

荷兰工业家协会代表团访闽企业概况（中文）

一、Leering Hengelo 公司

1、公司名称：Leering Hengelo

2、公司简介：公司成立于 1941 年，年销售额 10,000,000 欧元。其主要品牌是 Normfinish，是荷兰的市场领军企业。目前为止在中国市场没有任何经验。

3、主营业务：喷砂和表面处理设备及附件的设计和和生产。

主要产品（针对国内市场）：喷砂机，研磨机及其附件，刀具和机床，超声设备，铸造设备，平锯及锯机。

主要产品（针对国际市场）：以 Normfinish 品牌为商标的一系列产品，包括喷砂箱、喷砂室、便携式喷砂机、过滤单元、喷嘴箱、压力箱等。

4、此行目的：寻找福建当地的经销商。

5、对接企业的要求（经销商）：

- 必须与国内外使用喷砂机设备的企业有联系
- 最好具有经营超声设备的经验
- 最好具有经营工业水洗设备的经验
- 最好已经在经营其它的喷砂机设备
- 需要具备工业清洗的经验
- 希望具备清理毛刺的经验
- 同时具备技术支持服务及相关经验

6、会谈语言：英语或德语

7、公司网址：www.leering.nl

二、AVC Sealing Solutions

1、公司名称：**AVC Sealing Solutions (AVC 密封包装设备公司)**

2、公司简介：针对客户的具体要求，研发、生产密封及收缩性薄膜包装机械，并可以负责安装等。目前为止在中国市场尚无任何经验。

3、主营业务：研发、生产密封及收缩性薄膜包装机械。产品见附图。

4、此行目的：寻找生产变压器和印刷电路板的厂家。

5、会谈语言：英语或德语

6、公司网址：www.a-v-c.nl

三、BMA Nederland

1、公司名称：BMA Nederland 公司，下属 BMA Groep Nederland B.V. 集团。

2、公司简介：生产食品行业机械，主要用于马铃薯、零食、奶酪、蔬菜和咖啡等食品行业。此外，可以为其它食品行业定制相关机械设备。公司成立于 1978 年，目前年销售额为 30,000,000 欧元，旗下几个知名品牌为：Elten Systems, Ferguson, Florigo, h&h, Komen + Kuin, TAG 等等。在全球多个国家都有代理商，目前在昆明设有有一个代表

处。

3、此行目的：与加工马铃薯零食的企业的**总裁或总工会**谈，会谈地点必须在工厂内。希望与以下企业会谈：

- 福建达利食品集团
- 盼盼食品公司
- 禾乃（石狮）食品有限公司
- 富马食品有限公司

4、公司网址：www.bma-nl.com

四、Pieralisi Benelux B.V.

1、公司名称：**Pieralisi Benelux B.V.**公司，

2、公司简介：主营产品为离心提取器、立式离心机等，主要用于榨取橄榄油等，同时公司也生产用于污水处理的设备，主要是离心机，用于废浆除水以及减少废水中的COD含量，设备包括城市和工业（造纸、制革、纺织、采石）废水的过滤或除水、除油设备。公司成立于1988年，目前年营业额10,000,000-12,000,000欧元，代理网络遍及全球20多个国家。

3、此行目的：与以下人员会谈

- （城市或工业）污水处理行业的技术经理
- 负责（城市或工业）污水处理的部门、承包商或技术、采购部门

- 相关咨询公司和工程公司。

4、公司网址：www.pieralisi.nl

五、A. Hakpark B.V.

