Sany Worldwide
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The WINDPOWER 2010 Conference and Exhibition was held in Dallas, the U.S. on May 23rd, 2010. Sany Electrics attended this event with its 2.0MW medium-speed double-fed model machines, offshore construction solution and joint power generating system with wind and solar reservation, showcasing the all-round R&D capability. During this three-day exhibition, Sany Electrics signed a number of cooperative agreements with wind farm developers from the U.S., marking its first step into the international market.

Sany’s Concrete Pumping Equipment Helps Erect Tallest Building in Vietnam

In the prosperous District One in Ho Chi Minh City, Bitexco Financial Tower, the tallest building in Vietnam is under construction. Two units of Sany’s equipment, 120C2120DIII trailer pump and HGR32 on-floor placing boom are serving in the construction of this landmark building.

Bitexco Financial Tower is a skyscraper of 68 floors, 252 meters tall. The construction of the tower was started in 2008 and had a short construction time of 2 years. Due to the tight schedule, large demand for concrete and the height of the tower, concrete pumping equipment with large delivery capacity, high pressure, and stable performance is needed. To choose the best concrete pumping equipment, Korean Doosong Vietnam Branch, who is contracted to the concrete construction project, made careful and thorough inspection and comparison, and finally chose the concrete pumping equipment of Sany from a list of world renowned concrete pumping equipment suppliers.

China’s First Coal Ploughing Unit Rolls off the Line

On May 15th, China’s first coal ploughing unit, co-developed by Sany Heavy Equipment and Tiefa Coal Industry Group, rolled off the production line and was later sent to Tiefa Coal Industry Group for industrial tests.

Coal ploughing unit is so far the best equipment for secure and productive mining in thin coal seams. It’s mostly used for long-wall mining in thin coal seams (0.8~2.0 m) under mineshafts, with an annual coal output of 1.5 ~ 2 million tons. A coal ploughing unit integrates many technological achievements including mechanics, hydraulics, electrics, and network control and so on. Featuring “deep slice, multi-cycle”, the equipment owns a number of automatic functions including auto control of slicing depth, automatic push-slide, automatic rack moving, automatic spraying (coal dust prevention device),
and remote control, etc., and digital animated display of key parameters. It realizes true automatic unmanned operation, which is a great advantage in coal mining in thin coal seams and mine shafts with a lot of gas.

Harvard Students Visit Sany
Harvard University is acknowledged as one of the most outstanding universities in the world. A great many eminent men of letters, thinkers in the world have graduated from this prestigious university. On May 19th, over 30 students from Harvard University visited Sany. The tour in this Chinese private company left them deep impression.

Strategic Cooperation between Sany and China Construction Formalized
Recently, Mr. Ren Qiang, Deputy General Manager of China Construction First Building (Group) Corporation Ltd., visited Sany and had a meeting with Mr. He Zhemin, Vice President of Sany Group. After the meeting, both sides signed a strategic cooperative agreement, marking more frequent and closer cooperation between the two sides in the future.

Engineering Lab in Place in Sany Heavy Equipment
Recently, Sany Heavy Equipment was authorized to set up the “Engineering Laboratory of Liaoning Province”, and accepted the plaque of honor conferred by Development and Reform Commission of Liaoning Province. This engineering lab marks the dynamic cooperation between Sany and DRC of Liaoning Province with an aim to boost the integration of technology and economy, enhance the independent innovative capability and industrial core competitiveness and reinforce the technical support and guarantee for national and provincial major strategic missions and key projects. This lab is also the R&D entity based on key enterprises, research institutes and universities.

Sany, SJTU Strike Strategic Partnership
On May 20th, Mr. Zhou Fugui, member of the Board of Directors of Sany Group, signed an agreement with Mr. Xi Lifeng, Dean of School of Mechanical and Dynamic Engineering, Shanghai Jiao Tong University, in order to strengthen the cooperation between the two sides.

Shanghai is a highland for talents and intellectual resources in China and even in the Asia-Pacific Region. The Chairman of Sany Group Mr. Liang Wengen once commented that Sany needs to make best use of talent resources in Shanghai to build a market-oriented system for technological innovation. It this system, enterprises will play a leading role as it combines the efforts of enterprises, universities and research institutes. For the past few years, Sany has cooperated with SJTU in a number of fields successively, and has set up a sound foundation for further cooperation. In the future, Sany will continue to cooperate with SJTU in a deeper and more extensive way on R&D and technology of crawler crane, experiments and tests, quality control and some other fields so as to co-build a closer strategic enterprise-university partnership.

Sany’s SR360 Rotary Drilling Rig Serves in Anqing Yangtze River Railway Bridge Project in China

Measuring about 3,000 meters long, Anqing Yangtze River Railway Bridge is dubbed The World’s No. 1 Span, and regarded as the challenge platform for domestic large rotary drilling rigs due to the tough construction of pile foundation. On this challenge platform, Sany’s new SR360 outshines other products, creating a record in the industry of 33 hours for each pile on average and 0.38 m in minimum vertical deviation.

90 Sany Products Work for Kilamba Kixi Project in Angola

Kilamba Kixi project (First Phase) is so far the largest housing project in Angola, and also a government project with aiming at easing the shortage of housing in the country, maintaining social stability and boosting economic development. Citic
Construction Co., Ltd. is contracted to the first phase of construction as the general contractor in the form of EPC contract (Engineering, procurement and construction). Angola Social Housing project is currently the biggest EPC housing project amongst similar overseas projects undertaken by Chinese contractors.

A total of 90 units of Sany’s equipments are serving in this project, including 22 units of trailer pumps, 43 units of truck mixers, 10 units of rollers, 4 units of motor graders, 10 units of truck-mounted concrete pumps and 1 batching plant. Sany undertakes the concrete pumping for the whole project.

**Sany Excavators Participate in Rescue Work in Train Derailment Site**

At around 2:10 am on May 23rd, train K859 traveling from South Shanghai to Guilin derailed in a mountainous area in Jiangxi Province due to a landslide caused by previous days of heavy rain and flooding in the region. The accident caused the 1st to 9th carriages of the train to derail, and the closure of the Shanghai-Kunming railway line.

