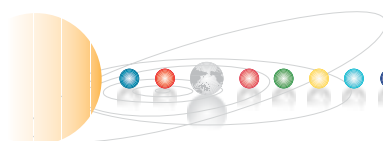


# Advantage

*Plastics News from Haitian International*



We Create and Extend Advantage.



**New Generation**  
Zhaafir Mercury Series 1500 kN



**All-electric Solution**  
Zhaafir Venus Series 1500 kN



**Energy-saving Solution**  
Haitian Pallas Series 1600 kN



**Economical Solution**  
Haitian Mars/eco Series 1600 kN

## Trust through Communication

**SEE YOU  
AT K-SHOW 2010  
IN DUESSELDORF  
27th OCT - 3rd NOV  
HALL 15, BOOTH A41**



# Advantage



## Dear readers,

This edition of our ADVANTAGE magazine is dedicated to the K Show 2010 in Düsseldorf, a very important event in our industry and also for Haitian International. We have well prepared and come to this exhibition full of confidence based on our innovation power and the excellent business performance.

2009 has been a very difficult year for the worldwide economy and also for our industry. The increasing separation of the financial sector from the real economy has caused unprecedented turbulences. New ways of communication and work in common interests is needed and still has to be developed. The market in Europe and America picked up nicely, based on increasing demand in Asia and also first signs of larger consumer confidence in the home market. In China we have seen this tendency earlier and thanks to the excellent crisis management at our company and the correct strategies in terms of innovation, product development and market attention. Therefore we were able to substantially increase market share. Second half of 2009 and first half of 2010 both have delivered record results in sales and profits and we present our company strong and well prepared for the future challenges. Alongside outstanding sales results in the China local market, a special tribute has to be paid to the export sales, which excelled by exceeding the pre-crisis level already in the first half of 2010. This success was achieved despite overall lower activity in export mar-

kets. This shows; product and market strategies are in line with customer needs and this is our target around the globe. New manufacturing facilities in Germany with Zhafir in Ebermannsdorf and in Vietnam with Haitian Hua Yuan and the move of Haitian Europe to Germany, close to Zhafir, will help us to fulfill the requirements of the local market.

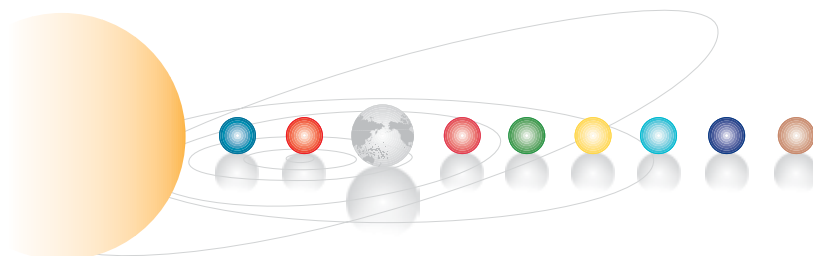
As a market leader ( and this -as we think- both in terms of numbers of machines sold as well as in terms of sales value for 2009 ) we are looking forward to an interesting and successful K 2010. Haitian International with its two brands Haitian and Zhafir will present solutions for the market. The highlight of our presentation will be the market launch of our new Mercury series, developed at our Zhafir Germany facility - an innovative fully electric machine offering advantages, which have never been seen before.

We will put our booth at K 2010 under the slogan " Trust through communication" and this is what we want it to be – a platform for discussion with customers and partners, investors and suppliers in order to build trust as a precondition for successful innovations and long-lasting customer relations.

Please visit us at our booth at K 2010, we will welcome you and will be delighted to share with you our thoughts and views.

Hope to see you in Duesseldorf!

Sincerely yours,  
Prof. Helmar Franz



**We Create and Extend Advantage.**



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# Advantage

## Trust through Communication

In conversation with our sales managers about openness, trust and results

Experience shows: Trusting relationships with customers over many years only come into being when you offer market driven products and cultivate an open line of communication with customers. A conversation with the sales managers from Germany, France, Italy, Poland and Russia show what experience Haitian International has gained since the last K2007 and to what extent the openness led to trust and success.