1、公司名称：A. Hakpark B.V.公司

2、公司简介：公司主要从事地面及地下（基础设施如：水、气、电、电信等）的管道和缆线系统的设计、建造、安装和维修，以及管道涂层、管道生产等，以及检测、检验及交付使用。由于该公司是荷兰公司，他们对于洼地、湿地和河流交汇处等特殊地质条件有丰富的经验。目前年营业额为 262,000,000 欧元。与壳牌、德士古、美孚等公司都有业务合作。迄今为止，公司在中国市场尚无任何经验。

3、此行目的：公司总裁 Van Geenhuizen 先生亲自来访洽谈，希望

- 与负责地下管道建设的政府部门或承建商洽谈
- 与生产管道聚乙烯塑料涂层的中国公司负责人洽谈
- 与生产用于公用照明或电信的杆柱厂家负责人洽谈

4、会谈语言：英语

5、公司网址：www.a-hak.nl

Leering Hengelo

1. Company profile

1.1 General information

Company name:		Leering Hengelo
Member of / Holding:		
Registration no. trade register:		
Address:	<i>Visit</i>	Barnsteegstraat 1, Hengelo
	<i>Postal</i>	Postbus 49, 7550 AA Hengelo
Telephone:	<i>Direct line</i>	+31-74-255 8281
	<i>Mobile</i>	+31-6-2241 4059
Fax:		+31-74-291 56 34
E-mail:		a.gaalman@leering.nl
Internet:		www.leering.nl
Business Definition:		Design and production of blasting and surface-treatment equipment and accessories. Main brand name: Normfinish
Established:		1941
Contact person:		Mr. André Gaalman
Position:		General Manager
Number of employees:		30
Company turnover:		EUR 10 mln

1.2 Home market

Description of the company's history/ back round

Leering Hengelo B.V., founded in 1941, has grown to become an internationally-recognised name as a 'total supplier' for the metal industry. Our product range consists of a large number of top brands for:

- **Blasting machines, abrasives and accessories**
- Cutting tools and machining tools
- Ultrasonic equipment
- Foundry equipment
- Band saw machines and band saws

Description of the company's core activity

For the international markets Leering Hengelo, offers a complete range of sandblasting equipment under the brand **NORMFINISH**.

The **NORMFINISH** products are engineered and produced by Leering Hengelo, and are among the top products in the industry.

We offer:

- **sandblasting cabins**
- **blast rooms**
- **portable blasters**
- **filter units**
- **injector cabins**
- **pressure tank cabins**

Key characteristics of the products/ services offered (the company's unique selling points in comparison with competitors)

Our method is characterised by targeted advice and adequate services. Our expertise has assisted many customers in making their processes more efficient. Some of our strengths:

- Well-trained staff with a great deal of know-how
- Complete range with an excellent quality/price ratio
- Project engineering for specific adjustments
- Showroom with the option of testing
- Our own field service fitters for fitting/maintaining equipment
- Fast delivery times from our warehouse in Hengelo

Type of end user/ market segment

Leerling Hengelo delivers his equipment via distributors to manufacturers in the industry that use sandblasting equipment.

Main competition in the world (amongst others China)

Duitsland: Rossler, MHG, Auer.
UK: Guyson

Leerling Hengelo is market leader in the Netherlands.

Current export markets

Focussed on Northern part of Europe. In addition to that, Italy, Spain, UK, Poland.

Way of representation in the above mentioned export markets (agent, local office etc.)

Distributors.

Experience in China

None.

Goals for participating in this trade mission

Leerling Hengelo want to meet with potential distributors.

2. Match-making profile

Profile of desired business partner:

Producer	
Wholesaler	
Importer / Distributor	Profile of potential distributor:
	<ul style="list-style-type: none"> • Needs to have contacts with local companies (Chinese or foreign origin) that use sandblasting equipment • Preferably has Ultrasound equipment in their portfolio • Preferably has industrial washing equipment in their portfolio. • Possibly has already other sandblasting equipment in their portfolio • Needs to have experience with industrial cleaning • Has knowledge and experience of de-burring technique
	Distributor needs to have technical service support.
Investor	
Others (public institutions/ governmental institutions etceteras):	

Language requirements to be fulfilled by the specified contact person within the desired partners is:

be able and willing to communicate in: <input checked="" type="checkbox"/> English <input checked="" type="checkbox"/> German <input type="checkbox"/> Potential partner needs to be able to communicate in these languages!
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Desired size of potential partner

<input type="checkbox"/> 1-5 employees <input type="checkbox"/> 6-25 employees <input type="checkbox"/> 25-50 employees <input type="checkbox"/> 50-100 employees <input type="checkbox"/> more than 100 employees
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Desired geographical area of potential partner (local, regional, national coverage)

Fujian region

3 Additional information

3.1 Contacts in the foreign country with whom appointments should be made

Known business relations to be contacted for matchmaking? If so, please mention company name, contact person, tel./fax nr. and e-mail

No

Unknown business relations that you would like to meet during the trade mission? If so, please mention company name, contact person, tel./fax nr. and e-mail! These are companies you have heard of, but do not have direct contact with.