Soon after the accident, around 2,000 rescuers, among them fire-fighters, police, soldiers and a dozen of heavy machinery, including Sany’s excavators, arrived at the accident site.

According to conservative estimate, the landslide had caused some 8,000 cubic meters of mud and rocks falling down the mountains. Sany’s excavators cleared large quantities of mud in the site. With joint efforts of Sany’s excavators and cranes and other rescue equipments, the derailed carriages were removed, and rail service resumed soon.

**Sany Group Celebrate First “Family Day”**

On 17th June, Human Resources Department of Sany Group organized the first “Family Day” with the theme “Enjoy Family Love, Love in Sany”. Altogether 63 outstanding employees of Sany and their families took part in the activity.

All family members were wearing red T-shirts, among them young couples and middle-aged husbands and wives, naughty girls with parents and a son holding an elderly father. Following the tour guide, they visited ECC (Enterprise Control Center), Final Assembly Workshop, R&D building and some other Sany’s windows to the outside. Along the way, every one saw Sany with their own eyes and felt Sany with their own hearts.

**Sany Heavy Industry Promotion Reception Held in Congo DRC**

Sany Heavy Industry Brand Promotion Reception was successfully held in the Democratic Republic of the Congo, DRC on 17th June, 2010. Distinguished guests present in the reception included Chinese political dignitaries, such as Mr. Wu Zexian, current Chinese ambassador to Congo, and senior government officials from Congo, such as the head of congress, ministers from Engineering Ministry, Finance Ministry, Lands Ministry, Urban Construction Ministry and so on; many key customers also participated in the reception, including general managers of various enterprises and project leaders of various construction projects in Congo. Around 100 guests attended the reception. Mr. Cui Yongqian, Deputy General Manager of Sany Heavy Industry and Mr. Wu Zexian, Chinese ambassador to Congo, made magnificent speeches introducing Sany Brand during the reception. Journalists of Xinhua News Agency in Congo and National TV station of Congo DRC made detailed report about this Sany brand promotion reception.

This reception has received high opinions and wide compliments from all parties that this is one of all the receptions or celebration ceremonies ever held by various enterprises in Congo with the most and highest ranking senior government officials from Congo DRC and guests, indicating a promising prospect and a bright future for Sany in Congo DRC.
On April 19th, 2010, the 29th BAUMA (International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines, Construction Vehicles and Construction Equipment) was held from April 19th – 25th in the New Munich Trade Fair Centre, Germany. Sany participated in this grand comprehensive engineering machinery exhibition with 7 categories, and 26 units of products, including concrete pumping, hoisting, road, port, pile driving machinery, crawler cranes and excavators.

Sany Overseas Withstands Test of Earthly Power

From April 15th-20th, many flights to Europe were cancelled due to the volcanic ashes ejected from the Eyjafjallajökull volcano, and Sany’s teams to attend the BAUMA in Germany were also held back. Despite this abrupt interruption, Sany still attended the exhibition with the most staff among domestic exhibitors. By 20th April, over 100 members of staff of Sany arrived at the exhibition. The fast and active response to sudden events has reflected Sany’s excellent power to act.

Before the start of the exhibition, Sany sent a contingent to prepare the exhibition booth in Munich. However, before the start of the exhibition, volcanic ashes caused a shortage of hands in organization work. Sany had to recruit a few temps with engineering academic background from the local Chinese student community to help with reception and translation. Some service engineers were asked to serve as technical narrators. Chairman Liang Wenge, Chief Scientist Yi Xiaogang, Senior VP Zhou Fugui, Senior VP Yuan Jinhua and other members of the top management and the director-general for Sany’s participation of the exhibition also arrived. So did general managers of all overseas subsidiaries of Sany. Sany Germany, Sany’s German subsidiary, offered generous and effective help as well. Sany’s participation in the exhibition went smoothly.

The Sany Element in Made in China Products

Sany brought altogether 7 categories, 26 units of its star-class products to the exhibition, with the floor space accounting for nearly 1/3 of the total exhibiting area allocated to Chinese exhibitors. Sany put on an amazing show once again for the variety, reliability, and service of its products. Typical products included the 72m truck-mounted concrete pump – truck mounted concrete pump with the longest boom in the world – and the bitumen-cement mortar semi-trailer. Those star-class products showcased a new image of Made in China products.
Products of an Industry Leader

Among all the 26 units of products exhibited, the most notable is the 72m truck-mounted concrete pump—a Guinness World Record holder. The 72m boom length not only represents a core competitiveness of Sany, but also the fact that a Chinese company has firmly grasped the advanced technology of truck-mounted concrete pump in the world. Sany stands at the forefront of design and manufacture in the world in truck-mounted concrete pumps, and leads the trend of their technological development.

Furthermore, Sany’s bitumen-cement mortar semitrailer made its debut in this exhibition. Since it rolled off the production line, this new product has received wide recognition in Germany. The bitumen-cement mortar semitrailer has passed 160 product tests conducted by Max Bögl Group and University of Munich (Ludwig Maximilian Muenchen Universitaet).

While the concrete pumping machinery takes a leading position in the world, Sany’s many other products, like crawler cranes, excavating machinery, pile driving machinery, are also on the way to becoming No. 1 brands in China.

With the building of industrial parks overseas in quick succession and the localization of manufacture of spare parts, Sany will eventually realize globalized production with supreme quality and with the adaptability of its products substantially enhanced.

Environmentally Friendly Products---the Mega Trend

Environmentally friendliness, energy-saving and emission-reduction have become a global theme. It was also a major theme in this BAUMA exhibition. Chairman Mr. Liang Wengen commented that, compared with older ways of construction, which were noisy and caused pollution, the birth of engineering construction machineries was in itself an effort to protect the environment on the part of mankind. Technological innovations in energy-saving and wide use of the technologies in its products have made Sany’s products more competitive.