*„The energy savings really does add up.”*

*Davide Bonfadini, Italy*

*„Quality, reliability and above all service comes first.”*

*Asteniusz Mysliwiec, Poland*



**ADVANTAGE:** Following the long weak economic period the plastics processors are sensitized as far as new investments are concerned. Driven by competitiveness on the one hand and battered by the last months of the crisis on the other. This may sound provocative but we want to know all the same: Can a Chinese machine manufacturer support European processors in their global competition?

**Asteniusz Mysliwiec, Poland:** I think so. A lot of people view the partnership with us as an opportunity for innovative technology that is affordable. There is almost no prejudice against Chinese products at all in Poland any more. The people here follow the media very carefully and recognize that

Chinese companies were operating on a European level long ago.

**Alexander Dokuchaev, Russia:** I can confirm that. There is also evidence in Russia that Haitian International discarded its image of being a “purely” Chinese supplier long ago. We hear from our customers more and more: “We have got European brands X and Y and Haitian machines in our production line, plus a pair of Chinese manufacturers.”

**ADVANTAGE:** This really sounds very promising and positive. How do things look in the traditional high-tech European markets?

**Hervé Malod, France:** Well yes, a lot of French processors – directly in the automotive industry – were put under more and more pressure over the past few years with reducing the costs of parts and they tried to absorb the costs using cheaper but unfortunately very poor machines qualitatively from Asia, but unfortunately these machines were at a very low level of quality. For the most part just a one time investment and a negative overtone vis-à-vis Asian products remain. Being tainted with this image we first had to perform convincingly and demonstrate

# Advantage

*„Affordable premium quality – that was our approach and is our success.“*

*Hervé Malod, France*



that Haitian International is different. We therefore focused from the start on the premium Zhafir Venus Series assembled in Germany and in doing so scored points with all-electric technology and excellent test results.

**Davide Bonfadini, Italy:** It was the same way for us. But, because of the higher level of quality of the Haitian machine and the integration and use of standard European components we were able to

win new customers particularly in the crisis year of 2009.

**Alexander Dokuchaev, Russia:** The higher the application level the more the processors lean towards the premium European manufacturers. They often join forces in a close partnership of many years. Asian products have hardly had a chance with the high tech users for a long time. This is where we brought our all-electric premium brand “Zhafir” into play. We hold technical seminars and workshops in which we

# Advantage

openly discuss the advantages and disadvantages of the technology with the customers. We offer test machines and run mold tests in our application center. As a result of this open and intensive exchange alone, for example, three business entities chose a total of 11 Venus after our last workshop.

**Eric Taveau, Germany:** The globalization that is becoming more intense creates new opportunities for our processors. For example, more and more reloca-

**ADVANTAGE: Sounds good. The open dialog with the customers goes down well?**

**Hervé Malod, France:** Yes, we made our all-electric Venus precision product available to our customers as a test machine and with outstanding parameters and an unbeatable price we were able to satisfy their requirements. The

*„Haitian International discarded its image of being a purely Chinese supplier long ago.“*

*Alexander Dokuchaev, Russia*



tions of production to Asia. Oftentimes Haitian or Zhafir machines have already been producing in these branches for a long time. And with the European demands on quality. A lot of our customers ask themselves why not use Haitian and Zhafir machines here in Germany as well and achieve room for maneuver with an attractive amount to be invested. I am really convinced by the current product portfolio even with offering solutions that fit to really the most demanding market in Europe.

automotive industry in France has suffered heavy losses since 2008. The shrinking market forced the suppliers to lower the manufacturing costs in the domestic plants. Lower production costs with unchanged quality. That was our approach and our success.

**ADVANTAGE: The reduction in costs – whether this is through the purchase or the consumption of electricity – is a convincing argument?**



# Advantage

**Davide Bonfadini, Italy:** Immensely – Italy is the front runner in Europe with the electricity pricing. For this reason our clients are very attentive when we talk about energy saving drive concepts. After the internal tests they are convinced that the energy savings we communicated are correct.

**Alexander Dokuchaev, Russia:** The costs of energy are constantly

**Eric Taveau, Germany:** A lot of processors will use the K-Show to check out the market offers. We are positioned excellently. From the economic power saver "Mars/Eco" up to the innovative new development "Mercury". This is what makes Haitian International special.