No

Is there a company you prefer not to meet or you do not wish the match-maker to contact, for example a company you already have contact with? If so, please mention company name, contact person, tel./fax nr. and e-mail!

No

3.2 Promotional information / additional information

Is it possible to provide promotional information (brochures, products samples) which could be helpful to describe your product and company in more detail (in which languages?) If so, please send by e-mail

Please see www.leering.nl

(kunt u uw bedrijfsbrochure digitaal naar mij toezenden?)

Is it possible to provide a reference list? If so, please send by e-mail

Reference material for other aspects of trade mission

FME-Mission to Fujian, China, 12-16 January 2009

Do you have existing contacts in Fujian that you wish to invite to a network reception in Fuzhou?
(maximum 2 -3 persons)

- No
 Yes

If yes, please provide the contact details to existing business partners you wish to invite. Please note that invitations can only be send if all data are filled out.

Company name: Contact person: Address: Tel.: Fax: e-mail:	Company name: Contact person: Address: Tel.: Fax: e-mail:
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AVC Sealing Solutions

1. Company profile

1.1 General information

Company name:		AVC Sealing Solutions
Member of / Holding:		
Registration no. trade register:		
Address:	<i>Visit</i>	De Steiger 82, 1351 AG Almere
	<i>Postal</i>	Postbus 50014, 1305 AA Almere
Telephone:	<i>Direct line</i>	+31-36-540 1685
	<i>Mobile</i>	
Fax:		+31-36-540 1687
E-mail:		info@a-v-c.nl
Internet:		www.a-v-c.nl
Business Definition:		Development, engineering and production of sealing and shrink-film wrapping machines
Established:		
Contact person:		Mr. Paul Mellaart
Position:		Purchase manager
Number of employees:		22
Company turnover:		

1.2 Home market

Description of the company's history/ back round

AVC Sealing Solutions is a dynamic company with many years of experience and a clear ambition: to be the best in our market. We are well on our way to achieving that goal, although we continuously expand our know-how through research and development. When it comes to our or rather your machines, we prefer speaking in terms of solutions instead of product ranges. After all, as a specialist in sealing and shrink-film wrapping, we offer customers a complete state-of-the art customised design to meet their specific requirements.

We will manufacture a machine of the highest possible quality for each individual customer and even install the fully operational machine at the customer's site. We always provide technically sophisticated, effective, and economical packaging solutions. Our extensive experience puts us in an excellent position to assist you, preferably at an early stage, in addressing your packaging needs. A motivated team of professionals are ready to demonstrate each time that we are the best in our field and that this allows us to offer very competitive prices.

Experience in China

NONE

Goals for participating in this trade mission

AVC Sealing Solutions is looking for Chinese suppliers of:

- * Transformers
- * PCB (Printed Circuit Boards)

Please find attached drawings and pictures of the products involved!

2. Match-making profile

Profile of desired business partner:

Producer	* Transformers
	* PCB (Printed Circuit Boards)
Wholesaler	
Importer / Distributor	
Investor	
Others (public institutions/ governmental institutions etceteras):	

Language requirements to be fulfilled by the specified contact person within the desired partners is:

be able and willing to communicate in:

XEnglish

XGerman

Production partners should be able to communicate in these languages!

