

柳工新动态 WHAT'S NEW

LIUGONG REACHES THE HISTORICAL MILESTONE OF THE PRODUCTION OF 400,000 LOADERS

The company also announces the launch of Intelligent Wheel Loader with unprecedented excavation system along with five other new machines.

柳工喜迎 40 万台装载机下线，同期发布 6 款新产品 首创智能铲装遥控装载机献礼柳工 60 周年



LiuGong proudly announced that it had reached the production of more than 400 thousand loaders and unveiled 6 new products in China in November. The new machines are 886H wheel loader, 990F excavator, B170DL bulldozer, 4180D motor grader, TC800C5 truck-mounted crane and a S935 sugarcane harvester. Among which the 886H is the first ever intelligent remote-controlled shovel wheel loader for the company, marking a milestone in both LiuGong's development history and in the industry.

The announcement of the event took place on November 26, during the celebration of LiuGong's 60th Anniversary held at the LiuGong International Industrial Park in Liuzhou, Guangxi, China.

The Cummins QSM11 engine provides reliable power for the LiuGong 886H. Two working modes - Standard and Economical - can be easily changed according to working conditions giving additional energy savings. The new optimized hydraulic working system and power combination increase the bucket's disengagement force and load capacity. Careful distribution of stress loads improves work efficiency.

The new, highly efficient, constant flow hydraulic system saves energy and ensures rapid response by performing all composite actions with ease. The integrated FNR pilot control joystick is easy to operate. The intelligent throttle control system can automatically adjust fuel inlet to optimize energy output and save energy; intelligent active protection can automatically identify the control status and stop the machine in the emergency; the intelligent excavation system makes operation easy and reliable.

The LiuGong 886H has a panoramic 309°

cabin and has the largest internal space between the Chinese wheel loaders. All the main buttons are within range and the control handle can move with the operator's seat. At the same time, the fully sealed and micro-pressurized cab can effectively reduce dust and noise, creating a safe and comfortable environment for the operator. The front hood can be opened and closed by hydraulic lifting system, allowing additional maintenance space; a 360° surround platform design allows easy access to all major components. Last but not least, the LiuGong 886H is a combination of remote control and smart technology. The 886H is equipped with an intelligent blade system. Intelligent charging system detects material loading; has a control for lower load and dump, along with automatic bucket leveling and controllable bucket positioning.

The intelligent excavation allows the machine to do the excavation independently, as long as the driver controls the wheel loader near the stack. And the operator only needs to lower the arm to perform the second digging operation. It also applies the intelligent protection technology to carry out the identification system and the automatic emergency stop. As a result, the machine can not only be used in its normal applications, but can also be widely used in hazardous environments such as rescue and disaster repair. And remote control technology makes it a perfect match for tasks in odor-filled environments.

All the operations can be observed from the videos that are sent back by the machine's cameras and the effective control distance is 2000 meters.

The machine is to launch in the Chinese market in January 2019.

2018 年 11 月 26 日，柳工创建 60 周年庆祝大会在柳工国际工业园召开。柳工员工和与会嘉宾共同见证了柳工 40 万台装载机下线的历史性时刻。大会上，柳工同时隆重推出 6 款不同种类的新产品，包括：886H 轮式装载机、990F 挖掘机、B170DL 推土机、4180D 平地机、TC800C5 汽车起重机和 S935 甘蔗收割机。其中 886H 是柳工首创智能遥控铲装装载机，成为装载机发展史上的里程碑，标志着公司迈入智能产品发展阶段。

康明斯 QSM11 专属动力为柳工 886H 装载机提供稳定可靠的动力，标准/经济模式可供选择，适应不同工况，更节能环保。全新优化的工作装置系统，整体工作效率提高，动臂掘起力更大，提升能力强，应力分布均匀，力大高效。

新型变量液压系统，自带压力切断，高效节能。恒功率控制，作业能力更加强悍。集成式 FNR 先导电控手柄，操作简便，反应更加灵活。阀后压力补偿可以随心所欲完成各种复杂动作。