**Asteniusz Mysliwiec, Poland:** Our product revolution in 2007 has also been an exciting change for us since the last K Show. We finally had machines with

**Asteniusz Mysliwiec, Poland:** Doubtless the price is still an important component of the sales pitch. If we haven't got an attractive range of products in our pocket we are definitely not at the top of the shortlist of suppliers. However, we are discovering more and more that quality, reliability and after sales service are the driving factors in the decision. In my opinion the real work only starts after the sale. Capable and motivated customer service representatives, qualified service technicians round the



*„Clients with a global focus look beyond the end of their nose.“*

*Eric Taveau, Germany*

going up in Russia. A smart management team is quick to recognize that we are set up optimally in this market segment with our Mars Technology.

**ADVANTAGE: 2010 is a turbulent year in the plastics industry. First the long awaited market recovery, the full order books associated with this and then the largest plastics fair in the world in Düsseldorf, Germany. A perfect stage for marketing and sales?**

high class technology in our portfolio and were thus able to impress a more highly demanding target group. Our customer base has grown immensely since 2007. The satisfied customers remain true to us because of our attractively priced standard Haitian machines, new processors came as well with technically more complex jobs.

**Alexander Dokuchaev, Russia:** In fact this was a key step forward. Today there is hardly a technical field for which we are unable to make an offer to. Our professional and international presence on the market has also contributed to this.

clock, professional installations and ongoing customer seminars – all this from one source gains us clear competitive advantages.

**ADVANTAGE: In closing you can answer the initial question with a yes. A Chinese manufacturer of machines can support the European processors pro-competitively worldwide – when in fact he is distinguished by innovative benefits and premium after-sales services. In addition the reduced costs of purchase, the low energy costs and the innovative technologies with promising futures deliver valuable competitive advantages.**

# Advantage

## Efficiency through standardization

In discussion with Irak Plastics about mass production, quality and success

Founded in 1960 by Dursun Irak in Istanbul, Irak Plastics is one of the leading manufacturers of household and garden products in Turkey. The model enterprise demonstrates that standardized products and mass production in no way have to conflict with quality and sustainability. In fact, the company is based on standardization and efficiency in all areas. Irak Plastics works exclusively on Haitian machines and at the end of 2009 ordered another 33 units from the Mars, Mars/eco and Jupiter Series.



Irak Plastics, which is headquartered in Istanbul, is truly a poster child when it comes to the efficient quality production of bulk goods. Founded by Dursun Irak 45 years ago, the business enterprise has been focused on growth right from the beginning. "I have dreamed of manufacturing products since my childhood, products that came into being from my own ideas", recounts Dursun Irak. He began his career in pure product design and had the ideas produced. Ten years after establishment of the company he purchased his first injection molding machine. From this point on there was only to be a meteoric rise.

### Standardization in terms of maximum efficiency

Today over 400 employees design, produce and sales in-house products at four production locations for the home and garden industry. In addition to the domestic market Irak Plastics exports to another 68 countries worldwide and consequently is the leading fabricator of plastics in the country. "My idea was to design and produce useful things, which made every day life easier for people. Innovative products in high numbers, the shortest delivery times

and high quality. This is how the in-house brands "Garden Design", "Home Design" and "Holiday Design" came into being", reports Irak proudly. "Our highest maxim is quality. It begins with the initial product development and transcends in-house mold production and our injection molding shop. We stay in constant contact with our customers even after the goods leave our premises. I think that you can only guarantee quality if you are able to control and to optimize integrated



# Advantage



## MARKET VIEW

### The Turkish Plastics Industry

The plastics industry is one of the youngest and most rapidly developing sectors of Turkish manufacturing industry. According to the federation TOBB in 2009 there were about 5200 plastics processing companies in Turkey. They exported 18% of their plastics finished-products to more than 170 countries with a turnover of more than 2.6 Mio USD and nearly 1,000,000 t.

Haitian Turkey is one of the five regional sales offices of Haitian International. They delivered in the last 9 years more than 4,500 machines and reach an impressive market share of impressive 65%.



*Chairs made from transparent PC are currently being produced for the Italian, Spanish and Russian markets on a Mars 10,000 kN. The machine is fitted with a specific screw for PC, a special core puller program and gas injection technology*

## „Eco-Production with high quality – that is the secret of our success. “

*Bulent Alkaya,  
General Manager of Irak Plastics*

processes. Therefore, our vertical range of manufacture is very high and designed for maximum efficiency”.