BMA Nederland

1. Company profile

1.1 General information

Company name:		BMA Nederland
Member of / Holding:		BMA Groep Nederland B.V.
Registration no. trade register:		30137899
Address:	<i>Visit</i>	De Bleek 7, 3447 GV Woerden, the Netherlands
	<i>Postal</i>	P.O. Box 46, 3440 AA Woerden, the Netherlands
Telephone:	<i>Direct line</i>	+31 (0)348 435 435
	<i>Mobile</i>	
Fax:		+31 (0)348 439 399
E-mail:		wdijk@bma-nl.com tloenen@bma-nl.com
Internet:		www.bma-nl.com
Business Definition:		Manufacturer of machinery for the food industries, focussed on machinery for the potato, snacks, cheese (treatment) and coffee industry.
Established:		1978
Contact person:		Mr Johan Akerboom
Position:		Area Sales Manager
Number of employees:		110
Company turnover:		€ 30 million

1.2 Home market

Description of your company's history/ background

BMA Nederland BV is specialised in the manufacturing of machinery for the potato, snacks, cheese (treatment) and coffee industry. Besides that tailor made machinery for many other applications in the food processing industry. BMA Nederland BV consists of several labels named: Elten Systems, Ferguson, Florigo, h&h, Komen + Kuin and TAG.

BMA Nederland BV is active in the design and manufacture of specialized equipment and complete processing systems for potatoes and vegetables and cheese treatment systems throughout the world. The company headquarters and an assembly workshop are located in Woerden. BMA Nederland also has a service location and a workshop in Almelo.

BMA Nederland BV was formed by merging several formerly independent companies. The labels of these companies (Elten Systems, Ferguson, Florigo, Komen+Kuin, H&H Engineering, Kirpestein) have an excellent reputation in the market.

BMA Nederland BV is a subsidiary of the holding company BMA Groep Nederland BV and belongs to Braunschweigische Maschinenbauanstalt AG (BMA AG) in Braunschweig, Germany. BMA AG is the world market leader as a developer, manufacturer and supplier of machines, equipment and engineering for the sugar industry since 1853.

BMA Nederland BV's quality management system is certified according to ISO 9001. The permanent improvement of the products and procedures with the focus on customer satisfaction ensure a high level of quality of the products and services offered by BMA Nederland BV.

BMA Nederland BV puts special attention on the after sales service. A large crew of experienced service technicians and a fleet of 15 service vans take care of the service requirements of BMA's customers worldwide. Maintenance contracts ensure a high degree of availability of the BMA machines for the customer and prevent unexpected shutdowns.

Description of your company's core activity

BMA Nederland is active in the design, engineering, assembly and installation of the machinery. BMA Nederland BV is structured in labels dedicated disciplines and specialisms. The strength of the organization is the close cooperation between the labels in projects with common interests.

Elten Systems:

- Cheese treatment systems
- Stand alone equipment for cheese handling

h&h:

- Complete potato processing plants
- Complete vegetable processing plants
- Pre-engineering and engineering projects

Ferguson:

- Belt drying systems
- Cooling tunnel systems
- Freezing tunnel systems
- Impingement systems

Florigo:

- Potato chips processing and frying systems
- French fry frying systems

- Pellet snack frying systems
 - Vacuum frying systems
 - Custom built snack fryers
- K+K:
- Raw material handling for potatoes and vegetables
 - Washing and peeling systems
- BMA TAG:
- Flake drums
 - Granulate plants
 - Potato flake plants

Key characteristics of the products/ services offered (your company's unique selling points in comparison with competitors)

Vacuum fryers for frites and chips
Treatment by robotics lines

Price bracket (low, mid, upper price range on international level)

Upper

Type of end user/ market segment

Food industry, focussing on potato farmers and potato processors.

Main competition in the Netherlands

Kiremko

Main competition in the world/ China

Heat&Control (USA)

Current export markets

Europe, South Africa, Russia and India
Outside Europe, BMA Nederland supplies complete production lines, within Europe also stand-alone machines are offered.

Way of representation in the above mentioned export markets (agent, local office etc.)

BMA Nederland has agents in most countries.

Experience in China

In China, BMA has already a sales office in Kuoming.

