for maximum efficiency. Optimum equipment with high cost savings is therefore an important factor. It seemed obvious to make a selection from the market prior to the purchase of a larger number of machines and to find the best one for us.

In order to anticipate the result. We are very proud of the fact that you decided in favor for the Haitian Mars Series. What were the critical points?

MR. ILLINSKIY: We tested with respect to efficiency and economy of resources in all directions. First of all we achieved significant energy savings of up to 45% with the Mars. Use of the efficient servo motor in place of a standard pump, as well as the



Alexey Ilinskiy, technical Director of Plast Team Russia, tested the "Mars" machine

innovative drive concept of the Mars is definitely the reason for this. We tested the same mold on all of the competing models in order to obtain comparable values. The continuous precision and processing stabi-

lity of the Mars during plastification and injection saved us up to 5% in material. With the high number of plastic parts in our production department this is a sensitive cost unit. The Mars was a pleasing best in test here as well. The topic of maintenance also went under the microscope. Upon initial inspection there was no supporting factor but in the case of over 50 injection molding machines the time and costs savings added up to be a significant size. The Mars appears to be a well thought



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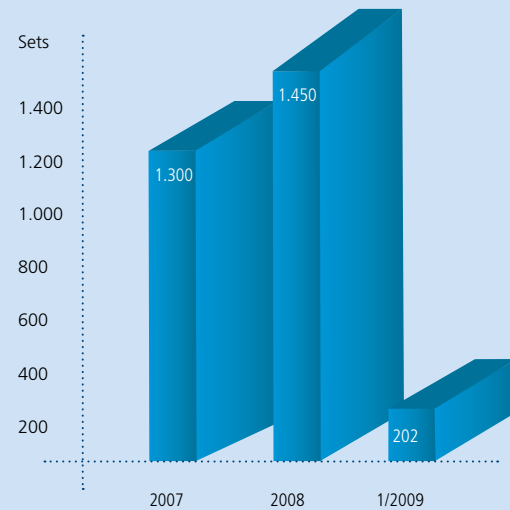
The successful team of „Haitian Russia“

out machine concept here. The wear and tear on parts was significantly below the standard thresholds, which we attribute among other things to the good process stability and to the repeat accuracy. The hydraulic oil had to be replaced less frequently and the consumption of cooling water was many times less.

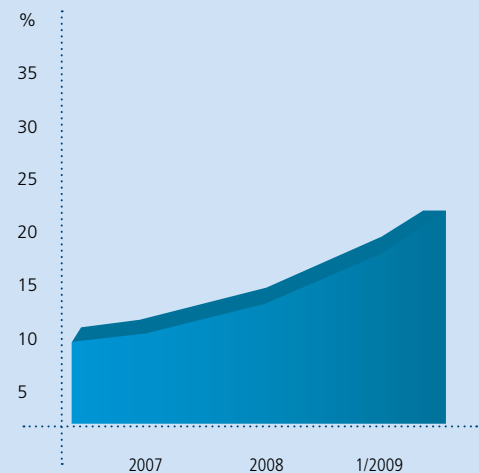
Following these tests you opted for 11 “Mars” between 900 and 3,800 kN.

MR. ILLINSKIY: That's true. We ended the test with a very good feeling and we are of the opinion that we have made the right decision. The Haitian brand has an outstanding reputation in Russia and in the other CIS states. We have worked together with Haitian for a few years and are more than satisfied with the service and technical support.

Sold Haitian's IMM in Russia



Haitian's IMM market in Russia



Plast Team Russia is focusing on energy efficiency during the slump.

The international financial crisis has shaken Russia more severely than many of the other leading industrialized countries. On average inflation is almost 11% a year. In the meantime even the costs of electricity are very high in this country that is exceptionally rich in raw materials, lying on average at around \$0.12 per kilowatt hour. Policy is therefore increasingly based on energy efficiency programs. So by way of example, on October 1 the sale of electric light bulbs was outlawed in Russia. The need to

economize prevails in private households and in businesses since in addition to this the ruble lost around 40% of its value over the course of the year. According to Alexey Illinskiy, while some business entities are curbing their investments drastically Plast Team Russia is going in exactly the opposite direction. The company is realigning itself internally, optimizing its processes and by doing so trying to create a competitive advantage directly in the crisis. And now the success is already doing him justice:

