

Announcement

Date: October 10, 2011
From: Rinie Coort
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To: Valued Customers
Cc: Allan Ye

Subject: Announcement Xycarb Ceramics China Office
关于 Xycarb Ceramics 成立中国办公室的通知

亲爱的，尊贵的客户们：

塞博陶瓷(Xycab Ceramics, B.V) 因应目前中国市场的扩增以及未来的成长，我们非常高兴地告诉您，我们已经在中国上海设立自己的办公室，位于以下地址：

塞博陶瓷中国有限公司 中国分公司

上海市武宁路 19 号丽晶阳光大厦 2002 室

电话：+86 21 51158011

联系人：叶伦 / 中国区销售经理

邮件：allan.ye@xycarb.schunk-group.com

手机：+86 18621390202

我们成立中国分公司的目标就是通过建立和中国关键客户的长期战略合作来保证和客户的伙伴关系；我们承诺对于中国每个客户的期望以及要求我们都会去努力达成，我们支持您在改善生产成本、提升生产良率、技术以及其它等环节取得进步，从而更好地控制整体成本。

我们致力于成为您首选的供应商，并且我们会继续考虑在中国扩展塞博陶瓷的服务业务。

我们期望在 3 到 4 个月内，借助于我们的控股公司 Schunk 的子公司 SGC (崇德通用电碳) 的场所及设备设施，能够向您提供开具增值税发票以及备品备件库存等业务方案。

在接下来的几周里，我们会联系您并向您介绍我们的中国分公司职员，同时也将讨论我们未来的业务合作。

询单请发至 Rinie Coort, 古雷尼 +886 919 344 248 / rinie.coort@xycarb.schunk-group.com

此致

敬頌

商祺

塞博陶瓷有限公司

亚洲区总经理

Dear Valued Customers,

We are pleased to inform you that In the light of the expansion of the China market and it's future growth, Xycarb Ceramics is announcing the set up of our business office in China, located in Shanghai:

Xycarb Ceramics China
Room 2002, The Regent Sunlight Building, No. 19 Wuning Road, Shanghai
Tel +86 21 5115 8011
Contact Allan Ye / Sales Manager China
email: allan.ye@xycarb.schunk-group.com
Mobile +8618621390202

Our objective of creating this local presence is to ensure customer partnership by building long term strategic relations with our key customers in China. We are committed to meet every customer's expectation and requirement in China by supporting you in improving your production costs, yield, technology and other requirements to control your cost of ownership.
Our aim is to be your preferred supplier and we will continue considering further expansion of Xycarb services in China.

We expect within 3 to 4 months to create business options like local invoicing and ware housing using the facilities and infrastructure of our holding company "Schunk" affiliate SGC (Schunk General Carbon).

In the coming weeks, we will be in contact with you to introduce our local staff and discuss future business options.

Inquiries to Rinie Coort +886 919 344 248 / rinie.coort@xycarb.schunk-group.com

Yours sincerely,

Rinie Coort
General Manager Asia
Xycarb Ceramics