Goals for participating in this trade mission

During this trade mission, the focus for match-making is:

Meetings with local food processors: Meetings should take at least hours and always at the location of the processor. Meeting should take place on the highest level (chairman)

2. Match-making profile

Profile of desired business partner:

During this trade mission, BMA Nederland wishes to have meetings with the following parties:

Potential end-users: end users are the potato processing factories!

Which person or department within the above mentioned categories would be the most suitable to approach?

Chairman
Head of Engineering

3. Additional information

3.1 Contacts in Fujian with whom appointments should be made

Known business relations to be contacted for matchmaking? If so, please mention company name, contact person, tel./fax nr. and e-mail

- Dali Food Company (group) 福建达利食品集团
- Panpan Food Company 盼盼食品公司
- Honai (Shi Shi) Foods Co., Ltd. 禾乃 (石狮) 食品有限公司
- Fuma Food Company 富马食品有限公司

Unknown business relations that you would like to meet during the trade mission? If so, please mention company name, contact person, tel./fax nr. and e-mail! These are companies you have heard of, but do not have direct contact with.

Is there a company you prefer not to meet, for example a company you already have contact with? If so, please mention company name, contact person, tel./fax nr. and e-mail!

No.

3.2 Promotional information / additional information

Is it possible to provide promotional information (brochures, products samples) which could be helpful to describe your product and company in more detail (in which languages?)

Yes, brochures in the English languages will be provided.

Is it possible to provide a reference list?

Reference material for other aspects of trade mission

Do you have existing contacts in Fujian that you wish to invite to a network reception.

XNo.

Yes, namely:.....

Pieralisi Benelux B.V.

1. Company profile

1.1 General information

Company name:	Pieralisi Benelux B.V.	
Group:	Macchine Agricole Industriali Pieralisi M.A.I.P.-S.P.A.	
Registration number Trade Register:	29031021	
VAT number	NL-0081.62.712.B01	
Address:	Visit	Edisonlaan 22, 2665 JC Bleiswijk, the Netherlands
	Postal	Edisonlaan 22, 2665 JC Bleiswijk, the Netherlands
Telephone:	Office	+31 (0)10 521 8788
	Mobile	+31 (0)6 140 19 063
Fax:	+31 (0)10 521 8875	
E-mail:	sander@pieralisi.nl	
Internet:	www.pieralisi.nl	
Ownership:	Private, family-owned company	
Business Definition:	Sales and services of Pieralisi centrifuges	
Established:	1988	
Contact person:	Mr. S. (Sander) van Hattem	
Position:	Sales Manager	
Number of employees:	22	
Company turnover:	€ 10-12 million	

1.2 Home market

Description of current products / services and activities

➤ Products and services offered

Pieralisi Benelux B.V. is part of the Pieralisi group, manufacturer of centrifugal extractors (decanters) and vertical centrifuges (separators), located in Jesi, Italy. The total number of employees within the group is approximately 600. The yearly production rate of Pieralisi decanter centrifuges for the moment is approximately 1000 pieces of which 700 are produced for the olive oil industry. The Italian branch of the company focuses solely on the olive oil industry, while the Dutch branch is responsible for the communal and industrial sector worldwide. The extractors and centrifuges sold by the Dutch branch vary in capacity from 1m³ up to 80,000 m³.

Pieralisi Benelux is divided in 3 divisions: oil extraction division, industrial division and dairy and cheese division. For this trade mission the focus is placed on the industrial division.

Pieralisi Benelux is the dedicated technology centre for sales and service of Pieralisi centrifuges related to industrial and waste water applications. Pieralisi Benelux offers commercial and technical support for 22 agencies worldwide. The Pieralisi Benelux B.V. delivery programme basically consists of equipment applied for dewatering of waste water sludge and COD reduction of waste water flows. The program includes all kinds of peripheral equipment such as pumps, conveyors and polyelectrolyte units focussed on the processing of organic sludge.

Pieralisi Benelux obtained a major market share in the environmental sector with its decanter centrifuges in the various industries such as food, chemicals, textile and paper industry as well as the public sector.

