

20 April 2005 - Kilns from China well received in Europe

Chinese Kiln Manufacturer Gears Up for World Sales

The Tung Chung range of kilns from China has achieved exports of over US\$3million in contracts in its first six months of trading, receiving a particularly positive reception in Europe

Dragon and TCKilns ('Dragon'), the European based division responsible for exporting the Tung Chung Kiln range from China, will achieve US\$3 million of contracts in just its first six months of trading - outstripping its original target for the first full year.

Since its launch onto the market, interest has been generated on all continents and there has been a particularly positive reception to the collaboration between European technologies and Chinese manufacturing.

In support of these efforts, Tung Chung has committed itself to a major presence at the **Ceramics China 2005 Exhibition** which takes place at the **Guangzhou International Convention and Exhibition Center in Guangdong Province, China from 15-18 May 2005.**

This important event will cover an area of over 30,000sqm and feature some 600 exhibitors.

It takes place in the province with the largest market for ceramic equipment in China.

The organisers expect **50,000 visitors from all around the world** - a major draw for Tung Chung in its drive for increased export business - and the company has this year decided to upgrade to an impressive, specially designed stand covering some 260sqm (**Hall A, Stand D23-E59**).

Here, the marketing and management team will welcome both potential and existing customers and will be showing them both the company's latest technologies and details of its recent successes.

Of the US\$3 million worth of orders just announced by Dragon Kilns, the latest to go into production at Shenzhen is for Monno Ceramic Industries of Bangladesh.

This order - valued at just under US\$1 million and placed in March - is for a glost porcelain tableware kiln with a capacity of 10 tons of ware per day.

It has advanced control and firing features and includes a fully automatic reduction control system.

The new kiln will be delivered to Monno during June this year, will be commissioned in July and is set to be operational from August.

'This is a prestigious order for us,' said Adam Slater, Director of Dragon and TCKilns, 'and not only one that consolidates our reputation in the growing Bangladesh market but also one that sets us challenges, which we welcome.

When the joint venture was formed last year, I said I was convinced of the opportunity to offer customers much quicker build, delivery and commissioning.

This contract, requiring no more than 18 weeks from start of build to producing ware, demonstrates perfectly that speedier response for which we are always striving.' Tung Chung already has a number of major installations under its belt in this region and Adam Slater said that he was very hopeful of more good news from the subcontinent soon.

The various customers currently studying proposals will soon be able to see the fruits of the latest round of investment at the Shenzhen plant.

The company is just about to unveil its **new 35,000 sqm kiln manufacturing facility** - one that will add around 400 more people to the workforce there.

'This will leave Tung Chung Kiln Mechanical Co with over 40,000sqm and a workforce of 800 in Shenzhen,' commented Adam Slater, **'making it in all probability the largest single-site kiln manufacturing facility in the world.**

Once again there is clear evidence of major investment for success and the prospects for Dragon are extremely good.' Adam Slater himself is even more closely allied to the fortunes of the Shenzhen headquarters as, it has just been announced this week following meetings in China, he has now invested to become a shareholder in the main company, Tung-Chung Kiln Mechanical Co.

This can only be good news for the collaboration's future.

For full details on the company and its kiln range, developments in Shenzhen and how to visit the stand at Ceramics China 2005, please contact Dragon and TCKilns.

Edited by: Processingtalk Editorial Team on 20 April 2005