If we take a look in the injection molding shop, there are 50 machines in there with the “Haitian” brand name with clamping forces between 2,500 and 20,000 kN processing over 10,000 tons of raw material a year. Twenty four hours a day, seven days a week.

### Attractive price-performance ratio creates more room for maneuver

Among other things the machinery is made up of the energy saving Haitian Mars Series, which also includes the streamlined and cost effective „eco” version. Bulent Alkaya, the General Manager of Irak Plastics explains: “In order to stay competitive the production equipment has to be calculated aggressively. The lower the amount of the investment the greater our room for maneuver. This is why we have worked together with Haitian Turkey for years. Each time we find the machine that fits at the right price-performance ratio there: the Mars and Jupiter equipped in part for our more complex products. By contrast the cost effective “Mars/eco” for the simpler standard applications.

We are extremely vigilant so that the machines always match the applications. There are no oversized options and instead there is more of a standard in reliable quality that is a perfect fit”.

### Economizing on resources across the board

Last November Irak Plastics ordered a further 33 machines with the energy saving and innovative Mars technology. Bulent Alkaya explains: “We are really satisfied with the Mars. The ease of operation of the machines and the energy efficient advantage as a result of the clever Mars technology saves on enormous resources for us and by doing so makes a considerable contribution to the economic success of our company. We achieve 99.8% product quality with the precision of the Mars Series. At the same time we reduce our energy costs by 45-80% depending on the application. The presence and the service of our marketing partner Haitian Turkey have been outstanding for years – this builds trust and cooperation. The prompt availability of replacement parts saves time and money. To sum up, an invoice that tallies”.



## LIVE AT K'2010

We are displaying a Mars/eco with a standard application from the cosmetics industry at the K-Show. A 300 ml cream jar made from PP is produced using a 3 axis robot from the company Star. The company Inotech, Germany is providing us with the tool. At this point we would like to gratefully acknowledge the support.

# Advantage

## Taking advantage of the situation

Jemaplast in France is now changing over to all-electric machine technology

The family business Jemaplast domiciled in Epierre was founded in 1984 by the father of Jean-Denis Piccini. In 2002 Jean-Denis took over as CEO of the business entity and led Jemaplast into the next generation. The French company supplies the big name brands in the ski sector and in the automotive and household goods industry. The processor, which up to now has been equipped with hydraulic machine technology, has decided to switch to all-electric machines and has ordered 6 units from the "Zhafir Venus Series".



As recently as one year ago you could only see the traditional hydraulic injection molding machines from the well-known European manufacturers in the production halls of the French family business Jemaplast. Jean-Denis Piccini, the CEO of Jemaplast explains: "Of course we have been tracking the constant forward trend of the all-electric machines for a long time with a lot of interest. The advantages of this technology for our technical parts have been clearly apparent as well. However, the prices of the European suppliers were too high for us and frankly, the service from the Japanese

manufacturers was too fragmentary." This should change at Jemaplast.

### A systematic step forwards

Following intensive discussions and comprehensive testing Piccini and his team decided to order 6 units from the all-electric "Zhafir Venus". Since the fall of 2009 the machines have been producing between 600 and 2300 kN almost around the clock and with no breakdowns. "In order to remain competitive we

had to invest in future oriented technologies. To this end Zhafir offered us an attractive and economically opportunity with the Venus series. To my mind the all-electric concepts are the future for energy related reasons alone. So, a logical consequence for us as well so that we can stay on the ball. We integrated the machines without any problem into our manufacturing in collaboration with the local distribution partner HT Plast. Thanks to the simple and logical operation

# Advantage



**„Finally there is all-electric at a price within reach.“**

*Jean-Denis Piccini, CEO of Jemaplast*

there was hardly any training phase at all and we were able to start production after just a few days. The machine delivers excellent parameters in respect of precision, process stability and outstanding energy values. So, with all 6 machines we achieved an energy savings of 25-30% in the shortest time possible. And in doing so we didn't spend more money than for an European

hydraulic machine. So, more performance with the same investment", says Piccini. 21 injection molding machines between 600 and 10,000 kN currently process around 2,600 tons of raw material annually. The machinery is fully fitted with 6-arm or 3-arm robots from Stäubli and Sepro.