The main areas of environmental application for the decanter centrifuges are:

- Filtering and dewatering of sludge from municipal and industrial waste waters (paper; tanning, textile, quarrying industries, etc)
- Sludge from water treatment plants
- Drilling mud recovery
- Supply of mobile platforms or skids for third-party sludge dewatering
- Tank oil residues and slop oils from the petrochemical industry
- Pig and cattle manure
- Waste oil
- Treatment of butchery by-products
- Plastic waste recovery
- Paint waste recovery
- Steel industry: Filtering of waste water, gases and cooling water at the rolling mill
- Potato processing industry: Cleaning of water used for washed and cutting the potatoes, including recovery of starch.

By applying decanter centrifuges to dewater waste water sludge and separate waste water flows, substantial savings can be achieved based on waste emission reduction and reduction in volume of the solids disposal.

Principles of the separation system

The decanter is used for the separation of two or more phases of different specific gravity, in particular for the clarifying of liquids in which suspended solids are present. The separation of solids and liquids takes place within a cylindrical / conical rotating drum, upon the periphery of which the heavier solid phase collects and is continually removed by the internal conveyor.

A polyelectrolyte, suitably chosen for its type and specific characteristics, may be added to the product being fed to the machine in order to improve the solid-liquid separation. The polyelectrolyte favours the aggregation and thus the easier capture of the solid particles. A polyelectrolyte is not always compatible with products being processed. It is generally used in purification processes for the drying of sludge, but

not in intermediate product conversion processes, and even less in the processing of foodstuffs.
For more information and technical specifications, please refer to the supplied brochures

General production features

- Since its early days (founded in 1888), the Peralisi main market has been the agricultural sector. This sector is characterised by seasonal demands, during which equipment must operate around the clock, pushing maximum production, with no downtime allowed for maintenance. No need to say, breakdowns at these times are crises to be avoided at all costs. In addition, the agricultural sector was traditionally technically relatively unsophisticated, so equipment had to be robust, reliable and easy to maintain. The need to justify the investment in equipment, which operated for a few months of the year only, put significant constraints on capital costs. These features will characterise Peralisi equipment today.
- Nowadays, Peralisi is producing approximately 900 decanter centrifuges per year, with this production rate Peralisi is world market leader. Because of this big turnover, Peralisi makes extensive use of robotic manufacturing techniques for welding and machining. This enables consistent high quality and accuracy of fabrication. The Peralisi decanters are equipped with ABB motors and SKF bearings. Rotational parts are constructed of high grade stainless steel. Control panels typically are equipped with ABB and Siemens components.

Technical features

Sludge feed entrance

When effluent clarity is the main objective, the feed point in the decanter bowl needs to be as far away from the liquid discharge end as possible, without rendering the solids moisture content higher than what is acceptable. When solids dryness is the main objective, the opposite applies. The solids conveyor screw is mounted on an open shaft constructed of 4 segments, which results in continuous longitudinal slots along the full length of the bowl. The centrally located feed pipe can be moved in and out of the machine, enabling step-less variation of the feed point along the full length of the machine. This can be done on-line!

Scraper system

Peralisi has developed a patented screw drive removing sticky solids from the solids discharge chamber. On leaving the dry beach, the solids are discharged from the bowl through a number of holes, into the stationary discharge chamber. Solids are released from the rotating bowl at high speed and tend to stick to the chamber walls. If allowed to continue, the solids discharge chamber will choke completely, causing solids to build up in the machine, until they start exiting at the central discharge end. Alternatively the torque on the scroll will increase to the point where the main motor trips on overload, or the shear pin is broken. In this case, the machine will need to be cleaned of solids before it can be restarted and may require removal of the screw from the bowl!

Installation

The Peralisi machine comes standard with four legs for with anti-vibration mountings, which raised the solids and liquids discharge points to a convenient height above floor level for commanding downstream equipment such as conveyors and pumping tanks. As a result the decanter footprint will be minimal and there is no need to install elevated platforms.

