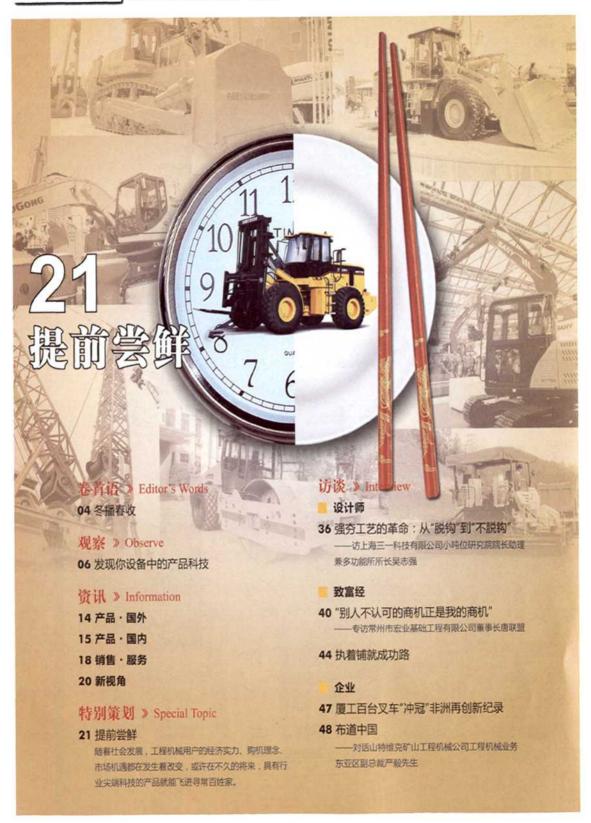
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# 21 Special Topic

#### Experience in Advance

With the economical development of China, there have been changes among engineering machinery users, such as economic strength, purchasing logos and market opportunity. Perhaps before long, some products with high technology can be adopted by common people. In this issue, we choose 8 domestic products which are the most representative ones to you. We hope you will appreciate the charms of these highly sophisticated products in advance.

# **40** Bible of Fortune

"Those Commercial Opportunities They Don't Recognize Are Just My Chances."

--- Exclusive Interview with Tang Lianmeng, Chairman of Hongye Foundation Engineering Ltd. in Changzhou City Tang Lianmeng used to be a farmer holding a shovel and a hoe, now has been an icon in construction machinery field with great achievements, leaving so many people in the same business far behind him. When people asked him the secret of success, he said that:"To discovery the overlooked opportunity and to do the business ignored by others. Those commercial opportunities they don't recognize may just be my chances."

# **52** Products Test

Hyundai 275LC-9T Excavator Test Hyundai 275LC-9T excavator, as the first T-series excavator launched in 2011, it not only distinguishes in innovative designs and sharp technical characteristics, but also lies in its key system-top-level configuration. It has received a lot of attentions. Therefore, we have done professional testing on it, so that customers can have more in-depth understanding of the product.

# 58 Lecture Hall

Procedures of Insurance Claim of Construction Machinery

The writer of this paper has concluded some common sections from years of service for assisting users to claim insurance. It mainly aims to some cases of construction machinery damage caused by haphazard accidents, to explain the claim procedures and also attentions in the key sections during the claim course, in order to help you protect your rights and interests.

# 71 Tracking Service

Zoomlion Visited E-Client in Warm Winter

-Record of Visit by Shanxi Tongbao Construction Machinery Ltd. During Winter Service

In the beginning of the year, Shanxi Tongbao Ltd. organized a large-scale service inspection campaign named "Zoomlion Visited E-Client in Warm Winter". It took 10 days and 3,000 km, visiting major clients in Shanxi province, solving every difficult problem, and correcting some mistakes when operating the excavator.