传统板式后车架，结构成熟可靠。整体强度高，抵抗破坏和变形的能力强。

886H 拥有 309° 全景驾驶室，驾驶室内部空间宽敞，关键按键触手可及，操纵手柄可与司机椅随动，操作更省力。同时全密封、微增压的驾驶舱，有效降低粉尘和噪音干扰，安全舒适。

前翻式机罩，便捷的液压举升，为维护保养提供更广阔的维修空间；360° 环绕平台设计，提供无死角的维护空间。

同时，886H 配置了整机智能铲装系统，这是一款智能铲装遥控装载机。它能自动识别铲斗插入料堆，自动完成铲装，并具有一键铲装准备、一键卸料以及智能油门控制系统。

配备了智能铲装系统的装载机让工作变得如此简单：司机只需要遥控装载机接近料堆，按下铲装键后一切由智能系统完成操作。再放下动臂即可进行第二次铲装作业。

设备配置的主动保护功能可自动识别操作系统状态，出现任何故障包括信号中断等都可以主动急停，非常安全。

886H 将智能遥控和智能技术有机结合。鲜明的技术特点使得它除了正常的作业工况外，可以广泛应用于各种危险环境作业，如抢险救灾，高温炉前，各种异味环境乃至辐射环境的远程无线遥控，配置了各种摄像头，实时视频传输，民用最大遥控距离为 2 千米。

该机型预计将于 2019 年 1 月与国内客户见面。

柳工中国 LIUGONG IN CHINA

LIUGONG HELD DOMESTIC DEALER CONFERENCE 激情甲子 奋进百年 -2018 年柳工国内经销商年会召开

On November 29, the two-day annual meeting of LiuGong's domestic dealers successfully concluded. Around 350 representatives of distributors and direct-operated companies from across China attended the meeting.

Mr. Huang Haibo made a keynote speech on "Seizing the Opportunity of Industrial Transformation and Promoting the High-quality Development of LiuGong". He reviewed LiuGong's overall performance in 2018, and assigned new tasks for 2019. In the prediction of industry development opportunities, Huang Haibo said that on one hand, the industrial cycle and industrial transformation are normal. And on the other hand, product diversification, intellectualization, electrification and innovative sharing economy are increasing. As a result, the "preemption + ecology" will be the main approach for us to stand against the competition. LiuGong will accelerate transformation and build an enhanced and open cooperating relationship to seize the future opportunities.

Huang Haibo also pointed out that our dealers have been the most solid and unshakable partners of LiuGong over the years. LiuGong and its dealers have been working as a team under mutual trust, which was carefully protected and enhanced. In the future, he hoped that LiuGong and dealers could keep working toward the same goal and adhere to "Creating Value through Cooperation" to build LiuGong into a century-old and global company.

During annual meeting, the 1st Contest of "I speak for LiuGong" was held. Through introducing LiuGong and its products in an innovative way, LiuGong encouraged distributors, managers and sales elites to learn more about LiuGong's products, which is considered good for a technical marketing approach and cross-sales. The competition chose 11 winners among 32 candidates. At the end of the meeting, LiuGong awarded the winners of a "Special Contribution Award for 60th Anniversary" and other awards.



2018年11月29日,为期两天的2018年柳工国内经销商年会圆满落幕,来自全国各地的经销商代表和直营公司代表共约350人出席会议。

黄海波总裁作《抓住产业转型机遇,推动柳工高质量发展》主题讲话。他回顾和分析了2018年柳工经营业绩情况,并就2019年工作重点进行了部署。在行业发展机遇的终局预判上,黄海波表示,未来行业既有产业周期,也有产业转型期,产品的多样化、智能化、电动化和共享化趋势日益明显。针对这一预判,柳工将走“抢先+生态”转型之路,抢抓机遇,通过连接和开放合作加速转变和布局。