Maintenance & Safety

The Peralisi decanter casing is a so called "Tunnel construction" allowing the scroll to be removed horizontally from the bowl. This requires lower loads on lifting tackle and enable a quicker turn-around than with vertical executions. The Tunnel Construction enables a strong, integral housing, with close tolerances between housing and bowl. These tolerances are deliberately designed to accommodate safe, normal vibration.

➤ **Type of customers/ end users**

The end-users / customers are generally the following target groups:

- Technical managers responsible for Wastewater Treatment (WWTP's) in industries and municipalities
- Contractors of industrial and municipal WWTP's (technical / procurement department)
- Farmer's cooperatives
- Consultants and engineering companies, including EPC contractors, for WWTP's.

Potential clients for the industrial division of Peralisi Benelux are most likely to be located within the following target groups:

- a) Consultants and engineering companies, both national and international (e.g. DHV, Haskoning, Grontmij, Tebodin)
- b) Large contractors, active in the field of building WWTP's on a turn-key basis (e.g. Veolia, Ondeo)
- c) Agricultural cooperatives
- d) Water boards

- The preferred contact person in category a and b is generally the Environmental or Project Manager.
- The preferred contact person in category c and d is generally the Procurement Manager.

➤ **Export experience in general (main export countries / main export products)**

Peralisi exports worldwide via a network of agents in more than 20 countries.

➤ **Strengths and weaknesses compared to competitors**

The USP's of Peralisi Benelux can be summarised as follows:

- Peralisi is the largest manufacturer of this type of centrifuges world-wide and Peralisi Benelux is the dedicated technology centre for the sales and service of Peralisi centrifuges related to industrial and municipal waste water applications, offering commercial and technical support to 22 agencies worldwide
- Peralisi offers high-tech solutions to solve virtually any problem concerning separation, clarification and dewatering, with the safety and reliability that ensue from state-of-the art production
- In comparison to other European manufacturers, Peralisi stands out in terms of flexibility, delivery times and large stock. Peralisi can offer for custom-made products
- Ongoing co-operation with the end users for the development of innovative products
- The real powerful argument is maintenance costs. Peralisi is prepared to guarantee all in maintenance costs for only 6% of the total investment costs per year for a period of 5 years (incl. exchange of bowl and scroll if needed)! The maintenance costs are so low due to the quality of the production process and materials. Furthermore, Peralisi Benelux has a unique parts exchange program in operation. Customers who attend this program are able to change a scroll within 48 hours. The worn scroll will be reconditioned in the Netherlands and returned to the Peralisi stock in Bleiswijk. Therefore less need to install a stand-by decanter to overcome a typical downtime of 3 weeks or more to change a scroll assembly. Furthermore costs for exchange usually are only 30-50% of the new price.
- The centrifuges are closed units: clean, odour tight and safe processing.
- Peralisi customizes its centrifuges according to the wishes of the client.
- The centrifuge is housed in a cylinder under which four pillars are placed, whereas its competitors have a frame under the centrifuge. As a result, the installation costs of Peralisi's centrifuges are lower.
- The centrifuge operates stand-alone and does not require to be operated by personnel.

A. Hakpark B.V.

1. Company profile

1.1 General information

Company name:		A. Hakpark B.V.
Member of / Holding:		
Registration no. trade register:		11032110
Address:	<i>Visit</i>	Steenoven 2-6, 4196 HG Tricht
	<i>Postal</i>	P.O. Box 151, 4190 CD Geldermalsen
Telephone:	<i>Direct line</i>	+31 345 579211
	<i>Mobile</i>	+31 6 14167579
Fax:		+31 345 579380
E-mail:		
Internet:		www.a-hak.nl
Business Definition:		See 1.2
Established:		27-01-1978, partly existing since 1963
Contact person:		Mr. Van Geenhuizen
Position:		CEO
Number of employees:		1750
Company turnover:		EUR 262.000.000,00

1.2 Home market

Description of the company's history/ back round

Conglomerate of companies specialised in:

- design, supply, construction, maintenance of pipelines, pipeing and cable systems;
- coating of pipes and supply of tubing;
- manufacturing of lightning systems and portals;
- inspection, testing and commissioning.

