



Focus on customer value.

**COFCO Trading  
Beiliang Co., Ltd.,  
China.**

## About COFCO Trading Beiliang Port.

Beiliang port is a world-class professional grain wharf, integrating loading and unloading, storage and transportation, pioneering the “four dispersal” domestic grain transportation model, and serving as a pivotal port for “grain transportation from north to south” and grain import in north-east China.

The port has 3 bulk grain loading berths (the maximum berthing capacity is 70,000 tons) with a loading efficiency of 6,000 tons per hour and 1 bulk grain unloading berth (the maximum berthing capacity is 80,000 tons) with an unloading efficiency of 2,000 tons per hour. The total capacity of Beiliang port is 2 million tons, and the annual throughput is up to 13 million tons, including 8 million tons of corn and soybeans.



Beiliang is also the first company to introduce bulk grain wagon transportation in China, with 3,400 specialized bulk grain railway wagons, accounting for nearly 35 percent of China's total bulk grain wagons. Beiliang port is a transit hub connecting the production and marketing areas of the north and south and grain markets at home and abroad, leading and promoting the development of the domestic grain logistics industry. It is a landmark project of China's development of modern grain logistics.

## Why Bühler?

With the integration of the world economy, international and regional trading are increasing, which leads to the rapid increase of port throughput and makes loading and unloading efficiency a top priority for ports. The technical characteristics of ship handling machines are therefore developing rapidly towards large, efficient, environmentally friendly, and automated technology. In 1999, in order to build a world-class professional grain port, Beiliang selected Bühler, the leader in the ship handling machinery industry, as its strategic cooperative supplier to provide Portalink, a mechanical continuous unloader, and Portaload, a loader. So far, this equipment has performed efficiently and stably for nearly 20 years.



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*Bühler is not just about equipment, but more about delivering customer value.*