黄海波指出,多年来,经销商始终

与柳工风雨同舟,是柳工最坚实、最不可动摇的合作伙伴,柳工与经销商是一个团队,彼此之间要建立互信,并为互信添砖加瓦。希望经销商能与柳工一道,秉承“合作创造价值”的理念,朝着一个方向和目标努力,共同创造一个世界柳工、百年柳工。

本次年会特设了首届“我为柳工代言”大赛环节,通过新品推介,鼓励经销商、直营公司管理人员和销售精英深入学习柳工全系列产品,提升销售前端人员对柳工产品和技术的认知,实现交叉销售和技术营销落地。大赛吸引了32位参赛选手,最终评选和表彰了11位“最佳代言人”。会议最后对“60周年特别贡献奖”等奖项的获奖者们进行了表彰与颁奖。

ANHUI LIUGONG CRANE COMPANY HELD COMMERCIAL CONFERENCE 安徽柳工起重机公司举办商务大会



12月6日,安徽柳工起重机有限公司举办了“十年攀登不止·共筑共创共赢”2018商务大会,会上同期举行了柳工起重机销量突破万台庆典暨新品发布仪式。

广西柳工机械股份有限公司总裁黄海波为大会发来贺信,他高度赞扬了安徽柳工在过去十年的蜕变发展,并对未来的进步充满期待。

安徽柳工起重机有限公司董事长余亚军作主题为《六十跃甲子,十年磨一剑》演讲。他回顾了过去10年,安柳不断适应市场变化,改革创新,管理效率大幅提升,制造体系获得优化的同时加速了产品的更新换代,市场销量稳步提升。同时,他总结了安柳在2018年取得的成就:2018年,安徽柳工在产品研发方面不断加速,C系列汽车起重机产品全面切换;130吨汽车起重机下线,正式进军百吨级以上市场;80吨两款产品发布,验证多项预研新技术;正式开启D系列起重机产品研发;新外观开发项目正式启动;自行式高空作业设备面市,全面进军高空作业市场。最后,他预测未来汽车起重机行业将向大型化、自动化、专业化方向发展。

商务大会同期举行了柳工起重机销量突破10,000台庆典和柳工全球客户培训体验中心蚌埠基地揭牌仪式。

随后,客户参观了新发布的TC800C6起重机和蓝牌高空作业车:PTA220C。

On December 6, Anhui LiuGong Crane held its 2018 Commercial Conference together with a ceremony to celebrate the sales of LiuGong cranes exceeding 10 thousand units as well as the debut of two new products.

LiuGong President, Mr. Huang Haibo, sent his congratulatory letter in which he praised the 10 years' dedication of Anhui LiuGong, leading it to a successful transformation, and expressed his expectations for the future progress.

Mr. Yu Yajun, Chairman of Anhui Liugong Crane Co., Ltd., addressed the conference. He summarized the progress and achievements of LiuGong's crane company in the past decade. He said that LiuGong Crane had proved to be flexible to the market's changes and through reform and innovation, it had entered a new era with increased operating efficiency, optimized manufacturing system in terms of accelerated product R&D and increased market share. He also introduced the achievements for 2018, which included the launch of C series cranes and debut of the first 130 tonnage truck-mounted crane and two new 80-tonnage products; the application of new technologies and R&D for next generation cranes; the design of a new appearance with LiuGong DNA and lastly the introduce of aerial working platforms in the market. At the end of the speech, he predicted the developing trends of the lifting products: larger, more specific and more automotive in the future.

The celebration of LiuGong cranes sales exceeding 10,000 and the grand opening of the Bengbu Base of LiuGong's Global Customer Experience Center were held simultaneously at the conference.

The day was followed by the exciting debut of TC800C6 crane and the aerial working platform, PTA220C.

“LIUGONG HARMONY” HIGH-SPEED TRAIN PUT INTO OPERATION IN THE CELEBRATION OF LIUGONG'S 60TH ANNIVERSARY

“柳工·和谐号” 高铁专号开通首发



On November 20, two LiuGong named high-speed trains "LiuGong Harmony", originated from Nanning to Shanghai Hongqiao Station and Beijing West Station were officially put into operation. On the occasion of LiuGong's 60th anniversary, the trains will bring the celebration and happiness to regions along the way.