Description of the company's core activity

Design, construction, maintenance and (integrity) management of underground and aboveground infra structural pipeline and cable systems, installations and networks for gas, liquids, electricity and telecommunication, coating of pipes and supply of tubing, inspection, testing and commissioning.

Key characteristics of the products/ services offered (the company's unique selling points in comparison with competitors)

Being a Dutch company, we have special knowledge of construction in lowland, wet areas, rivercrossings etc.

Type of end user/ market segment

Pipeline owners like Shell, Texaco, Mobile etc. local Energy companies and water supply companies.

Main competition in the Netherlands

NACAP
Visser & Smit

Current export markets

Albania, Brazil, France, Greece, India, Italy, Nigeria, Poland, Saudi Arabia, South Africa, Spain.

Ways of representation in the above mentioned export markets (agent, local office etc.)

Local offices, and/or local Joint Venture partners.

Experience in China

None, A. Hakpark has not undertaken any activity sofar in China. Mr. Van Geenhuizen –CEO- has also never been to China.

Objectives for participation in this trade mission

In general, A. Hakpark is joining the mission to see if there are any business opportunities for them in China. A. Hakpark wishes to meet with:

- 1) Relevant ministries, organizations, consulting engineers and contractors that deal with underground pipeline installation.
- 2) Chinese companies that can do/ produce the plastic (**polyetheen**) coating of pipes/ pipelines
- 3) Producers of masts (for public lighting, telecom, etc)

2. Match-making profile

Which person or department within the above mentioned categories would be the most suitable to approach?

<input type="checkbox"/> Director	X
<input type="checkbox"/> Commercial Director	X
<input type="checkbox"/> Technical Director	
<input type="checkbox"/> Purchase Manager	
<input type="checkbox"/> Sales Manager	
<input type="checkbox"/> Logistics Manager	
<input type="checkbox"/> Production Manager	
<input type="checkbox"/> Engineering staff	
<input type="checkbox"/> Other, namely:-	

Language requirements to be fulfilled by the specified contact person within the desired partners is:

be able and willing to communicate in:

<input type="checkbox"/> English x <input type="checkbox"/> French <input type="checkbox"/> Spanish <input type="checkbox"/> Other:
--

Desired duration of the meetings

1-2 hrs

Preferred location of the meetings¹

At their premises.

¹ We advise to meet the potential partners at their own premises, as this offers you as deeper insight in the company. However, if potential partners are located too far to travel, meetings at a central location are suggested.

3. Additional information

3.1 Contacts in the foreign country with whom appointments should be made

Known business relations to be contacted for matchmaking? If so, please mention company name, contact person, tel./fax nr. and e-mail

N.A. (not applicable)

Unknown business relations that you would like to meet during the trade mission? If so, please mention company name, contact person, tel./fax nr. and e-mail! These are companies you have heard of, but do not have direct contact with.

N.A. (not applicable)

Is there a company you prefer not to meet or you do not wish the match-maker to contact, for example a company you already have contact with? If so, please mention company name, contact person, tel./fax nr. and e-mail!

N.A. (not applicable)

3.2 Promotional information / additional information

Is it possible to provide promotional information (brochures, products samples, photo's) which could be helpful to describe your product and company in more detail (in which languages?)

Yes, also digital. Most of the brochures are in English but also in German and French.

See website! www.a-hak.nl

Is it possible to provide a price list?

International price level.

Is it possible to provide a reference list?

Available.

4. Reference material for other aspects of trade mission

Do you have existing contacts in the country to be visited that you wish to invite to a possible network reception? (maximum 2 -3 persons)

- No
 Yes

If yes, please provide the contact details to existing business partners you wish to invite. Please note that invitations can only be send if all data are filled out.

Company name: Contact person: Address: Tel.: Fax: e-mail:	Company name: Contact person: Address: Tel.: Fax: e-mail:
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