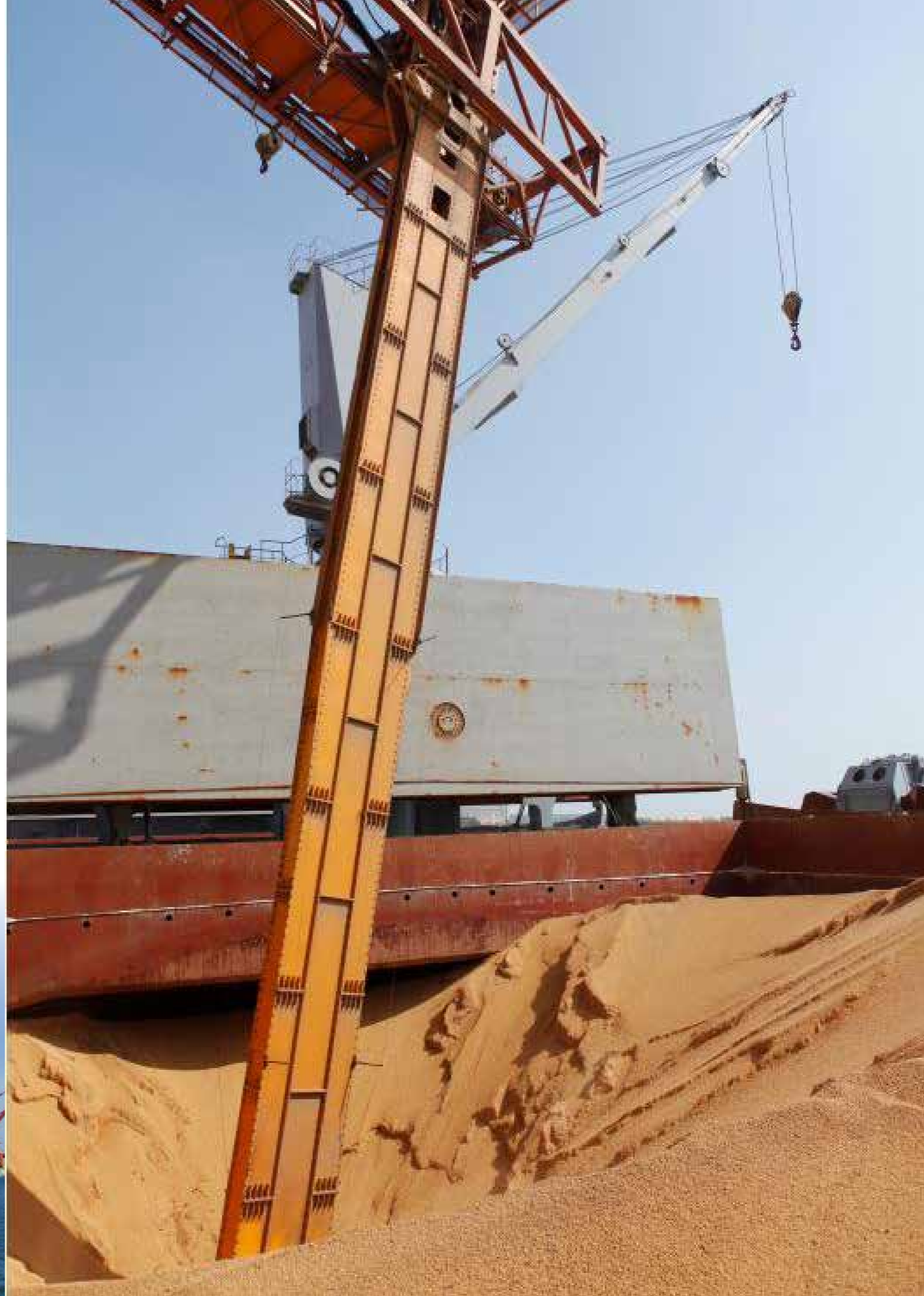


Yu Haoda, COFCO Trading Beiliang Co., Ltd.,  
Assistant to the manager of the bulk grain  
department

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After nearly 20 years of using Bühler ship handling machinery, it is clear to Beiliang employees that Bühler is the right choice with a high return on investment. Compared to other machines, Bühler ship handling machinery can accomplish more tasks in the same amount of time. This not only significantly improves the capacity, but also greatly reduces the demand for port berths, effectively increasing berth utilization and ensuring long-term stability of loading and unloading work.

Thanks to its simple design, minimum operating personnel and low equipment maintenance, costs have been reduced, and the machinery's stable operation for 20 years enables Beiliang to obtain value from each unloading operation.





Bühler ship handling machinery is special equipment used in the grain wharf that can fully meet the requirements of modern wharfs. Bühler provides customized services based on the actual situation and needs of clients' projects, as well as decades of accumulated experience in the ship handling systems, to ensure flawless performance and maximize clients' benefits.

Bühler has proven its authority and credibility in this area through the successful implementation of numerous projects with different requirements from customers around the world.



*What must be mentioned is Bühler's advanced environmental concept as the industry leader.*

Yu Haoda, COFCO Trading Beiliang Co., Ltd.,  
Assistant to the manager of the bulk grain department



Nowadays, food safety is highly valued. For loading wharfs in bulk grain transport ports, dust pollution is an ever-present issue. Dust pollution not only endangers the environment and the safety of employees, but also damages the internal and external image of enterprises, and is accompanied by huge safety risks.

Bühler ship handling machines with high efficiency and stable operation in Beiliang can all be closed and transported. The inside unloading parts can also be closed or be taken for dust elimination, which can reduce pollution during operation.

In addition, the machinery has environmental characteristics like small vibration and low noise because of its continuous operation. It is conducive to safe production at the port and meets the increasingly stringent international and domestic demands in terms of environmental protection.



## The project at a glance

	Data / capacity
<b>Unloader</b>	2x Portalink 1100/80RK
<b>Conveying capacity</b>	1,000 t/h (grain)
<b>Ship capacity</b>	80,000 DWT
<b>Weight</b>	480 t
<b>Commissioning</b>	2000

	Data / capacity
<b>Loader</b>	2x Portaload 1000
<b>Conveying capacity</b>	1,000 t/h (grain)
<b>Ship capacity</b>	30,000 DWT
<b>Weight</b>	208 t
<b>Commissioning</b>	2006

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