11月20日,由柳工冠名的高铁“柳工·和谐号”品牌专列在南宁东高铁站首发,分别前往上海虹桥站和北京西站。值柳工创建60周年之际,将喜庆带往沿途省份。

LIUGONG LAUNCHED NEW WEBSITE

柳工网站焕新登场

LiuGong's new website was put into use on 24th November with an enhanced user experience and enabling visitors to learn about LiuGong products in one location. Please go to www.liugong.com find more details.

11月24日,柳工网站焕新登场,敬请登陆 www.liugong.com 获更优的性能体验,轻松获取柳工产品信息!

柳工海外 LIUGONG AROUND WORLD

INNOVATION AND TRANSFORMATION, LIUGONG EXPLORES A SUSTAINABLE PATH TO THE FUTURE

— LIUGONG HELD 2018 GLOBAL DEALER CONFERENCE

传承创新与变革精神，探索未来发展之路 - 柳工 2018 年全球经销商年会在柳召开



On November 27, LiuGong held its 2018 Global Dealer Conference at Liuzhou, with the theme of “Innovation & Transformation. The Road for the Future.”, exploring a sustainable path to future development. A total of 700+ attendees from more than 70 countries, comprising of government officials, LiuGong global dealers, leaders from industry associations, partners, media friends and LiuGong leaders & employees gathered together to celebrate the achievements in the last year and share opinions for the future development.

Mr. Zeng Guang'an, Chairman of LiuGong Group addressed the meeting: “Sixty years of passion, across changing markets and fierce competition. The spirit and core values of LiuGong, along with the idea of constantly creating value for customers, and making contributions to society

have led LiuGong from a remote enterprise to an international enterprise.”

Since starting in 2004, LiuGong's Global Dealer Conference has become one of the most important yearly events for LiuGong. The annual celebration has showcased LiuGong's growth from emerging to strong and from China to an international enterprise.

“Looking forward to the future, innovation and transformation will remain vital to LiuGong.” stated LiuGong president, Mr. Huang Haibo. “LiuGong is committed to becoming a world leading construction machinery manufacturer. As a result, LiuGong's pursuit of a continuous progress in the overseas market will never stop. We will always stand side by side with our dealers to achieve our goals.”

11月27日，广西柳工机械股份有限公司在柳州召开了2018年全球经销商年会。本次年会的主题为“创新与变革 - 未来发展之道”，来自全球70多个国家和地区的政府官员、行业协会代表、柳工经销商代表、合作伙伴、媒体和柳工领导团队及员工等700余人欢聚一堂，共襄盛举。

年会上，曾光安董事长为年会致开幕词，他说：“六十年激情创业，在变幻莫测的全球市场以及日益激烈的市场竞争中披荆斩棘，柳工人凭借艰苦创业的精神，用持续不断的技术创新，打造出卓越的产品和服务，为全球的柳工客户创造价值，回报社会，这一切助力从中国边陲地区的企业发展成为全球领先的工程机械制造商。”

柳工全球经销商年会自2004年开始，已经成为柳工最为重要的标志性年度盛会之一，见证着柳工从弱到强，从广西到世界的发展脚印。我们坚信，柳工人仍将传承60年的精神与愿景，继往开来，再创辉煌。

2018年会上，黄海波总裁展望企业未来发展之路，他说：“创新和变革将仍旧是公司发展的主旋律。柳工对成为一家世界级的工程机械企业的追求步伐不会停止，对进一步发展国际业务的脚步不会停止。无论在市场上还是市场下降时期，我们会继续坚定不移的与我们的经销商共同发展！共同推进柳工国际化事业不断深入向前发展！”

LIUGONG CELEBRATED 60 YEARS OF ACTIVITIES WITH NEWS AT M&T EXPO 2018 柳工拉美公司亮相 M&T 展会，为拉美客户带去多重利好

LiuGong Latin America showcased its renewed dealer network structure, its heavy equipment line alongside the 60 years of achievements of LiuGong at the 2018 M&T Expo.