## Successful as a result of being really prepared for innovation

Jemaplast offers comprehensive and professional service from product design up to final assembly. Collectively 59 employees, of these only 6 designing engineers, work 6 days a week in three shifts.

"Our order books are full. In recent years we were able to attract prestigious and satisfied, regular customers by specializing in multiple components and insert technology. We supply a good third of our volume to the well known ski sector, such as Rossignol, another third to the automotive industry, such as Renault, for example, and the rest in the household goods sector, such as to the SEB Group. Through outstanding service, gapless controlled quality management and a readiness for innovation that is above average we provide for a collaborative bond with our customers", Piccini proudly tells us.

## New technology, new potential

In conclusion we ask Jean-Denis Piccini about his plans for the future. He gives away that there is already a new project in the pipeline. "We are in the middle of the planning phase for an order for 6 million extremely sophisticated, technical parts total. The shortest cycles possible and removal using 6-arm robots. A massive challenge for the entire team and one that is ideal for all-electric precision machines. We are currently working together with the HT Plast team on an optimum machine equipment. At the Zhafir Plastics Machinery Open House in Germany last year we saw a prototype of the new

"Zhafir Mercury Series" machine for the first time. The extremely innovative approach and the impressive performance of the machine filled me with enthusiasm. The Mercury really and truly opens up new horizons for us in the construction of tools and therefore is tailor-made for our new ways".



Among other things the individual components for the Rossignol ski fittings are produced on a VE2300/740 with a hydraulic power pack. The 2-cavity mold is fitted with unscrewing equipment. The parts are manufactured from a total of 45 tons PA, 30% in approximately 44 seconds of cycle time – including handling by a 3-axis robot.



**LIVE AT K'2010**

My **Venus**

We are showing a Venus 1500 with an application from the medical industry at the K-Show. We want to thank our customer Meus in Italy for the great support!



# Advantage

## Mercury is free to prove itself

One of first machines was delivered and is on the test bench at SIM, France

SIM out of France is definitely a packaging specialist. A total of 60 employees, among them 5 experts in mold design and 5 project engineers have specialized in thin-wall parts made from PP mostly with in-mold labeling. High performance machines from well known German and Swiss manufacturers produce over 400 million plastic parts a year. The first Zhafir Mercury 1500kN was shipped out in September 2010 and is currently being on the test bench at SIM. We asked Pascal Poussard about his first impressions.



*Pascal Poussard (right) and Remi Raccah from HT Plast inspecting the newly delivered Zhafir Mercury series.*

Pascal Poussard is one of the managers who firmly believe in innovations and who are also ready to invest in new technologies. His first encounter with the Mercury was on the Open House at Zhafir Plastics Machinery in Ebermannsdorf in November 2009.

### **Fascinated by the pioneering spirit of the Zhafir engineers**

Mr. Poussard explains: "I was impressed by the concept straight away. The technical approaches of these machines are simply brilliant. I was immediately struck by the pioneering spirit and the involve-

ment of the entire team. I love it when people work passionately on something totally new". Poussard made the decision while still in Ebermannsdorf to get the first Mercury with 150 tons of clamping force and to take a close look on the machine. In answer to the provocative question of whether he didn't have any doubts about purchasing an as yet totally untested, virgin product from a manufacturer with Chinese roots Poussard explains: "Made in China" still means a certain amount of risk to many Europeans like me, but definitely highly dynamic. „Made in Germany" means precision and commitment. I think

that together they both result in perfect symbiosis. I am firmly convinced that Haitian International is pursuing a path with future potential with its multiple brand strategy: The Haitian brand stood and stands for years of experience in production in a strong market. Zhafir stands for high speed in innovation and German development know-how. This combination produces the ideal partner for our dynamic company."

Directed by Pascal Poussard the packaging specialist company

# Advantage

SIM supplies the big name brands such as Unilever or Bongrain. Over 400 million plastic parts leave the production halls in French Montoir sur Loir annually – of these 70% with in-mold-labeling technology. 20 injection molding machines between 100 and 500 tons of clamping force process approximately 3000 tons of raw material - for the most part PP.

