

From Asia to the world: Upgrade service through regional offices

Due to the rapid development of prefabricated construction, China has gradually become one of the world's major producers of autoclaved aerated concrete products. In recent years, Keda Suremaker and its cooperative high-quality customers have continued to research, develop and promote innovation in the production and application of autoclaved aerated concrete.

With the latest achievements in the fields of equipment research and product development, aided by their experience in product application, Keda Suremaker has enlarged its reach and established offices in Southeast Asia, Central Asia, and South Asia, hoping to share its experience with the world, promoting the high-quality development of autoclaved aerated concrete worldwide.

As mentioned in previous articles, in China, with the development of prefabricated construction, more and more AAC manufacturers choose to equip themselves with the ability to produce AAC panels. The application potential of these panels is continuously increasing.

Fig. 1: AAC panel application in China.



Fig. 2: Prefabricated AAC panel elements.



As an AAC plant supplier, Keda Suremaker has upgraded the intelligent control system of the Keda AAC production line in the past two years, in order to better help their customers to produce high-quality products, reduce labor intensity, and facilitate equipment operation and maintenance. The lifting equipment was upgraded and equipped with servo motors for more precise positioning; the horizontal movement of all the lifting equipment is now based on gear and rack transmission. To facilitate the production of panels, the grooving machine is equipped with a refined bread head scraper, oblique knife

rough scraping and straight knife fine trimming, to ensure a smooth surface of the cake. The intelligent cutter library can automatically change cutters and switch freely between six or eight grooving sizes without manual cutter changing. Keda Suremaker also launched the new green cake separation solution to meet the panel production requirements that exist in some markets. The equipment and planning design of the entire Keda Suremaker production line has maximized the acceleration of the production rhythm and reduced any unnecessary waste of resources and energy.

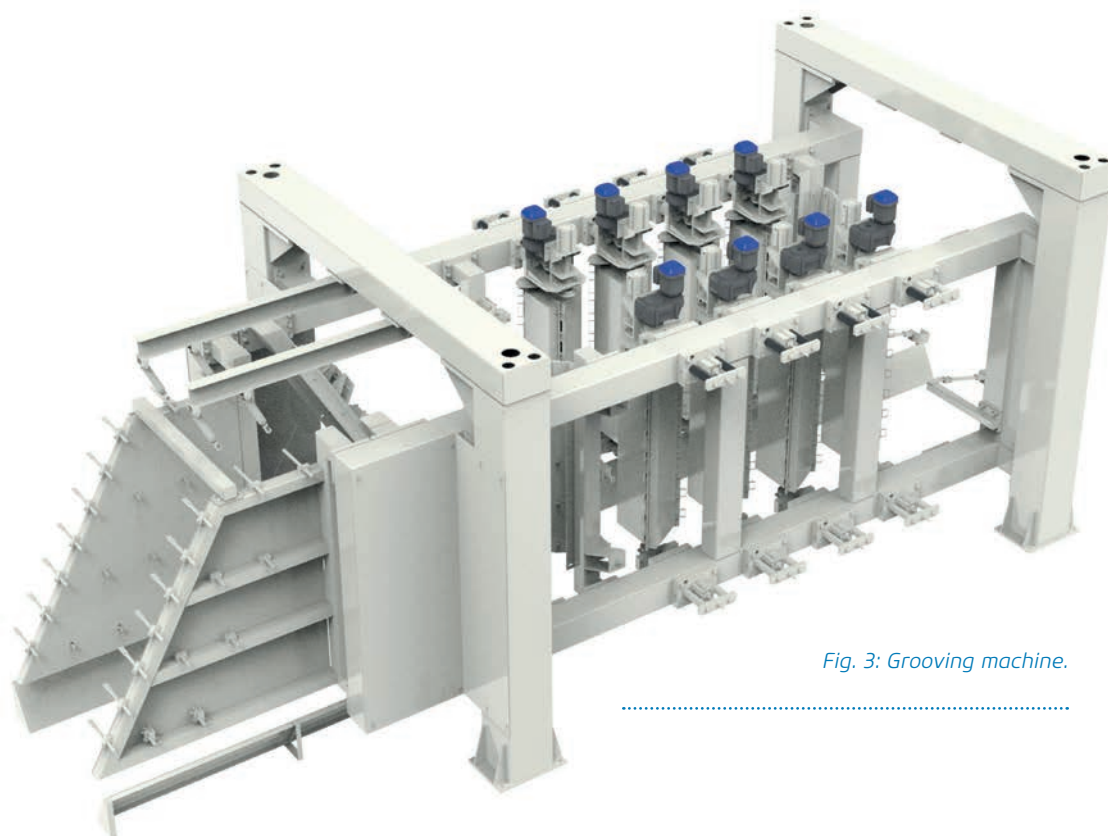


Fig. 3: Grooving machine.