As one of the core products, the super-high pressure stationary concrete pump utilizes the new technology of shock absorbing and noise reduction and the new muffling design, thus creating “silent” operation in concrete pumping for super-high buildings. The unique super-high water washing technology adopted in the concrete pump machinery is able to reduce waste of concrete and pollution to the environment. Sany’s super-high pressure stationary concrete pump has become the first choice for the construction of super-high buildings anywhere in the world.

Sany owns 3 core energy-saving technologies in power control, all of which have obtained national patents. In 2008, these technologies also helped Sany to win the first prize of the technological advancement award issued by Hunan provincial government, which is the only first prize that a domestic company in the engineering machinery industry has snatched to date. This technology has been gradually applied to a series of products, including excavating, pile driving, hoisting, port machinery and so on, saving as much as billions RMB yuan worth of fuel each year for their users.

In 2009, Sany successfully developed China’s first hybrid excavator—the SY215C, which saves energy by 30% and enhances efficiency by 25% compared with conventional excavators.

Sany has also developed the world’s first energy-saving rotary drilling rig with dual motor drive.

Treat the Making of Product as the Making of Works of Art

The president of Sany Group Mr. Tang Xiuguo once said that Sany must manufacture its products in a manner in which works of art are made by vigorously implementing lean production and building the “Sany Production Method”. Sany has become more aware after this exhibition that innovation should not only be combined with R&D, but also with manufacturing.

The 28-meter truck-mounted concrete mixer pump is a new product, which combines the capability of truck mixer and truck-mounted concrete pump. The 43m truck-mounted concrete pump and the 28m truck-mounted concrete mixer pump were assembled in Germany. The zero-tolerance for defects and strict procedures as shown in these two “Made in Germany” products have made Sany products even better.
SANY CRAWLER CRANE CONTRIBUTES TO NORTH AMERICAN “THREE GORRES PROJECT”

The biggest water conservation and tunnel project in North America, the Niagara tunnel project is often referred to as the “Three Gorges Project” in America. The plan is to dig a tunnel 14.4 meters in diameter and 10.4 kilometers in length at a depth of 140 meters on the periphery of the Niagara Fall. The tunnel will deliver water along the cliff of Niagara, at a rate of 500 cubic meters per second. The project, worth 1.6 billion dollars in total, will be finalized in 2013.

Sany’s SCC 2500 crawler crane, manufactured by Sany Science and Technology Co., Ltd, took part in this magnificent project and completed a multitude of parts hoisting work. With its quality products and all-rounnd services, Sany has earned lots of compliments from the constructors.

KING PUMP CONSTRUCTS TALLEST TOWER IN CHINA

On March 28th, 2010, at Lujiazui of Shanghai, a building that will rewrite the record of China’s tallest building completed the pouring of 60,000 cubic meters of concrete for its bottom slab and will take shape soon. With a designed height of 632 meters, the Shanghai Tower will after its completion in four years time take the place of the Shanghai World Financial Center as the tallest building in China.

60 Hours of Non-Stopping Concrete Delivery

It was March 28th, 2010, on bank of the beautiful Huangpu River. 405 white concrete truck mixers, shuttled between a huge pit 121 meters in diameter and 30 meters in depth, and 5 concrete batching plants. The truck mixers were feeding concrete into 18 units of concrete pumps parked around the pit. That was the construction site of the Shanghai Tower. In the past 3 days, these 18 units of concrete pumps completed an amazing task. They poured a total of 60 thousand cubic meters of superstrength concrete to form the bottom slab of the building in 60 hours non-stopping. In 4 years time from today, a building 632 meters in height will be erected to be the tallest building in China and the second tallest in the world.

King Pumps of China

The 18 units of concrete pump used in this project are Sany’s products and they are known as “king pumps in China”. “In the past three days, the 18 units of Sany’s concrete pumps poured 60 thousand cubic meters of superstrength concrete in one go. This is unprecedented in China, if not the entire world,” remarked an engineer from the Shanghai Construction Group, contractor of the project.

The total amount of concrete used by the nearby Shanghai World Financial Center was 230 thousand cubic meters. That is to say, the concrete used for bottom slab of the Shanghai Center has already neared a quarter of the total concrete used for building the Shanghai World Financial Center. With added additives, the C50 concrete delivered by Sany’s concrete pumps this time equaled C100 concrete in strength.
According to industry insiders, pumping 60 thousand cubic meters of super-strength concrete continuously for 60 hours "is a formidable task for the pumping machines both in terms of quantity and duration."

"In addition to placing concrete to the building's bottom slab, Sany's concrete pumps are going to deliver concrete to the height of 632 meters. They will create another miracle!" remarked an insider from the Shanghai Construction Group.

Environmentally Friendly Machines

Construction of the Shanghai tower is underway in the very center of Minor Lujiang, a CBD of Pudong, surrounded by bustling cars and jungles of skyscrapers. With the rise in the height of the Shanghai Tower each day in the near future, the low noise technology of Sany's concrete pumps would definitely be a huge merit. This technology echoes the concept of "green building" advocated by the designers of this building, which serves as one of the basis for cooperation.

Sany's concrete pumps possess another patent technology of energy saving realized through the computer-controlled diesel engine, which automatically identifies the differences in pumping conditions and adjusts the rotating speed of the diesel engine, the torque and the volume of spray, and conducts power matching automatically. Compared to traditional ways of control, this technology saves energy by over 20%. Sany's pumping equipments will also be adopted for conveying concrete to the body of the building, after the completion of the bottom slab. By then, Sany's solely owned technology of ultra high pipeline water-washing will be applied for the first time. That will greatly decrease concrete contamination of the construction environment caused by traditional ways of pipe washing of ultra high pumps.

SANY INTRODUCES DIGITALIZED PROTOTYPING

On May 10th, the first technical seminar on digital prototyping of Sany Group concluded successfully, drawing the curtains of a new round of technological revolution in Sany. Digital prototyping plays an essential role in promoting the efficiency of product design, decreasing the number of real prototypes to be manufactured, accelerating the pace of products innovation and marketing and improving the competitiveness of the company. According to the executive director of the R&D Institute, Liu Yonghong, Sany had experienced two technological revolutions. The first one was "jitting the drawing board", which lead to digitalized design and standardized procedures. The second one was the introduction of 3D design, which helped realizing computer-assisted designing. Today, Sany has ushered in the third technological revolution, digitalized prototyping. Through every stage of a product's lifecycle, digital prototyping promotes the success rate of designing and achieves the best balance of products performance by simulating real machines, carrying out experimental test and optimizing performance.