The fair has grown in terms of qualified attendees, bringing business opportunities from all Latin American countries. According to Mr. Tan Zuozhou, president of LiuGong Latin America, "we have achieved good results in terms of opening new business relationships and strengthening ties with our customers and distributors."

He also complemented: "We will take advantage of the fair to present to the market our new distributor network, located in the main markets of Brazil and other Latin American countries. This network was structured throughout 2016 and 2017, with companies that are a benchmark in the sector. With this structure, LiuGong will be able to better understand the regional needs and offer better sales and after sales service to customers."

The current network of distributors in Brazil consists of Comingersoll (SP), Tractorbel Equipamentos (MG and ES), CBMaq (DF, TO and GO), Priori (RS and SC), Cequip (CE) and Marconi (MT and RO) and Mosena (MS). In the other Latin American countries, Target (Paraguay), Sisler (Uruguay), Multimaq (Chile), Viaggio (Bolivia), ZMG (Argentina), Minequip (Venezuela), Neumatica Del Caribe (Colombia) and Indigi S.A (Ecuador). LiuGong maintains its investments in equipment, parts, training and support to distributors to achieve success in their activities.

近日，柳工拉美子公司参展 2018 年 M&T 展会。展会上，拉美公司献礼柳工 60 周年，向拉美观众呈现强势的产品阵容和全新的经销商网络布局，带来多重市场利好消息。

展会吸引了大量优质客户，带来了遍布拉美地区的潜在商机。柳工拉美子公司总经理谭佐洲表示：“柳工已经在开拓新的业务关系，加强与客户和经销商的关系方面取得了良好的成绩。”

他又说道：“我们将利用展会向市场展示我们的新经销商网络，它覆盖了巴西和拉丁美洲国家的主要市场。这个全新的营销网络在 2016 年和 2017 年建成，柳工经销商都是行业内的标杆企业。这也使得我们能够精准地理解市场需求，深入市场，贴近客户，为他们提供更好的销售和售后服务。”

目前柳工在巴西的经销商有 Comingersoll(SP)、Tractorbel Equipamentos(MG 和 ES)、CBMaq(DF、TO 和 GO)、Priori(RS 和 SC)、Cequip(CE) 和 Marconi(MT 和 RO) 以及 Mosena(MS)。在其他拉丁美洲国家，Target(巴拉圭)、Sisler(乌拉圭)、Multimaq(智利)、Vi.io(玻利维亚)、ZMG(阿根廷)、Min.(委内瑞拉)、Neumatica Del.be(哥伦比亚) 和 Indigi S.A(厄瓜多尔)。柳工将持续加大投资设备研发、零部件、培训和经销商支持，帮助柳工经销商取得更大的成功。

LIUGONG HELD THE 3RD GLOBAL TECHNICAL SKILLS COMPETITION 柳工召开第三届全球技能比武大赛



11 月 23 日，柳工第三届全球技能比武大赛决赛在柳工全球客户体验中心拉开帷幕。自 8 月开赛以来，共有 29 名服务精英在 173 名参赛选手中脱颖而出，他们来自于柳工的全球经销商、海外子公司及柳工国际营销事业部。这其中又有 18 名外籍选手，他们分别来自于印度、俄罗斯、巴西、英国等国家。

随着柳工海外业务的快速发展，服务人员技能水平是海外渠道能力提升的关键因素。为此，柳工持续为全球的服务工程师提供施展抱负、展现能力的舞台，以及更便捷畅通的交流平台。

经过 3 天激烈的角逐，来自柳工俄罗斯子公司的 Alexey Filimonov，南非子公司曾波，国际营销事业部技术服务部朱璞玉获大赛特等奖。恭喜！

On November 23, The Final of LiuGong's 3rd Global Technical Skills Competition kicked off at the LiuGong Global Customer Experience Center (GCEC). Started in August, a total of 29 candidates, including 18 foreign players who were from India, Russia, Brazil and the United Kingdom, have stood out among 173 competitors from LiuGong global dealers, overseas subsidiaries as well as LiuGong's Overseas Sales Division.

