

BMA China – fully operational throughout the first year



The team responsible

at Qitai

Since the end of 2007, BMA has been represented in China by its own branch office. Since then, the team located at Kunming and Shanghai has been actively supporting BMA customers and offering additional services in China.

Johnson Chen und Tony Yan, the service technicians at BMA China with broad experience in the field of centrifugals, have been travelling in the main regions of the Chinese sugar industry – south, northwest and northeast China – where they supported our customers in maintaining and repairing more than 100 BMA centrifugals. Their tasks also included consulting and assistance with the assembly of spare parts.

Qian Zhong and other staff members of the branch also contributed to the successful implementation of the second large refinery project at Guangxi State Farm in Fangcheng (see article on page 9).

At the beginning of 2008, a workshop was successfully held with the largest sugar producer, COFCO Tunhe, in northwest China. This workshop was organised by Mr. Ma Xinli from our representation at Xinjiang together with the head office of COFCO Tunhe. More than 70 employees from

different COFCO Tunhe factories took part in the workshop at Urumqi, which dealt with many topics including the upcoming challenges of energy efficiency, improved sugar quality, increased sugar yield, and the new regulations on environmental protection in China.

At the end of 2008, we provided COFCO Tunhe with consultancy services for the extension project for their Qitai sugar factory. BMA China and Thomas Schulze, sugar technology expert and consultant in the BMA AG engineering team, spent several days together on site to support the customer in questions regarding current extension measures.

In addition to the strategic business field “Sugar and Sweetener,” BMA China also represents the strategic business field “Food,” which includes machinery for food processing, the main field of activity for BMA Nederland. Here, the machinery and apparatus for potato processing are of particular importance. China is by far the largest potato producer worldwide; every fifth potato in the world is cultivated in China, which is over three times more than in the United States and nearly seven times more than in Germany.



*Fitters of BMA China
and COFCO Tunhe
during regular maintenance
of a B centrifugal*

Quantity (tonnes)

China	72,040,000
Russia	36,784,200
Indien	26,280,000
United States	20,373,267
Ukraine	19,102,300
Poland	11,791,072
Germany	11,643,769
Belarus	8,743,976
Netherlands	7,200,000
France	6,271,000

Top potato producers 2007 (source: FAOSTAT)

However, industrial potato processing is still in its infancy, as it is restricted mostly to starch production. The BMA China team has an experi-

enced potato expert and contact with the largest potato producing and processing customers has been expanded.

The BMA processing lines for potato flakes, French fries and potato chips attract strong interest on the market. The provision of local services and staff at BMA China is one of the deciding factors in attracting the interest of customers. These factors also include the comparatively high proportion of BMA in-house manufacturing at specialised BMA Group manufacturing sites, profound knowledge of the food technology field and the extensive possibilities of the BMA Group with its 500 employees worldwide.

André Wendt



*Workshop
impressions*