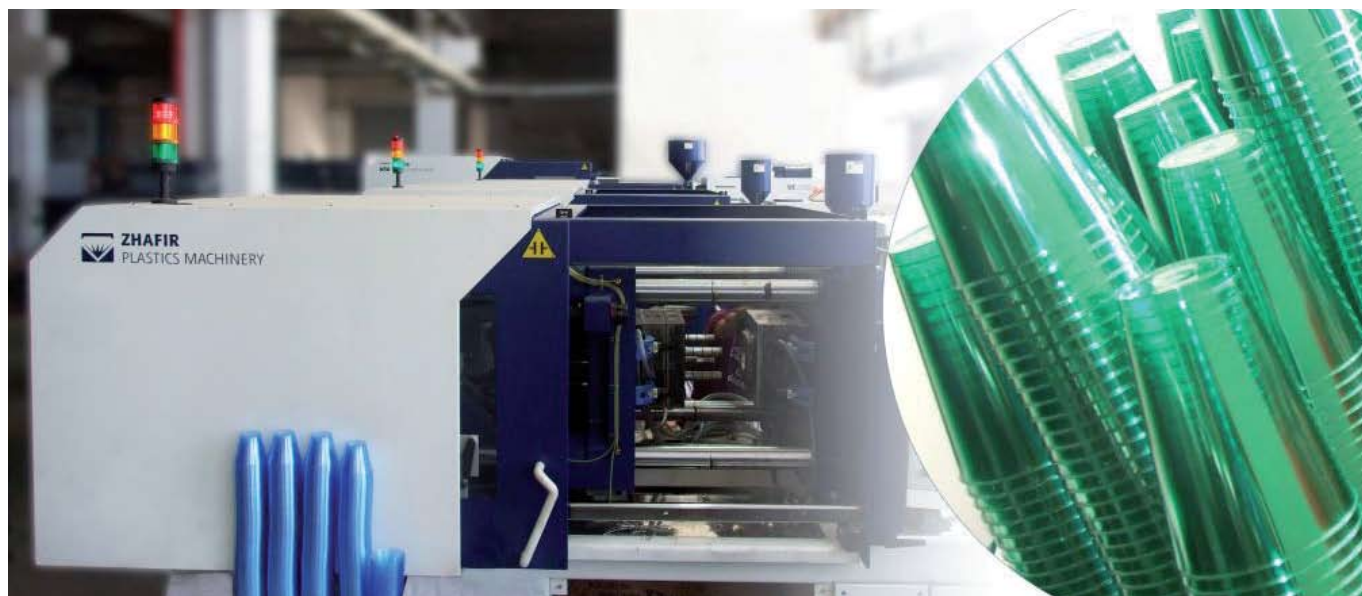
“Things are very complicated, especially with regard to generating investments, obtaining credit and leasing from the banks. But we are using this period to optimize our production and business processes. We are trying to achieve essential growth of effectivity and to expand the markets of our products. At the moment the production output has already exceeded the level of December last year.”



Advantage

Combine quantity with quality

In discussion with Mr Li Zhicheng, Deputy General Manager of Baohao Plastics



Baohao Plastics is a subsidiary of Monterey, Hong Kong. Nearly 100% of the products are manufactured for the Export market, especially for USA. 3,200 employees, 274 injection molding machines with a use of 5,000 tons raw material achieved in 2008 a turnover of 500 mio. RMB. Mainly Baohao Plastics supplies the packaging industry with high quality requirements. To stay competitive, the company decided to reconstruct internal processes.

Baohao Plastics is a typical Chinese molder. Quick growth, due to the fact that in the last years the demand for simple and mass production plastic parts with relative low manufacture standard increased dramatically. Established 10 years ago, Baohao Plastics is a company in the middle size range with 3,200 employees and right in a process of restructuring.

274 injection molding machines with clamping forces between 600 and 7,200 kN are producing household articles for daily needs and use over 5,000 tons raw material per year – primarily PP and PS.

Beside injection molding, over 130 employees work in the own in-house mold manufacturing, where 90 % of all molds are produced. All in all 26 engineers and technicians of the R&D section supervise the

plastic part from the idea up to the prototype and the testing phase.

Up to now, Baohao Plastics produce nearly 100 % for export market and sales via their headquarter company Monterey in Hong Kong. Currently the main market is North America. Proudly to announce in 2008 a turnover of 500 mio. RMB was reached.

Service beyond the standard

But still the competitive environment – especially USA – must be taken seriously. Monterey only has a chance, if products feature in price and a high and steady quality level. That's why the Baohao Plastics guideline says „Service beyond the standard“. Consequently the company has always been regarded as sincere reference for high

consulting projects, what now shall be also realized in the domestic market.

Big potential: packaging industry

Especially in the packaging industry the management of Baohao recognizes a big potential. Due to the growth of incoming orders in this sector, the company was forced for internal changes.

Lean calculated part prices and lower margins forced the management to more production efficiency, stricter quality controls.

To face the requirements of high level packaging customers, the internal development process was improved and step by step the old machines have been replaced with new technologies.

Advantage

Internationally „Made in China“ is still associated with low quality. How do you feel about this impression?