Along with the rapid development of LiuGong's overseas business, the improvement of the service is the most efficient approach to increase LiuGong's overseas channels' capability. To this end, LiuGong has made GCEC a platform for the technical engineers to show their skills and a bridge for better communications.

After 3-days of competition, Alexey Filimonov of LiuGong Russia; Zeng Bo of LiuGong South Africa and Zhu Puyu from Technical Service Department of the Overseas Sales & Marketing Division won the championship. Well done and congratulations to all winners!

LIUGONG LUO GUOBING SPOKE ON BUSINESS INTEGRITY WITH GUANGXI TV 罗国兵副总裁接受广西电视台访谈，畅谈诚信兴商

LiuGong Vice President Mr. Luo Guobing had an interview with Guangxi TV, spoke on business integrity and shared LiuGong's developing experience in "OBOR" regions.

He said: "LiuGong is a manufacturing company, in which the products' quality is the most basic requirement and integrity means providing customers with high-quality products. In LiuGong, 'Customer Orientated and Assuring the Future by Quality' are our core values"

Guangxi is an important connection to the "OBOR" areas, therefore, LiuGong has the privilege to seize the opportunity. "Thanks to the reliable product quality and good service, LiuGong equipment has taken deep participation in major projects along the "Road and Belt", such as the China-Pakistan economic corridor, China-Laos railway, the Europe-Asia 3rd bridge in Turkey. Meanwhile, OVM, a LiuGong subsidiary company, was involved in the construction of "FAST" (Five-hundred-meter Aperture Spherical Telescope) project, a super telescope known as 'Sky Eye' and 'Zhuhai- Marco-Hong Kong Bridge' among all others. He also mentioned: "LiuGong will adhere to the globalization as its long-term strategy, and make LiuGong a respected world-class enterprise."



柳工副总裁罗国兵先生接受广西电视台访谈节目邀请，畅谈诚信兴商，分享柳工在“一带一路”沿线的发展经验。

他说：“柳工作为以制造业为核心业务的企业，卓越的产品质量就是最基本的诚信。‘客户导向，品质成就未来’始终是柳工的核心价值观。”

广西是“一带一路”的重要门户，得益于此，柳工牢牢抓住发展机遇：“由于产品质量可靠及良好的服务保障体系，柳工设备大量参与‘一带一路’沿线的重大项目建设，如中巴经济走廊，中老铁路，欧亚第三桥等；柳工的欧维姆也参与到如 FAST ‘天眼’项目、港珠澳大桥等众多国际水平项目的建设。”他还提到：“柳工将全面推进及落实公司的国际化战略，把柳工打造成一个受人尊敬的世界级企业。”

LIUGONG, A WISE CHOICE 低投入，高回报—柳工北美客户的明智之选

Recently, Texas Timberjack, a LiuGong dealer in the U.S., delivered four units to its customer - two 950E excavators and two 890H loaders.

The customer owns a large sand mine in the suburbs of West George, Texas, which mainly collects, cleans and separates sand. Here, the equipment's efficiency is vital for the productivity and labor scheduling.

Kyle Bush is the operator in the sand mine. Being raised around equipment, he got to know these machines since he was 6. "I dare not say I know all the equipment, but as long as my hands on any of the equipment, I get to know it quickly. LiuGong's 890H and 950E are ergonomically designed, and bring me great convenience. I like to drive them very much." He was pleased to introduce these new machines. "The hydraulic system of 890H responds quickly, making it travel fast and smoothly meanwhile also grasping the soil well. Compared with other brands of the



same tonnage, both LiuGong machines are very fuel-efficient. In addition, both of them are equipped with FOPS/ROPS devices, which greatly increase the safety of our operators. The visibility of cab is broad from any angle. All in all, I see its real value and believe they will bring high returns to our investment. I think it is a wise choice to buy LiuGong" he added.