## In the center of a select choice of high performance machines

If you take a look in the injection molding hall you only find high performance machines from well-known premium manufacturers from Germany and Switzerland. Now, since mid September you can also find a Zhafir Mercury Series in the center of this select choice. The task of the all-electric newcomer is to compete with the

fast mode profile of the long time residents – and beyond. With success, as we learn from Poussard: "The trials in the first week absolutely exceeded our expectations. We tested a 2-cavity mold of a thin-wall 750 ml honey cup made from PP. We were already at 3.9 seconds including handling after the shortest time with no problems. Thanks to the highly dynamic plunger solution on the injection side and the high acceleration we were even able to cut back the injection speed somewhat. This was totally new to us since for the most part we run our fast mode hydraulics at the limit. At our company the Mercury has any amount of open potential. As a result of the novel cross-piece design the machine offers almost 70 percent more mold space. That is pure money for specifically multi-cavity packaging molds. Plus we can now put our desires into practice. More complex mold geometries for even thinner wall thickness and consequently a lower weight of the part. And the separation of plasticizing and injection makes it possible for us to think about new materials with a larger MFI".



*Side walls become tie bars and as a result enlarge the mold platen dimension by 70%.*



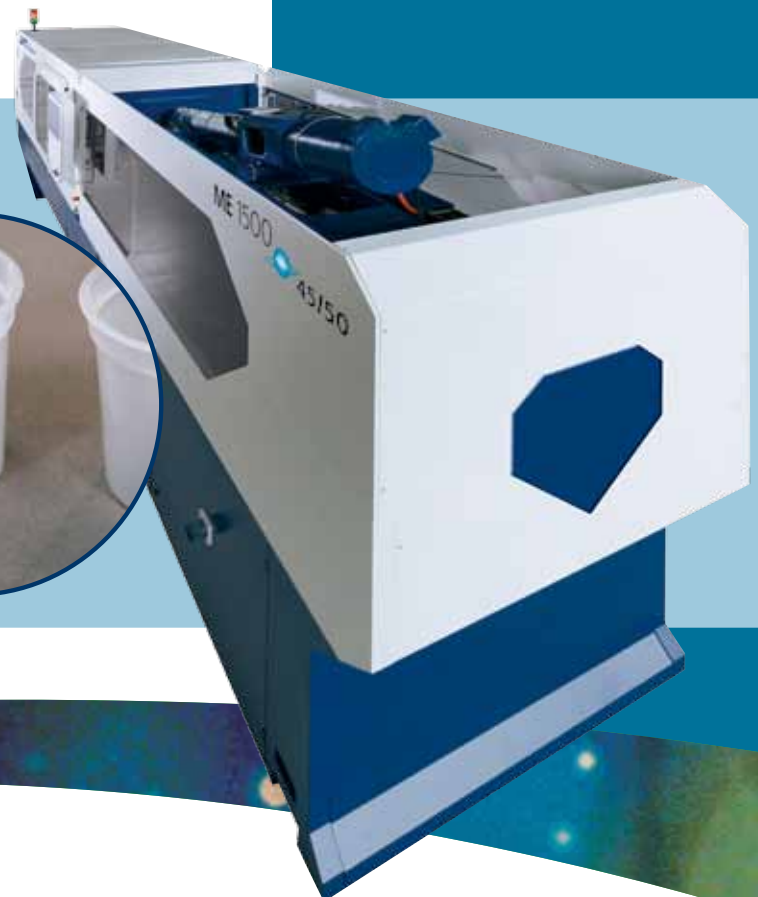
*The highly dynamic toggle system was simplified and complies with the best tolerances.*



### First tests on the ME1500-45/50:

2-cavity mold with hot runner  
750 ml honey cup made of PP  
Part weight 21 g  
Wall thickness 0.6 mm  
Cycle time: 3.9 seconds  
Weight tolerances max. 0.198 %

**You can see this application live on our booth at K-Show.**







# Ningbo Port

## A seaport harbor with a remarkable potential

The Ningbo Harbor – one of the few deep-water harbors worldwide – is located on the Yangtze River Delta in the middle of China and was first put on record in the year 752 AD. The harbor area has extraordinarily good, natural conditions that have helped rapid growth. The Zhoushan Archipelago shelters against the wind and heavy seas. The bodies of water are deep and free from ice and silt.