SANY INDIA INDUSTRIAL PARK OFFICIALLY LAUNCHED

On April 12, 2010, the opening of Sany India Industrial Park marked another major milestone in the embodiment of Sany's going global strategy. The opening of Pune Industrial Park in India was the first step on Sany's road towards a localized enterprise engaged in investment, designing, production and sales with a global vision.

Zhang Chunxian, Governor of Hunan Province, where Sany Group is headquartered, Zhang Yan, Chinese Ambassador to India, Patil, MP of Pune, Liang Wenpeng, Chairman of Sany Heavy Industry, and Xiang Wenbo, President of Sany Heavy Industry presented at the opening ceremony.

Sany's Industrial Park in India is the largest Chinese enterprise in the Pune Industrial Zone. According to Patil, MP of Pune, Sany has brought job opportunities to the locality and it will accelerate the development of its economy.

By now, Sany has sold more than 2000 equipment in India. Its concrete equipment has become a renowned brand and has taken a large share in the market. After the opening of Sany's Industrial Park in India, large scale production of concrete machinery has been realized in the locality. Nonetheless, Sany still keeps on expanding its market share of crawler crane, rotary drilling rig, excavator and so on in India, thus to enhance its overall competitiveness.

INTERVIEW WITH SANY'S BRAZILIAN EMPLOYEES

Recently, Sany Worldwide had an interview with two of Sany's Brazilian employees when they came to study in China. The interviewed were Marco, Product Manager from the Sales Department of Sany Brazil Sales and Marketing Company, and Wellington, Logistics Engineer from the Services Department of Sany Brazil Sales and Marketing Company. During their 8-day stay in China, they will pay visits to the industrial parks in Changsha, Shanghai and Kunshan. According to them, Sany's 200 million USD investments in the construction machinery manufacturing base in São Paulo will receive proactive
support from the Brazilian government, which will considerably push the sales of Sany products in Brazil. Besides, they noted that, if Sany wants to be outstanding among other competitors, it must treat three aspects seriously, namely, spare parts supply, technical support, and localized documentation and materials.

**DONATION OF 15 MILLION RMB YUAN TO ESTABLISH “SANY FOUNDATION”**

On April 30th, Sany Heavy Industry, along with Hunan Promotion Center for Emergency Assistance and Guangdong Promotion Center for Emergency Assistance, held a press briefing in Beijing on setting up of a “China Sany Foundation for Earthquake Orphans”. Sany Heavy Industry promised in its announcement to make a donation of 15 million RMB as the base capital for the Sany Foundation. It will be used to for the establishment and further development of helping, education, and training systems for earthquake orphans. This is the first foundation for earthquake affected orphans in China. It hopes to establish a mode of disaster relief in the long run after a one-off donation for the disaster affected children made by an enterprise and a foundation being set up.

It is reported that the Sany Foundation will focus on relieving the orphans in the Yushu Earthquake with Tibetan nationality. Also, it will be used to establish and further develop the poverty relief, education, and training systems for disaster-affected children, for example, the faculty, education programs, teaching materials, distance education networks, electronic coursewares, as well as construction of their residence, and supporting facilities including kindergartens, schools, hospitals and so on.

**DEDICATED TO SINCERE AND LASTING SINO-AFRICAN FRIENDSHIP**

On March 29th, the China Foundation for International Studies, together with the African Diplomatic Corps, held a reception for Sany Heavy Industry in Beijing. Zhang Deguang, Chairman of China Foundation for International Studies, Joao Bernardo, Deputy Dean of the African Diplomatic Corps and Angolan Ambassador to China, as well as other diplomatic envoys from Africa, former ambassadors to Africa, and Zhou Fugui, Senior Vice President of Sany Heavy Industry attended the reception. The reception was hosted Cui Yongqian, Vice Chairman and Secretary of China Foundation for International Studies.

Zhang Deguang, Chairman of China Foundation for International Studies, remarked at the reception that, since the time when China and Africa entered into diplomatic relations, the bilateral cooperation and friendship continued to develop. Many Chinese enterprises have engaged in road, railway, bridge, wharf and mining construction projects in Africa. Through 20 years of arduous efforts, Sany has developed into a large group and has established itself among the global Top 50 engineering machinery manufacturers. Many of its technologies and equipment made firsts in China and in the world, rendering it with sufficient competence to provide construction machinery for African countries.

Joao Bernardo, Deputy Dean of the African Diplomatic Corps and Angolan Ambassador to China, said that, “As developing countries the same as China, we sincerely hope that Sany Group make investment in Africa and strengthen the bilateral cooperation in economy and trade.”

“We shall support the friendly relations between China and African countries,” Zhou Fugui, Senior Vice President of Sany Heavy Industry, expressed with sincerity in the final speech. “The purpose of this reception is to let more African enterprises and projects know about Sany Heavy Industry. We promise that Sany will enter into the African market with the best quality and the most appropriate prices. We will fully comply with the local laws, regulations and respect the religious customs of African Countries.”

**China’s First Coal Plough Unit Rolls off Production Line in Sany Heavy Equipment**

May 15th, 2010 is a memorable day for people in Sany Heavy Equipment, for it witnessed a milestone addition to the list of Firsts in the history of Sany Heavy Equipment—China’s first coal plough unit, co-developed by Sany Heavy Equipment and Tiafa Coal Industry Group, rolled off the production line and would be sent afterwards to Tiafa Coal Industry Group for industrial tests.