MR. ZHICHENG: First of all: Quality shouldn't have any country origin borders anymore. But of course I know this prejudice very well. 10 years ago I would agree, but China has developed very rapidly. Baohao Plastics has also developed and we have changed our focus from „quantity to quality“. It has changed in such a positive way, that our customers are requiring our plastic parts to carry the „Made in China“ label. This means, our products have been fully accepted and are now respected for high quality.

You are producing a premium standard of household products like thinwall boxes and drinking cups. How do you fulfill the high customer requirements?

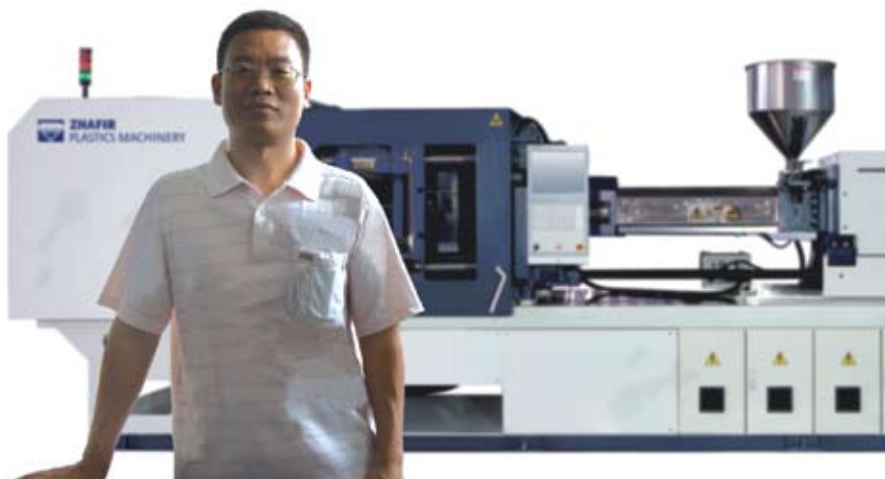
MR. ZHICHENG: Our plastic packaging products are tightly priced. Therefore the margin is very small and our profit is based on large volumes. Time is money. To stay competitive for our customers, we must be very efficient without reducing the quality. Therefore we developed during the past years our „internal monitoring system“. Strict quality control at each stage of the production process.

What about your competitive environment?

MR. ZHICHENG: It is very serious. In the domestic market we compete against other Chinese molders. Because of our strong Export business to North America we also encounter the American molders. Due to our constant forward planning strategy and outstanding price-/performance ratio we have „stood our ground“.

Your order books are full in spite of the crisis?

MR. ZHICHENG: Knocking on wood. Because of our very good image in China and North America, we have not suffered any reduction of orders. Our quality and good service has paid off. Especially in times of



„We never thought about Japanese or European machines. They are too expensive.“

Mr Li Zhicheng, Deputy General Manager of Baohao Plastics



crisis, we don't rest. We continuously work to improve our production efficiency.

What means attention to Detail?

MR. ZHICHENG: In the past we focused on mass-production numbers at any cost. Today we are more focused on precision, saving of resources, process optimization. Aspects like energy efficiency, repeatability, stable plastic part quality and cycle time reduction. To achieve this we are currently

replacing our old machinery to new efficient technology.

Like the new all-electric Venus packaging machine?

MR. ZHICHENG: Exactly. Before we decided to purchase the Fully Electric Venus Packaging machine, we very carefully compared many Chinese machine suppliers. Injection

molding machines from Japan or Europe were never considered because of their price. After we performed mold tests at

the „Zhafir Application Centre“ in Ningbo, the new Venus/p (packaging machine) from Zhafir had convinced us, that the premium machine gave excellent results in the matter of speed and repeatability. Actually we had planned to buy 6 machines, but thanks to the excellent parameters we reduced to quantity to 4. We have to say sorry to Zhafir again (smile).

!! Latest news after press-deadline!!

Baohao ordered another 19 Venus Package machines because of their good performance.

Advantage

Our hometown Ningbo

An ancient city with promising future

Ningbo (pinyin: Ningbō; literally „Peaceful Waves“) is a seaport and has the status of an administrative region. It has a population of 6 Million and is situated in northeastern Zhejiang province, China. Lying south of the Hangzhou Bay, and facing the East China Sea to the east, Ningbo borders Shaoxing to the west and Taizhou to the south, and is separated from Zhoushan by a water channel.

City overview

About 7,000 years ago, the people of the Hemudu culture built a fishing village, from which present-day Ningbo evolved. It lies in the south of the populous Yangtze River Delta and faces the East China Sea. Ningbo covers an area of 9,365 km² and has a population of nearly 6 million. Under its jurisdiction there are two counties (Xiangshan and Ninghai), three county-level cities (Yuyao, Cixi and Fenghua) and six urban districts.

