

ASI Solutions meets Customers and Clients in China

➔ ASI Solutions have been selling RHINOPHALT® in China for 10 years through its distributor CHECS.

Over the last few years, Mr Wang, representing CHECS has visited the UK several times and had invited a senior delegation from ASI to visit CHECS at their offices in Beijing.

In addition, ASI hosted the Hangzhou Bay Bridge Sea Crossing Bureau (HBB) in the UK in September last year, and a personal invitation was issued by Mr Yu of HBB to visit the bridge

➔ Andrew Ingram, Magdalena Machura, Neil Thomas & Hew Huang flew to Beijing and had very productive discussions with the CHECS team headed up by Dr Hou Yun and Dr Dong Yuanshuai. CHECS were especially keen to learn from ASI's experience in the application and benefits of RHINOPHALT® on porous asphalts and to discuss testing methodologies. It was also agreed to visit a porous road in Ningbo to assess its suitability for RHINOPHALT® and for ASI to provide some guidance on operational procedures to Dr Dong. After the meeting, Dr Hou hosted a traditional Chinese dinner.

➔ The following day, a short flight took the ASI delegation to Ningbo where they were collected from the Airport by HBB and taken to the prestigious offshore platform hotel located close to the middle of the bridge. At 36km long, the bridge connects Ningbo to Shanghai (Jiaxing) and at the time of opening in 2008 was the longest sea crossing bridge in the world. The ASI delegation was warmly greeted by Head of Bureau, Mr Yu Hua and a short tour of the exhibition centre and viewing tower was led by Mr Yu and Mr Sun Hao, General Manager of Hangzhou Bay Bridge Development Co., (the management company running the HBB). Mr Yu then hosted a traditional Chinese dinner in the hotel, where he was joined by Mr Sun, Mr Wang, Mr Xiao, and Mr Fu.



Dr Hou, Dr Dong, and Mr Wang from CHECS in conversation with Hew, Neil, Andrew and Magdalena from ASI.



Mr Yu greets Andrew on the viewing platform of the HBB observation tower.

➔ After a good night's rest, ASI were able to present to senior members of the HBB Development Co. team, telling them a little more about RHINOPHALT®, sharing the experience and principles of modelling cost savings as used by the M40, and advising HBB on safe application procedures.

➔ A new contractor has been appointed to apply RHINOPHALT® on the bridge in 2019, and after leaving HBB, ASI visited Ningbo Communications Engineering Group (NCEG) to brief Mr Zhu, chief engineer for NCEG and his team about safe application procedures.

➔ The following day, in Central Ningbo, the porous asphalt road (Southern Ring Road link to Lishe Airport) was inspected and a procedure for assessing the application rate was discussed with Mr Tian Jialei from CHECS.

➔ A fast train ride to Shanghai allowed the briefest of introductions to a city which has grown from a small fishing community to one of the world's largest international business and financial centres in just over 100 years before flying back to the UK.

➔ ASI would especially like to thank Mr Wang, Dr Hou and Dr Dong from CHECS, and Mr Yu and Mr Sun from HBB for their invitation to China and particularly for their generous hospitality during the visit.



Hotel & Observation Tower on the Hangzhou Bay Bridge.



The sights of Shanghai.

Andrew Ingram, March 2019