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YUNDA FROM CHINA VISITED SANSOX

Late March 2017, we had most interesting visitor from China, when Yunda Paper Machinery Co., Ltd. visited SansOx. According to our MoU agreement in late 2016, Yunda acts as the agent for SansOx products in the large China's market.

Yunda comes from ZhengZhou in China. They are medium size, private machinery company, who are specialized to serve the needs of pulp and paper (P&P) industry in China. They possess advanced, high quality machinery facilities, know-how, and vast range of qualified products. They are also interested in starting export business to European market in the future.

Yunda inform to be "the leading Paper Machinery and Waste Handling System supplier". "The co-ops between SANSOX and YUNDA will bring a revolution to the Chinese Water Treatment industry", said Yinchuan Xu, the Marketing Director of Yunda, in December 2016.

They visited SansOx with a three man delegation; General Manager Chaofeng Xu, Marketing Director Xu Yinchuan and Director Dali Zhang, who works as a consultant for Pöyry Ltd in China.

On addition to business planning, this visit had several goals like presenting

- SansOx, its personnel and production partners together with product development companies / actors and facilities for research, developing, and production of SansOx devices & systems plus what kind of benefits we can offer.
- How especially water related issues are managed in pulp & paper industry in Finland in practice and what kind of developing is planned / what technologies will be considered, and how do SansOx technologies support this.
- High level and quality of Finnish know-how in pulp & paper industry, research, technical innovations, and machinery capabilities to build the products.
- Managing of environmental issues, possibilities that Circular Economy principles offer and how SansOx technologies can support that development.

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Several visits together with talks with related experts were organized, like:

- Puunjalostusinsinöörit-yhdistys (Association for Forest Products Engineers), which covers all the companies and engineers e.g. for all kind of knowledge support for development of that branch technologies.
- Visit to a major UPM paper mill waste water site with OxTube DN200 in action and planning more units to be deployed in their WW process.
- Advanced metal production facility and products under construction were seen at Rannan Teollisuuskone, and the visitors made big punch of practical questions, not just matters related to OxTube production.
- VVT unit in Jyväskylä is specialized to support the research and development of P&P industry. They presented several new technologies that have been taken into use or will maybe be utilized later on.



Image 1: The OxTube DN200 is running in a paper mill waste water treating plant by UPM.



Image 2: From left: Mikael Seppälä / SansOx, Dali Zhang / Pöyry, Hannes Laasonen / UPM, Chaofeng Xu and Xu Yinchuan / Yunda

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Shortly about SansOx and Yunda business plans:

The parties of the mentioned MoU expect great possibilities in China, concerning for example water treatment of P&P industry, plus when decreasing environmental load by waste waters, and decreasing energy consumption of water processes.

“We are going to update SansOx supply and develop new technology to suit into Chinese market in joint projects with Yunda”, explains Mikael Seppälä, the Managing Director of SansOx.

In the first phase, we will focus to P&P industry in our selling and marketing efforts. Some companies have already expressed their interest in bringing our technology into use in China. SansOx technologies allow, e.g., the recovery of raw materials and the transition to Circular Economy, whereof, as an example, separating of fiber of P&P industry waste water. Later on, we will expand to other industrial branches as well and to fish farming.

SansOx Ltd, is a growth oriented start-up company from Finland. We are also a member of the Finnish cluster of cleantech companies. We are dedicated into developing and marketing new innovative solutions and technologies for worldwide clean water market, according to principles of sustaining development. The products and systems work for potable water supplies, industrial water processes, sewages, mining industry, restoration of natural waters, and agriculture & fish farming in order to exceed biological growth.

Further information:

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