Timberjack 的客户在德克萨斯州西乔治市郊区拥有大型沙矿场，主要从事沙矿的采集，清洗以及分离。在这里，设备的操作效率对于沙矿场的产能和循环时间来说非常重要。

Kyle Bush 是沙矿场操作手，他从小就在工程机械设备周围长大，6岁开始接触工程机械设备，“我不敢说我对所有的设备都了如指掌，但是只要让我稍稍接触这台设备，我就可以很快上手并清楚告诉你它的优劣所在。柳工 890H 装载机和 950E 挖掘机的个性化设计给用户的操作带来了极大的便利性，我很喜欢操作柳工的这几台设备。”他很高兴和我们分享使用感受。随后，他又说道：“890H 的液压系统反应很快，行驶快速且平稳，同时又能很好地装载土料。与其他品牌同等吨位的设备相比，950E 和 890H 很省油。此外，它们均配备了防翻滚/防落物保护(FOPS/ROPS)装置，极大地保障了我们操作手的安全，驾驶室为我们操作手提供了宽阔的操作视野。我在这几台设备身上看到了他们的真正价值。我认为柳工是我们的正确选择，它们将为沙矿带来更高的投资回报率。”

LIUGONG CARRIED OUT A CUSTOMER CARE TOUR IN TURKEY 柳工土耳其客户关怀之行

Jointly with its dealer of UYGUNLAR, LiuGong Europe carried out a customer care tour with the theme of "For 60 Years, we have been working for customer's satisfaction". The tour covered more than 50 customers and over 100 machines were maintained and provided tailored services on-site.

Turkey is the connection of Asia, Europe and Africa, which makes the territory complex in both geography or climate. Moreover, the customers' needs are individualized and the applications are various. But all customers require high performance, reliability, fuel consumption or the comfort of the equipment. LiuGong's full range of products have been widely used in recycling, municipal construction, road construction, and quarries among others in Turkey. We are pleased that the customers gave very high evaluation to LiuGong. "LiuGong's loader is the best fit for our recycling business. It is simple and reliable. Being without overly complex circuit sensing design, it is easy to control and easy to maintain. It is also highly efficient and energy-saving." said Murat Aksu Bey, operator at a recycling company in Istanbul.

The initiative has showed our determination and confidence in Turkey and has been an enhancement for long-term cooperation between LiuGong and its dealer to bring the best products and service to local customers.

柳工欧洲公司土耳其办事处联合经销商 UYGUNLAR 公司启动客户关怀之行，以“60 年始终如一，追求客户满意”为主题，走访超过 50 家关键客户，对 100+ 台柳工设备实地走访，量身定制维护服务，进行免费保养。

土耳其区域工况复杂多变，客户需求个性化，气候跨度较大，对设备的可靠性、油耗、舒适性要求极高。而柳工的全系列产品在土耳其的应用覆盖垃圾回收站，市政施工，道路建设，采石场等多样典型工况，客户给予极高评价。“柳工装载机是垃圾回收工况下最完美的设备，产品本身设计简单可靠，没有过度复杂的电路传感设计，做工扎实，易维护保养易操作，作业效率高，油耗低”，伊斯坦布尔某垃圾回收公司操作手 Murat Aksu Bey 高兴地讲到。

经销商对柳工在市场危机下的客户关怀活动支持倍感鼓舞，愿同柳工一道深入服务，提升客户忠诚度，致力于长远发展客户关系和坚定传递柳工品牌信念。

LIUGONG NEW EQUIPMENT DEVOTED TO THE CONSTRUCTION OF JAKARTA-BANDUNG HIGH SPEED RAILWAY 柳工新一批设备交付雅万高铁项目部



On November 30, 2018, two LiuGong side dump wheel loaders (ZL50CN) arrived at Cikalong Wetan, West Java, one of the construction offices along the Jakarta-Bandung High Speed Railway.