Sany Heavy Equipment is dedicated to reforming the traditional industry in China and boosting it to world-class levels by adopting innovative and advanced technologies. At present, Sany Heavy Equipment owns the largest R&D team in the industry. It sticks to independent innovation, and embraces new concepts in product design and corporate development, like the concepts of energy-saving and environment friendly products, safe and efficient operation, intelligent and ergonomic design. In recent years, Sany Heavy Equipment successfully created dozens of firsts in China, such as the 200H, 260H, 318 all rock / hard rock road headers, coal pillar recycling units, automatic combined coal mining machines and so on. Sany Heavy Equipment has become a true whole-set coal mining machinery supplier and it gives direction to the technological innovation and advancement in the coal mining machinery industry.
China's Sany to spend $40m on building plant in Thailand

China's Sany Group, a global leader in the manufacture of construction machinery, yesterday announced an initial investment of US$40 million (Bt1.29 billion) to set up an assembly plant in Thailand.

Zhongke Zhang, Deputy General Manager of Sany Heavy Industry and General Manager of the group's international department, said the company had been working closely with the Board of Investment on investment privileges for the facility.

"We are considering several locations for the first Thai assembly plant, including at Bang NaTrat, Laem Chabang, Chon Buri and at Klong Rang Industrial Park in Prachin Buri. We will finalise the location within the next few months and start construction by the end of this year," said Zhang.

The plant will employ 100 workers at the start of operations, rising to more than 500 in due course.

He said that occupying operational space of between 60,000 and 100,000 square metres, the plant would start with the assembly of excavators, the major parts for which would be imported from China, while some would be sourced locally.

The plant initially will be able to produce about 200 excavators annually.

"With such an initial assembly capacity, we expect to achieve a share of more than 20 per cent of the local market," he said.

Zhang added that the company would also export construction machinery, including excavators, from Thailand to neighbouring markets in Asean.

"With the freetrade agreement between Thailand and China, we are able to import 90 per cent of the parts from China to Thailand with zero duty. We are able to reexport finished products from Thailand to neighbouring markets in Asean and enjoy both cheaper import duty and transportation costs," said Zhang.

He said that factors favouring the production facility being located in Thailand were the country's good location at the centre of Asean and its strong economic growth compared to other countries in the region.

"We (Thailand and China) share a similar culture, so it is quite convenient for Chinese people to live and work in Thailand," he said.

Founded in 1989, Sany Group is fully engaged in the manufacture of construction machinery, with offices and plants in major Chinese cities such as Beijing, Shanghai and Shenyang.

Its main products are construction machinery, road machinery, excavators, pile drivers, hoisting machinery, non-earthmoving construction equipment, harbour machinery, coalmining machinery and wind power equipment.

It is regarded as China's No.1 brand for concrete conveying machinery, pile drivers, crawler cranes and coal heading machinery.

Sany has established more than 30 subsidiaries overseas, and its products have been exported to over 110 countries and territories.

Sany is completing construction of a research and development facility in India and a manufacturing base in the US for $60 million combined.

In January 2009, the group signed a contract for a 100 million (Bt4 billion) investment in R&D and manufacturing facilities for construction machinery in Germany.

Zhang said Sany Group had achieved Bt153 billion in global sales last year. It expects to hit Bt200 billion this year.

"We expect to increase the ratio of export business from currently less than 10 per cent to about 30 per cent in the next five years, and to 60 per cent in 10 years," he said.

He added that the group planned to set up 30 assembly facilities around the world in the next two to three years. It expects to have between 60 and 70 plants in total in the next 10 years.
Al-usabs Ventures and Sany Nigeria attend FOCI Exhibition

Al-usabs Ventures is a Sany Motor Grader distributor in central and northern Nigeria. Al-usabs and Sany Nigeria cooperated to attend Nigeria FOCI (Federation Of Construction Industry) annual general meeting and exhibition in Sheraton Hotel, Abuja, Nigeria from 22nd to 24th June, 2010.

FOCI was incorporated in 1954 and it is the second registered trade association in Nigeria after the Lagos Chamber of commerce. Presently, FOCI has over a hundred members. Nigeria famous construction & civil engineering companies, material and equipment suppliers attended the meeting and exhibition, such as Julius Berger, Dantata & Savoe, Gilmor and Setrac. In the exhibition Sany Sales Representative Mr. Huo introduced Sany Nigeria history, current status, two key business plans in 2010: seek suitable distributor for Sany various famous products and invest to establish an assembly plant in Nigeria to the visitors and FOCI management board. Sany Motor Grader distributor Al-usabs Sales Manager Abdul Kareem introduced his company history, current status, ground machines and sales strategy of their construction machine especially Sany Graders. Al-usabs will accept 50% down payment and 50% bank guarantee for their customers. Sany various products and service ability give impressive image to visitors and organizers.

More than 30 companies attended the exhibition including Shanghai Holding Heavy Industry, Hyundai, JCB, Atlas Copco and Hidromec or their dealers. Many Nigeria construction companies show great interest to Sany and Sany machines.

Al-usabs and Sany Nigeria exhibition team

Al-usabs Sales Manager introduced his company

Sany Sales Representative introduced Sany

Picture with FOCI president Engr. M.O. Williams
Russian Distributor Visits Sany’s Shanghai Facilities

On June 24, 2010, Mr. Chupin. A.V., General Manager of Eastern Bridge Ltd. – one of Sany’s agents for Russia-Asia Area, paid a visit to Sany’s Shanghai Industrial Park. He was accompanied by Anna, Director of Foreign Economy, and Gregory, Sales Representative from Eastern Bridge Ltd. A meeting was held between Mr. Chupin. A.V. and Mr. Zhang Zhongke, General Manager of Sany Overseas. The topics discussed at the meeting included an analysis on the construction machinery industry in Russia in 2009 and 2010, as well as future strategy and cooperation. Eastern Bridge Ltd. is one of the best agents of Sany. It had cooperated with Sany for the past 4 years. Even the financial crisis in 2009 had not obstructed Eastern Bridge Ltd.’s commitment for mutual development.