Fig. 4: Green cake separator.

"The experience gained from hundreds of successful projects has given us the confidence to replicate our expertise in technology and project services in a broader range of markets. We have helped many customers achieve success and we believe that we can help even more customers succeed. In this process, we must understand the national conditions of each country, be aware of the differences between markets, and fully cooperate with international and local resources to ensure efficient and stable project services. Now we are gradually and selectively increasing our efforts in local cooperation in other overseas regions, moving towards the path of enterprise internationalization." said Chadwick Chen, Managing Director of Keda Suremaker.





Fig. 5: Keda Suremaker - Central Asia Office.

Central Asia Office - Tashkent, Uzbekistan

In order to meet the growing needs of customers in Central Asia and improve service efficiency, Keda Suremaker has established a Central Asia office in Tashkent, the largest city in Central Asia.

Central Asia is vast in territory and currently experiencing rapid economic growth, making it one of the most promising regions for the development of the global construction industry. As a high-tech enterprise specializing in providing holistic autoclaved aerated concrete plant solutions, Keda Suremaker has set its sights on the Central Asian market. After years of market cultivation, Keda Suremaker has successfully delivered projects in Uzbekistan and has projects under construction in Tajikistan, Kazakhstan and Kyrgyzstan.

Through a deep localization service model of "integrated marketing-engineering, services-parts, and maintenance-application guidance," the Central Asia office provides high-quality holistic AAC plant system services to customers in the Central Asian region.

"The establishment of our Central Asia office will provide our regional customers with a more convenient and direct access to our services and products. The local team at the Central Asia office has extensive experience in the production and management of autoclaved aerated concrete, having also been involved in the production and management of AAC factories in Europe. They have a profound understanding of raw materials, processes, equipment maintenance, product applications, and can provide on-site guidance and analysis of raw materials, sales of accessories, as well as training in application and production management for customers at any time. The office's deepening localization cooperation will provide strong technical support for our Central Asian customers." said James Lee, Keda Suremaker Overseas Sales Director.

Following the establishment of the Central Asia office in April 2023, Keda Suremaker officially established its Southeast Asia office in Surabaya, Indonesia, and its South Asia office in Dhaka, the capital of Bangladesh. In the future, through joint efforts with local teams, the company will provide professional AAC production related services for customers in the region and those planning to invest in the region.

Southeast Asia Office - Surabaya, Indonesia

As a world-class supplier of holistic autoclaved aerated concrete plant solutions, Keda Suremaker has been deeply involved in the Indonesian market for a long time. The company has established good cooperative relationships with top local enterprises and jointly built multiple intelligent AAC factories.

Indonesia is the largest construction market in Southeast Asia. In 2022, the Indonesian parliament passed the National Capital Law draft, confirming the relocation of the capital from Jakarta to East Kalimantan Province. The preparatory phase will last from 2022 to 2024, and the implementation phase will gradually unfold from 2025 to 2045, with a government-planned investment of about \$32 billion. This means that the country will need a large amount of infrastructure construction in the next 10 years.



Fig. 6: Keda Suremaker - Southeast Asia office.



Fig. 7: Keda Suremaker - South Asia Office.

Under the strategic impact of Indonesia's capital relocation and sustainable development, autoclaved aerated concrete, which is already widely used in the Indonesian construction industry, will see a new development peak in the Indonesian market.

"Our local staff have extensive experience in full-chain marketing and project services in Southeast Asia. The successful establishment of the office will help to carry out compliance operations in Southeast Asia, empower business work through technical and service support, improve response speed, and provide customers with more comprehensive and professional localized services." says Max Ma, Sales Manager for Indonesia.

South Asia Office - Dhaka, Bangladesh

Bangladesh is located in the subcontinent of South Asia, adjacent to China, India and the Association of Southeast Asian Nations, and has a high degree of industrial integration. The abundant population resources in Bangladesh and the local government's policy support for optimizing building materials provide a fertile soil for the thriving development of the AAC industry in the region. The establishment of this office will serve the Bangladesh market while also taking into account India and neighboring countries. Keda Suremaker has in recent years deepened

its presence in the South Asian market and has already built multiple demonstration production lines in Bangladesh and India. This office can better serve South Asian countries and will play a bridging and linking role, achieving all-round and three-dimensional services that integrate overseas storage, service and sales.

"Although the AAC industry in Bangladesh is still in its early stages, there is a trend towards rapid development based on factors such as raw materials, population, and the growth of the construction industry. The AAC industry in India is currently experiencing fast growth, with many new AAC factories starting production every year. This makes the establishment of a South Asian office particularly relevant, as we will utilize professional technical solutions and services to create more efficient, intelligent, and low-carbon AAC factories for customers in the world's most populous region", said Mr. Aminul Islam (Sohel), the General Manager of Keda Suremaker local partner team.



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