A historical trade city

Ningbo is a city with Long Trading History. In the Tang Dynasty (618AD-907AD), Ningbo was one of China's three major ports, trading ceramics and silk goods with over 20 countries in South Asia including Japan and Korea. Thus the city was one of the biggest three in China at that time, the other two being Yangzhou and Guangzhou. In Song Dynasty, Yuan Dynasty and Ming Dynasty, Ningbo was still a major port and trading center in China and enjoyed a prominent position in terms of trade and foreign business. In 1842, after the Opium War, Ningbo was made a treaty port together with the cities of Guangzhou, Xiamen, Fuzhou and Shanghai.

China's golden industrial triangle

The Yangtze River Delta (the Golden Triangle of the Yangtze) is generally comprised with the triangular-shaped territory Shanghai, southern Jiangsu province and northern Zhejiang province of China. This area is booming into the hottest economy zone in China. The Hangzhou Bay Bridge will enhance development of this triangle which has 21% of the national gross domestic product and have 8 % of the total population of China. Especially the Ningbo port, which is China's Third largest port by cargo (After Shanghai and Hongkong) is expected to have greater development opportunities.



One day of Ningbo:

The gross domestic product (GDP)	1,086,040,000 RMB
Investment of the fixed assets	473,490,000 RMB
Passengers Transport	860,000 persons
Total Power consumption	105,460,000 kw/h
Authorized patent	27

To be continued

Ningbo merchants

Ningbo is also the origin of Chinese merchants. Traditionally, Ningbo people have been well recognized both at home and abroad for their talents in trading and business. Today, there are over 300,000 people of Ningbo origin living in over 64 countries and regions, many of them being successful merchants and known as the Overseas Ningbo merchants. Overseas Ningbo Merchants are representatives of those Chinese merchants who portray their tradition of those pioneering spirit, honesty, business-wise and patriotism.

Advantage



The Hangzhou Bay Bridge – 36 kilometres modern architecture

One of the masterpieces of modern architecture, the fantastic Hangzhou Bay Bridge has been opened to the public since May 2008.

The Bridge is an S-shaped cable-stayed bridge with six lanes in both directions and is linking the north of Ningbo to the south of Shanghai. It is the longest sea-crossing bridge in the world - 36 kilometres long – and shortens the distance between Shanghai and Ningbo by 120 km to 220 km.



A promising city

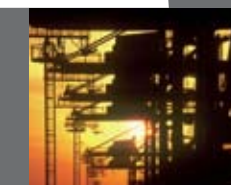
Today's Ningbo was ranked the Second among the "Top Ten Cities with Strongest Sense of Happiness" in China in 2008. At the same time, it is the best developed city in Zhejiang Province. It ranks the fourth in China for its per capita income and the second in terms of consumption level. In 2008, the GDP of Ningbo was reached 396.41 Billion RMB which is 10.1% up compared with 2007. The import and export volume into grew to 67.84 billion USD which included 21.51 billion USD in import and 46.33 billion USD in export.

The different faces of Ningbo

Besides be an ancient trade city and port, Ningbo is also a famous historical and cultural city, Ningbo has rich tourist resources including Xikou Town in Fenghua, Dongqian Lake, Sand Beaches at Songlan Mountain and Hot Spring in Tianming Mountain. There are also well-known Buddhist temples: Tiantong Temple, Asoka Temple, Xuedou Temple and Baoguo Temple. We will introduce them to you in the later issues.

Outlook to the Ningbo Port

The import and export volume extended to 67.84 billion USD which included 21.51 billion USD in import and 46.33 billion USD in export. Ningbo Port now is ranking to the top ten port in the world. It has trade relationship with more than 600 ports from over 100 countries.



„Typical Ningbo Dishes:“



Mrs. He Guanjie, Member of the marketing team Haitian International

Zhenbao Fang Boat Restaurant

Add:

Dock of Lao Waitai
(Behind the Art Museum)

Intro:

Typical Ningbo Seafood on a boat permanently moored to the dock in Lao Waitan, downtown of Ningbo.

Shipu Grand Restaurant

Add:

1. Center of Tianyi Square, downtown of Ningbo
2. 60 Yanyue Jie (Moon Lake), downtown of Ningbo

Intro:

The center of Ningbo's „Young“ cuisine. It serves traditional local dishes in an authentic local atmosphere.



Haitian Plastics Machinery
manufacturing halls in Ningbo, China



Zhafir Plastics Machinery
manufacturing hall in Ningbo, China

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We look after more than 30,000 customers worldwide, with over 60 distribution centres serving more than 80 countries and regions. Through the permanent availability of services and spare parts, we create crucial competitive advantages for all our customers worldwide.

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