### Space for gargantuan giants

Cargo ships under 300,000 DWT (**Dead-Weight**) can freely navigate into and out of the harbor. These are the 215 shipping lines for container transport and 908 regular lines every month. Though, crude oil tankers up to 450,000 DWT have been loaded and unloaded in Ningbo already. This is why Ningbo ranks among one of the first harbors in which tankers of such a size can be docked. There are collectively 315 landing



places in the Ningbo harbor at the moment, of which just 33 are for oversized ships, which makes the harbor unrivaled in China.

In 2009 the harbor in Ningbo achieved 384 million tons in turnover, which was an increase of 22% compared with 2008. The turnover of containers totaled an impressive 10.423 million TEU (twenty-foot equivalent unit), which positioned Ningbo eighth in the world. Ningbo harbor meanwhile maintains business networks with more than

600 harbors in over 100 countries and regions globally.

### Two join forces

In January 2006 the Ningbo and Zhoushan harbors merged into one of the largest ports in China. Logistical and strategic synergies were created by the merger and noticeably accelerated economic development of the Yangtze River Delta. According to statistical data from the competent agency MOT, the Ningbo-Zhoushan port handled a total of 570 million tons of cargo in 2009. This is consistent with 10% growth compared with the previous year and nominates the Ningbo-Zhoushan harbor as the largest seaport in the world.

The logistics sector has inevitably been on a roller coaster ride through the crisis as well. China's imports and exports downright caved over the course of the interna-



### Ranking of the top 20 global ports in container handling:

1. Singapore (25,866 mill. TEU)
2. Shanghai
3. Hong Kong
4. Shenzhen
5. Busan
6. Guangzhou
7. Dubai
8. Ningbo (10,423 mill. TEU)
9. Qingdao
10. Rotterdam
11. Tianjin
12. Kaohsiung
13. Port Klang
14. Antwerp
15. Hamburg (7,007 mill. TEU)
16. Los Angeles, CA
17. Tanjung Pelepas
18. Long Beach, CA
19. Xiamen
20. Saem Chabang



**TEU = Twenty-foot Equivalent Unit**

... an internationally standardized unit to count ISO containers of different sizes and to describe the cargo capacity of container ships and the turnover of the container terminal.

20 foot container	1 TEU
40 foot container	2 TEU
20 - 40 foot container	1.5 TEU
> 40 foot container	2.25 TEU

tional financial crisis. Huge over capacities suddenly dominated the market.

### Financial crisis on the high seas as well

The container and cargo ships either anchored out at sea or traveled at a significantly reduced speed. But the crisis was over just as quickly as it came. All of a sudden the bottlenecks in capacity are prevailing again. The shipping companies are bringing more ships back into service. However, the adjustment didn't go as quickly as the logistics sector would have wanted. Schedules have to be adhered to and thus a lot of container ships are still traveling at 14 instead of the usual 24 knots.

Ningbo showed itself to be relatively crisis-resistant in 2009 and since that time has again achieved high turnover similar to that of the turnover in the year before the crisis. In contrast, Hamburg harbor has not recovered quite as well. In 2009 as a whole container handling was 28% less. The most important source of income for Hamburg in container handling is the maritime traffic with Asia. 59 percent or 4.2 million TEU of the boxes processed in Hamburg came from or went to Asia. In consequence



10,500 The number of sea miles a container covers from Ningbo to Hamburg in 30 days.

of the economic and financial crises and of the reduced demand, foreign trade between Europe and the strong economic nations of Asia has also not been spared. For the Hamburg harbor this means a 24.3% drop in container traffic on the Asian shipping routes.

If one of our injection molding machines leaves Ningbo harbor heading for Germany

then it goes south to the Malacca Strait, to the Gulf of Bengal, into the Indian Ocean and then west through the Suez Canal. Our machine passes Gibraltar then along the west coast of Europe into the North Sea.

Finally, after 10,500 sea miles and more than 30 days the cargo reaches the port of Hamburg via the Elbe River.



Haitian Plastics Machinery  
manufacturing hall in Ningbo, China



Zhaifir Plastics Machinery  
manufacturing hall in Ebermannsdorf, Germany



Zhaifir Plastics Machinery  
manufacturing hall in Ningbo, China

## Accessible support around the globe

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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