Mr. Chupin. A.V. fully acknowledged the competence of Sany products and showed his appreciation for the hard work of engineers from Sany Overseas. Mr. Zhang Zhongke briefed the guests on Sany’s recent project in Russia -- Sany would invest and build a plant in Russia. According to Sany’s preliminary planning, it will invest to build an assembly plant for excavators, in an area of about 60,000 to 120,000 m3. Mr. Yao Yao from Distributor Development Department of Sany Overseas expressed his hope that Eastern Bridge Ltd. should strengthen the sales management procedures to enhance their sales capability. Also they should have more communication with Sany Overseas, especially with the Distributor Development Department. He hoped that the agents shall give more support to the newly-released Five-Rate Monthly Report (excavator). He also suggested that our agents organize more sales promotion activities, for example, to hold more receptions. They are free to talk to Sany Overseas for assistance. The Distributor Development Department is ready to give support in respects of personnel and materials.

Both parties pledged to strengthen cooperation in promoting Sany brand in Russia. Mr. Zhang Zhongke expressed his gratitude for Eastern Bridge Ltd.’s third visit to Sany. He sincerely hopes to visit Eastern Bridge Ltd. in return some day to further strengthen the bilateral cooperation and development in future.

Training on Truck-crane Held for Distributors of Sany Overseas

A training program on truck-crane for agents of Sany Overseas was completed on June 26, 2010 in Sany Crane Business Unit, Ningxiang, Hunan Province. This training program lasted 6 for days. The 9 trainees are either agents or terminal users of Sany coming from South Africa, Thailand, Pakistan and Korea. The training classes were held in English and all the training materials were in English. The program focused on communication through discussions, and integrated theoretical study with practices, which received good results. After the training, the trainees provided a lot of valuable advice regarding the training program.
From June 9 to June 13, 2010, the ANKOMAK 2010 was held in the CNR exhibition center in Istanbul. There were more than 250 manufacturers from Turkey and its neighboring countries and regions participated in the exhibition. More than 750 domestic and international brands were put on show and more than 30,000 specialists enjoyed the show. The exhibiting area reached 70,000 m².

Sany Group together with two of its agents, HEDEF and SAN MAKINA, participated in the exhibition. A 37m truck-mounted concrete pump and a PQ190IIIA motor grader were shown at the booth of about 500m². According to statistics, there were more than 400 specialists came to Sany’s booth to learn about Sany’s equipment and its principles for spare parts supply and after-sales services. Sany’s truck-mounted concrete pump, motor grader, crawler crane and rotary drilling rig were among the most eye-catching products in that fair. The Sany products are well-recognized by customers for their outstanding design, performance and quality. Through the ANKOMAK 2010 Expo, Sany products and the Sany brand were well promoted in Turkey.

Thanks to the ANKOMAK 2010, Sany not only successfully promoted its products in Turkey but also made Sany a more well-known brand in the construction machinery industry of Turkey.
SCC16000 Crawler Crane of Sany Shanghai to Roll off Production Line

To meet the market demand for large tonnage crawler cranes, Sany Shanghai (Shanghai Sany Science and Technology Co., Ltd) launched the SCC16000 R&D project in October 2008 and secured orders with customers in China at the end of the year. The equipment is to roll off production line soon and is planned to be put to work at the beginning of 2011. The product contains 20 state-authorized patents: 3 in the category of “National Invention Patent”, 15 in the category of “Applied Patent”, and 2 in the category of “Appearance Patent”.

From a technical point of view, part of the specifications of the product have surpassed that of their international counterparts, with the maximum rated hoisting capacity reaching 1600 tons; the maximum rated hoisting moment reaching 250000T.m; the maximum rated hoisting power of the luffing jib reaching 630 tons and its maximum rated hoisting moment reaching 230000T.m; the rated power of the engine reaching 746 KW; and the maximum rated tensile force of each single cable during lifting and luffing measuring 360 KN.

In terms of its performance, the SCC16000 crawler crane is superb in its “micro-movement”, which brings about more stable operation, higher productivity, and greater adaptability. The higher-than-standard safety margin makes the product usable in sophisticated working environment and working requirements. The internationalized design and manufacturing makes the product comply with the certification requirements of CE, North America, Australia, Russia, and Chinese Taiwan. The product can be used in such tough terrains as extremely cold, hot places or terrains of high-altitude or strong sand storm. The Cummins engine adopted by this product makes it comply with EU Stage II and the U.S. Tier 3 emission standards under the non-road regulation and brings about lower noises.

Its modularized design makes customization a possibility. The customer is also allowed to opt for the free falling function for the hook of the main winch. The maintenance-free imbedded wet brake requires no adjustment, is capable of self-compensation, and is easier to repair. The machine is equipped with a remote monitoring system, which can realize GPS satellite location and data transmission, facilitating fault diagnosis and removal.

Meanwhile, the machine possesses all-rounded safety and protection measures: Load Moment Limiter, over-winding protection, over-running protection, with complete devices for braking, holding and monitoring. There are two operational modes, a working mode and an installing mode. There is also a safety lock under the operator’s chair to enable automatic discharge protection when the operator is not sitting on the chair. The machine is equipped with an emergency electrical control circuit, which realizes a dual configuration for the controlling system. A lightening protection device is also put in place to effectively prevent damages to electrical components and personnel. A CCTV monitoring device for the winch and the rear of the vehicle is also fixed to the product, for the operator to observe the surroundings of the machine and the winch movements. The machine also possesses an automatic shifting function for traveling operation.

Sany DLT75SCH Paver——A New Model that can be Transported in Containers

To better satisfy the needs of the market and customers, Sany has developed the asphalt paver DLT75SCH and it is now available in the market. Sany’s DLT75SCH is designed with multi-functions and shows good value for money. The price of a DLT75SCH is lower than that of a LTU90C, a high-level asphalt paver. But it has been given higher accuracy in manufacturing and assembly. The current international standard bus control technology is applied in the control system. The machine can be used to pave asphalt mixtures, gravel, stabilized soil and concrete. Its paving width can change steplessly from 3m to 7.5m, giving good adaptability to the machine. The biggest feature of this machine is that it can be transported in containers. Traditional pavers were transported on Ro-Ro ships, general cargo ships or by railway – leading to higher transport costs and subjecting goods to damages. To transport a DLT75SCH it only needs a 40HQ.
high cube container. Below are some advantages of a DLT755CH:

- Speed of transportation is accelerated. Containers can be lifted by special mechanical equipment. There are less intermediate procedures and there is a big reduction in loading charges. Therefore, the transportation cost is lowered;
- Package for pavers is simplified. Thus transportation charges are reduced;
- It’s less dependent on whether, which reduces chances of cargo damages. The paver is in the container during the whole transportation process. There’s no need to change packages when the cargo is transferred from one vehicle to another. Chances of cargo losses, cargo shortages and thefts are much reduced. With the improvement of freight transport quality, the insurance premium drops.

