

C. ILLIES TRADING (SHANGHAI) facilitates major contract in China

In 2004, Chinese warp knitting company “Minglong Holding Group Co., Ltd.” began to diversify its business to include weft-inserted warp-knitted goods.

The company chose machines produced by the German textile machinery producer KARL MAYER to optimize their position within this new business segment. An experienced, well connected business partner in the textile sector, ILLIES, brought both industry giants together – for the beginning of a long-term success story.

A positive trend from the very beginning

Founded in 1985 with a handful of machines, Zhejiang Minglong has since developed into one of the most important warp knitting companies in Asia. In 2004, the CEO Mr. Zhu made the decision to invest in more machines and push expansion further: his intention was to include weft-inserted warp-knitted goods. The contract was given to KARL MAYER machines. The German textile machinery company started production in 1937 and, as an innovative market leader, has since established itself internationally.

KARL MAYER has subsidiaries all over the globe and its own production site and on-site service in China. When it comes to regional customer care, KARL MAYER also relies on highly qualified representatives. From the very beginning, KARL MAYER trusted the comprehensive business expertise of C. ILLIES TRADING (SHANGHAI) and Department Manager Mr. Wang Wei Wen, to handle business with Zhejiang Minglong in China. It started with four warp knitting machines with magazine weft insertion, which were integrated into Zhejiang Minglong’s tricot machine plant. After their successful commission, two further further weft insertion machines followed.

The new business to the forefront

The business developed so well that the department was split off from the rest of the company in 2009, and since then has operated as the subsidiary “Zhejiang Minglong Base Fabric”. Today, the company is the largest manufacturer of warp-knitted coating substrates in China and one of the world’s most influential producers of weft-inserted warp-knitted goods. Their production portfolio includes weft-inserted products made from polyester for industrial applications - predominantly substrates for PVC-coated advertising banners - and all types of PVC tarpaulins.

To date, ILLIES has delivered a total of 30 KARL MAYER machines for the production site in Tongxiang. The most recent order took place in February 2015 and comprised twelve machines that were commissioned, as planned, in the fall of 2015. With the new machines, Zhejiang Minglong Base Fabric plans to increase its current annual output 185 million m² by 60 %.

After commissioning, C. ILLIES TRADING continues to function as the main contact partner on site and will also closely assist the long-lasting commercial relationship between KARL MAYER and Zhejiang Minglong Base Fabric in the future. At the end of 2015, ILLIES was in Chemnitz and Naila (Upper Franconia) with representatives from KARL MAYER and Mr. Zhu Hui Yan (Sales Manager Shanghai) to discuss current technical developments on site.

Captions



[4.jpg] Zhejiang Minglong Base Fabric Co., Ltd in Tongxiang city is specialized in manufacturing various kinds of polyester warp knitted mesh fabrics for industrial use.



[DSC_0326.jpg] The current producing capacity of Zhejiang Minglong Base Fabric Co., Ltd reaches 185 million square meters a year.



[DSC_0472.jpg] *ILLIES has delivered a total of 30 KARL MAYER machines for the production site in Tongxiang.*

About KARL MAYER

KARL MAYER is technology and market leader as well as driving force for innovations in textile machinery building. The manufacturer offers perfect solutions for warp knitting, technical textiles and warp preparation for weaving. The success of its international customers is of utmost importance to KARL MAYER. Therefore, it has always been the company's aim to provide its clients with the best economical and technical products and services and to offer innovations which bring fresh impetus to the textile world.

With more than 2,500 employees worldwide, the international organization produces in its main markets, so that KARL MAYER is always close to its customers and their needs. Today the company has subsidiaries in the USA, in India, Italy, Hong Kong, Japan, China and Switzerland as well as agencies all over the world.

The German family-run enterprise was set up in 1937 and since then financial independence and economic sustainability have always been important aspects of our corporate strategy. As long-standing and reliable partner with many years of professional experience and high quality level in all areas, KARL MAYER supports the competitiveness of its customers and business partners.

www.karlmayer.com

About Zhejiang Minglong

Zhejiang Minglong Base Fabric Co., Ltd is the subsidiary of Zhejiang Minglong Holding Co., Ltd, and is located in Tongxiang city which is next to Hangzhou & Shanghai, is specialized in manufacturing various kinds of polyester warp knitted mesh fabrics for industrial use.

Since founded in 2009 our company was committed to make ourself one of the most influential companies in this line across the world. Our producing capacity at present reaches 185,000,000 square meters a year with 24 sets of Germany-made RS biaxial warp knitting machines. As of August 2015, the quantity increased because we had another 12 new sets imported again. Our products are widely used as the basic fabric of pvc banner flex, awning, tarpaulin, car cover, tent as well as other water-proof fabric. Known for their high-quality equipment, they are popular both locally and

internationally. We are sincere to cooperate with every sincere customer. It is Zhejiang Minglong's belief that sincere co-operation with customers leads to mutually beneficial business relationships.

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About ILLIES

Founded in 1859 as the first German trading house operating in Japan, ILLIES is a pioneer in East Asian trade. In its 150 years' history, ILLIES has evolved from a general trading house to a specialist for top-end industrial machinery and technologies. Today the company is still family owned and managed – by the fifth generation of Illies – with a strong regional base consisting of 13 branches in 6 Asian countries.

ILLIES offers a comprehensive products and services portfolio for diverse industrial technologies: from project development and implementation of machinery projects up to complete turnkey solutions and after-sales support. As sales and project partner, ILLIES links world-leading technology providers with the manufacturing industry in Asian markets.

In 2016 around 300 employees work for the company. The executive board consists of C. Michael Illies (President/CEO/CFO), Gerd Knospe (CSO), and Jan Rundshagen (CSO). For more information, visit: www.illies.com

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