The railway is 150-kilometers long and links Jakarta, the capital of Indonesia, and Bandung, the 4th largest city of the nation with a maximum speed of 350 km/hour. The total investment is estimated to reach 5 billion USD. It is the first project the China exported its high-speed railway technology as a whole project.

As soon as its commencement in 2017, LiuGong contributed to the construction and supplied several batches of equipment to the service. With reliable quality and good service, we not only guaranteed the construction progress, but also won high praise from the project department.

At present, LiuGong has more than 10 new machines, including wheel loaders and rollers, in service along the railway, mainly serving mixing stations, site maintenance, and the construction of the #6 and

#8 tunnels, which are both known as the most challenging projects. Above all, LiuGong's ZL50CN side loading wheel loader has become the preferred type of machine for tunnel construction because of its performance and reliability.

2018 年 11 月，柳工又一批新设备交付雅万高铁项目部。

雅万高铁连接印尼首都雅加达和印尼第四大城市万隆，全长近 150 公里，设计最高时速 350 公里，总投资逾 50 亿美元，是中国高速铁路整体“走出去”的第一单项目。自 2017 年进入全面施工阶段以来，柳工设备就开始分批次服务于项目施工，并以可靠的品质、完善的服务保障了项目的施工进度，赢得项目部的一致认可。

当前，柳工有超过 10 台的全新设备在项目的不同工地施工，主要服务于拌合站，工地维护，以及重难点工程 6# 和 8# 隧洞施工等。其中，柳工 ZL50CN 侧卸装载机以其专业性和可靠性，成为隧道施工的首选机型。

LIUGONG CELEBRATED 60TH ANNIVERSARY AND 10 YEARS' DEALERSHIP IN CAMBODIA 柳工庆祝 60 周岁诞辰暨柬埔寨经销商合作 10 周年



On 19th November, 2018, LiuGong celebrated its 60th Anniversary and the 10th anniversary of its partnership with Tom Engineering in Phnom Penh, Cambodia by hosting a golf tournament. Eight units of LiuGong machines were presented on-site, among which includes its most popular models: 922E and 856H. The day ended with a dinner banquet.

11 月 19 日，柳工与柬埔寨经销商汤姆机械设备有限公司共同庆祝柳工 60 周岁生日和双方合作 10 周年，在金边举办了一场高尔夫球锦标赛。活动现场，柳工展示了包括 922E 和 856H 在内的八台设备。庆祝会以一场温馨愉快的晚宴结束。

REPORTED BY LIUGONG ASIA PACIFIC 柳工亚太公司报道

Recently, LiuGong attended Philconstruc Exhibition with a 856H. The exhibition is the largest trade fair for construction machinery in Philippines.

Amidst in the upsurge of infrastructure construction, the market shows great potential of an increasing needs of construction equipment. In the Philippines, LiuGong has worked with QSJ for more than ten years to provide high quality products and good service to local customers.

A 60th Anniversary Celebration along with a product roadshow was held in Nantou, Taiwan. LiuGong presented 930E and 920D excavators as well as LiuGong forklifts.

Being deeply engaged in the Taiwanese market, LiuGong has gained customers' recognition due to the proven quality and service through an innovative sales tactic in the market.



近日，柳工携最新 H 系列装载机代表产品 856H 参展菲律宾马尼拉国际工程机械和矿山机械展览会（Philconstruct），该展会是菲律宾最大的工程机械、建筑行业展览会。

菲律宾正处于基建热潮中，工程机械设备需求不断增长。在菲律宾市场，柳工与 QSJ 经销商携手耕耘十几年，致力于为当地客户提供全球领先的产品与服务。

柳工六十周年庆典暨台湾产品推介会在台湾南投展示中心成功举办，柳工向观众展示了 930E 与 920D 挖掘机和柳工叉车产品。柳工深耕台湾市场，努力践行产品和服务承诺，其认可度和美誉度也在不断提升。