**Sany SR420 Rotary Drilling Rig**

On the 10th Beijing International Construction Machinery Exhibition 
& Seminar, a new generation of intelligent drilling rig – the SR420 rotary drilling rig which just rolled off the production line at Sany Beijing Pile Machinery Company was ordered by a client from Beijing shortly after the machine was put on show. Now, this machine has been put to work already. The SR420 is entirely controlled using electronic signals. It intelligently tells between correct operations from incorrect ones. When incorrectly operated or in the face of a failure, the intelligent controller will take over the drilling rig temporarily to avoid accidents. The precise display system allows for man-machine interaction.

SR420 rotary drilling rig features a maximal drilling depth of 110m, and a maximal diameter of 3m. It can be applied in super-big and super-deep pile foundation works for high-rise buildings, railways, highways and bridges. In order to reduce limitations on design and construction of pile foundations in China, Sany Beijing Pile Driving Machinery Company has initiated a lot of technical innovations, and has developed dozens of intelligent control technologies, including the warning technology against chassis tilting, the “remote rescue” technology, the all round operational data collecting technology, the main winch bottom-hitting protection, the LCI controlling system and so on. All these innovations have greatly improved work safety and maneuverability of products, and reduced construction costs.

SR420 is designed with special emphasis on special purpose applications and customization. With regard to different geological conditions, such as cobbles, sandy clay, rocks and so on, SR420 adopts the corresponding drilling bucket, drill rod and power output to save energy, to be more environment-friendly and work with higher efficiency.

The development of Sany SR420 rotary drilling rig has removed the bottleneck in manufacturing of big-sized rotary drilling rigs. Therefore intelligent and data-based construction of pile foundation is realized.

**Sany’s Vertical Lifting and Automatic Restoration Technology for Boom of Reach Stackers**

The vertical lifting function of Sany’s reach stacker makes sure that when the reach stacker lifts a container between other two, there’s no friction on them; when the hanger positions a container or unhook a container, the hanger won’t be caught by the lock pin so that the container won’t be scratched. It not only facilitates container positioning, but also gives more security and reliability during piling and unhooking. When the vertical movement button is pressed and the container moves up or down, the controller will automatically detect the required data, do calculations and make adjustments, so as to make sure the container always stays in upright position when it goes up and down. When the automatic returning button is pressed, the controller will automatically telescope the booms to their shortest length and set at proper pitch angles depending on the respective lengths and angles. In this way, the booms are adjusted to a status most convenient for traveling. Moreover, the front vision won’t be influenced by the container, and the weight won’t be too high in the air which may endanger traveling of the vehicle. The operator’s labor intensity is therefore reduced.
In June, 2010, 7 units of Sany’s equipments made appearance at the 43rd national engineering machinery exhibition in Algeria. Compared with other world-renowned brands, Sany’s 80T crawler crane, SR220 rotary drilling rig, SY5296-37M truck mounted concrete pump, HBT60A stationary concrete pump, SY460 excavator, SY360 excavator and SY330 excavator had demonstrated distinguishing characteristics of Sany’s. These 7 units of equipments had shown reliable performance and easy operation, and attracted many visitors.

Sany Algerian company had made sufficient preparation for this exhibition, and thus successfully signed many contracts of intent and closed deals on site.

Muzaffarabad is one of the tourist attractions that everybody wants to go. Bid section C1 of Neelum Jhelum Project Department is 40 kilometers up the Neelum River (Gezhouba is contracted to construct the hydropower station, with a total investment of 1,506 billion US dollars and a total installed power capacity of 963,000 KW. The contract duration is 93 months. Bid section C1 undertakes part of the project worth 270 million US dollars and the total amount of concrete is 630,000 m3). In this project, Sany’s HP30 wet shotcreting machine, which is the first of its kind exported to Pakistan, is used for shotcreting on the surface of water diversion holes in the channel.

Until now from January 2009, Sany’s shotcreting machine has been continuously shotcreting at a speed of 1,000 m3 concrete per month. This shotcreting machine has shown high productivity and quality of shotcreting and easy operation during its service, and has received wide recognition and compliments from our customers. Customers are especially satisfied with its stability, because not a single failure or breakdown occurred during its service for over one year.

Sany’s shotcreting machine, which boasts easy operation and reliable performance, has made a shining appearance in the export product list of Sany.
Sany Overseas Select Service Managers for Third Time

In May 2010, Sany Overseas selected 21 candidates for service managers, according to the promotion principles: good service skills, good execution ability, strong management ability, strong sense of responsibility and good command of foreign language), and organized a series of training courses for service managers for them. All 21 candidates are summoned to Shanghai to attend the first phase of the training courses.

With the further exploration of overseas markets, many outstanding service engineers working in the frontline will have the opportunity to be promoted to service managers. It’s true that an outstanding service engineer is surely the elite in service, but a service manager must be able to explore the team’s potential and lead the team to work together and to fulfill the company’s service strategy. All these require extra capability compared with service engineers. In order to help the service manager candidates shift the role successfully and build up a team for overseas service management, Sany Overseas has selected service manager candidates for three times, and 80% of the candidates selected in the first two rounds have become service managers, and are now backbones in the overseas service work.

The Marina Coastal Expressway in Singapore is a national key project. To complete the project on time, the Contractor, Yongnam Engineering & Construction (Pte) Ltd, purchased four crawler cranes (two models SCC2500C, SCC1000C) from Sany. During the ten-month period since the project started, the four Sany crawler cranes have each worked more than 12 hours everyday, and no major failures have ever occurred. One Sany SCC2500C crawler crane worked with its boom extended to 55.5 meters long and continuously performed lifting and installation of foundation pipe piles 20t in weight and 40m in length. This has greatly improved productivity and has made outstanding contributions to installation of foundation piles. Another SCC2500C crawler crane was employed to transport materials for foundation piles from large freighters to the job site. It has shown strong competence in lifting and transportation operations, and has guaranteed all requirements of the project.

“Facts speak louder than words.” Sany crawler cranes’ good reputation was established on the basis of their outstanding work performance and high stability. This is well demonstrated to clients and the constructors during the Marina Coastal Expressway Project in Singapore. Their excellent lifting and mounting performance was given recognition by clients and the constructors. The four Sany crawler cranes greatly contributed to the timely completion of the Marina Coastal Expressway Project.

On its way to going global, Sany crawler cranes has shown strong competitiveness in the market. By now, more than 60 crawler cranes of different models are serving at ports, ship building plant, refinery plant and construction sites in Singapore.

Over 60 Sany Crawler Cranes Operate in Singapore

By Zhou Qing and Liu Wubao
The contour design of China Pavilion is based on the concept of “Oriental Crown”, to express the spirit and disposition of Chinese Culture.

Rising from the Chinese National Pavilion is supported by traditional Dougong brackets fixed layer upon layer, concentrating Chinese elements and embodying Chinese spirit. The Chinese Provinces (Joint) Pavilion extends in flat under the Chinese National Pavilion, serving as a national platform, to build an open, mild, compatible and rich layered city square. The Chinese National Pavilion and Chinese Provinces will create a spectacular urban space series, with well-defined functions up and down, delicately fitted major and subordinate architectural formation and the spatial layout focused on the main axis in a north-south direction.

The pavilion, made of crystal resin, is in the shape of an ice sculpture. Focusing on ice and snow, it displays Heilongjiang's green tourist culture and reveals its people's happy life.

Focusing on "vacation paradise, habitable island, open special zone," the Hainan pavilion looks magic and romantic by combining advanced digital projection technologies with wonderful silk screen designs, and makes people feel Hainan's sunshine, leisure, livability, security and other charms.

The Guizhou pavilion’s grand and magnificent appearance is a combination of unique visual elements of Guizhou, such as wind and rain bridge and drum tower. The architectural shape boldly exaggerates the form of ethnic minorities' silver head decorations, displaying special folk characteristics. The pavilion shows the intoxicating beauty of local ecological environment and folk customs and the blueprint of a network city featuring harmony between man and nature.
Saudi Arabia Pavilion
The pavilion showcases the Arabian wisdom in creating wonderful city life in spite of the severe natural environment without rivers or lakes. Highlights of its exhibition include four types of cities: the City of Energy, the City of Oasis, the Ancient City with Rich Cultural Heritage, and the City of Fast-growing Economy.

India Pavilion
The Pavilion has a crimson central dome, symbolizing the theme "Unity in Diversity" in India. A focus throughout the exhibit is on interaction between rural and urban areas through exchange of goods and services.

Revolving around a journey of Indian cities from ancient times through medieval periods to modern India, the pavilion showcases India's rich cultural heritage, its diversity of faith, culture and language, traditional and modern technological development and urban-rural interface.

Turkey Pavilion

exterior of the 2,000-square-meter rented pavilion was derived from one of the first known settlements in the world called "Catalhoyuk" in Turkish, the center of advanced culture in the Neolithic period. The pavilion looks like an amazing red and beige box with an animal sculpture, inviting visitors to explore a maze of dreams.

Thailand Pavilion
The exhibition is divided into "Journey of Harmony; Harmony of Difference Tones and Harmony of Thais." There is a 360-degree hydro-screen and technologies that let robots talk with visitors.

USA Pavilion
The overall theme of the pavilion is "Rise to the Challenge." In keeping with the Expo's theme of "Better City, Better Life," the challenges depicted are creating environmentally sustainable communities, engaging in a healthy lifestyle and using technology to improve people's lives. The pavilion showcases American business and technology, as well as culture and values, to foster stronger friendship between the American and Chinese peoples.

Japan Pavilion
The Japan Pavilion is a semi-circular structure, covered by a purple membrane material. Several antennae and caves make the pavilion a "breathing organism," which expresses the harmony between the human heart and technology. The pavilion has been dubbed "Purple Silkworm Island" by Chinese visitors.

Republic of Korea Pavilion
The three-story Republic of Korea Pavilion is composed of 20 basic letters of the ROK alphabet. The pavilion showcases blueprints of future cities along with the country's most advanced technology and traditional culture.
Zhujiajiao
—An ancient cultural town south of the Yangtze River

Zhujiajiao is an ancient town located at the bank of the Dianshan Lake in Qingpu District. The town, with a history of over 1,000 years, is the most well-preserved ancient town in Shanghai and has been known as "Venice of Shanghai" for its simple but attractive appearance typical of towns in the south part of China. In 1991, it was designated by the State Council as the "Well-Known Chinese Cultural Town".

The ancient town is simple and tranquil, refined and elegant. Walking along the zigzag flagging or wondering among the narrow streets and lanes flanked with shops and stores, tourists feel as if they were in a simple but fresh wash painting; small bridges above giggling water, residence of the Ming and Qing styles, small dark-awning boats lying at anchor, sweeping willows swaying along riverbanks, and stone bridge spanning the Dianpu River like a beautiful rainbow.

Inside the town are rivers and bridges, giving tourists a sense of the ancient time. The Fangsheng Bridge, constructed in the reign of Wanli in the Ming Dynasty, is the biggest joint five-arch stone bridge in Shanghai. It is 70.8 meters in length and 5.8 meters in width. Exquisite in structure and beautiful in shape, it is the first of the ten scenic spots of Zhujiajiao.

The traditional special native products are rose-flavored fermented bean curd, fried gluten, dark-rice zongzi, dumplings, meat wrapped in leaves, roast soybeans, wood carving knit ware, stone carving, roast soybeans, and pork meat zongzi. In autumn, people can have a taste of the fresh water crabs from Dianshan Lake.