



**SPECIALIST
MACHINERY
SALES**

AUSTRALIA, NEW ZEALAND & SE ASIA

THOUGHT-LEADER IN STEEL PROCESSING AUTOMATION

SUPERIOR MACHINERY SYSTEMS SINO-GERMAN (CHANGZHOU) INNOVATION INDUSTRY PARK

**THE FIRST CHOICE OF INVESTMENT FOR GERMAN, AUSTRIAN
AND SWISS MANUFACTURING SMES IN CHINA**



1300 262 123 / +61 8 6500 6880



**tellmemore@smsales.com.au
www.SMSales.com.au**



STRATEGIC GLOBAL MANUFACTURING PLATFORM BACKED BY GERMAN ENGINEERING AND ASIA-PACIFIC AGILITY

At Specialist Machinery Sales, we deliver advanced manufacturing systems that reflect the highest standards of German precision, innovation, and structural steel processing expertise. Our operations are embedded within the Sino-German (Changzhou) Innovation Industrial Park (SGIP)—what we call “*Little Germany*”, a flagship economic and industrial collaboration zone located in the heart of Jintan District, Changzhou City.

Spanning 27.5 square kilometres, including a 10.1 km² central innovation hub, Little Germany was purpose-built to foster technology transfer, engineering excellence, and high-value manufacturing partnerships between Germany and China. It is home to over 300 foreign-invested enterprises, including globally respected German companies such as Ingersoll Rand, Caplugs, EMAG, and PILZ, with 20–30 new companies joining annually. This location offers unmatched advantages:

- A robust, German-standard supply chain
- Proximity to high-speed rail, airports, and deepwater ports
- Access to skilled technical talent and vocational training programs underpinned by German dual-system education
- A purpose-built Sino-German Center housing business, incubation, service, and exchange hubs

This manufacturing base supports our global delivery strategy. Our integration within Little Germany not only reinforces product credibility but also demonstrates our long-term commitment to supply chain resilience, export readiness, and manufacturing excellence—earning the trust of clients and grant assessors across Australia, Europe, and Southeast Asia. [EXPERIENCE THE VIRTUAL TOUR HERE](#)



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SUPERIOR
TubeX
550





WARNING: RISKS OF IMPORTING NON-COMPLIANT LASER CUTTING MACHINERY THAT MAY BE DANGEROUS TO USE

A growing number of Chinese laser cutting machine tool manufacturers have been banned from entering highly regulated markets—such as the United States—due to repeated safety violations, including a fatal workplace incident involving a machine built to Chinese domestic safety standards.

Despite these bans, some manufacturers are continuing to infiltrate international markets by rebranding machines, exporting through third-party trading entities, or falsifying shipping documents and compliance certificates. This practice exposes buyers to severe and often irreversible risks.

The Risk in Australia is Real - and Escalating

In Australia, non-compliant laser cutting machines are already in circulation, often disguised under unfamiliar brand names that obscure the original manufacturer. These machines are routinely supplied without meeting ANZ safety standards, yet are still sold and installed in workshops and factories across the country.

Critically, once these machines are commissioned on Australian soil, they cannot be upgraded or retrofitted to meet compliance. In many cases, the only legal outcome is forced decommissioning and scrapping—representing a total loss of capital and productivity.

Key Risks of Non-compliant Laser Machines

- Legal liability for the importer or operator
- WorkSafe investigations, shutdowns, or plant bans
- Stop-work notices halting operations indefinitely
- Insurance claims voided due to non-compliance
- Zero resale value, often resulting in machine scrapping

Key Risks of Non-compliant Laser Machines (continued)

- Higher workers' compensation premiums
- Loss of contracts or accreditations, especially with government clients
- Union action or staff refusal to operate unsafe equipment
- Reputation damage that may impact future business or partnerships

Several of these Chinese-manufactured machines have already been installed across Australia—failing to meet basic safety requirements, particularly in controlling diffuse laser radiation, which is difficult to detect but extremely hazardous. [Review the list of Chinese laser companies banned in the USA here.](#)

What ANZ-compliant Laser Machines MUST include

To ensure workplace safety and regulatory compliance, all laser cutting machines operated in Australia must meet strict ANZ safety standards. These requirements are designed to protect operators from hazardous radiation exposure and ensure machines are engineered for safe, enclosed operation.

Below are the key compliance features to look for—along with critical red flags that signal a machine is not fit for legal use in ANZ-regulated environments.

- Be fully enclosed, including the top cover
- Feature enclosed infeed and outfeed areas
- Be equipped with certified safety fences and light barriers
- Prevent all forms of laser radiation:
 - Direct radiation
 - Indirect/reflected radiation
 - Diffuse radiation
- Emit no visible laser light under normal operation



WARNING: RISKS OF IMPORTING NON-COMPLIANT LASER CUTTING MACHINERY THAT MAY BE DANGEROUS TO USE

Red Flags that indicate non-compliance

- Open-frame or partially enclosed designs
- Lack of top cover or physical guarding
- Absence of light curtains or safety interlocks
- Visible laser beams during operation (a clear breach of ANZ safety expectations)

Critical advice for buyers, importers, and distributors

Machines designed for use in China's domestic market are not compliant with ANZ, EU, or North American safety laws. Importing or installing them without appropriate certification puts your business at significant legal and financial risk.

Key Compliance Facts:

- ANZ-compliant machines require up to 50% more in cost for proper engineering, enclosure systems, sensors, and third-party testing
- If a deal seems "too good to be true," it almost certainly reflects missing safety features or invalid certification
- Always request independent, globally recognised certification prior to shipment—not self-declared or Chinese-issued documentation
- Once installed, a non-compliant machine cannot be brought up to code and may be deemed illegal to operate or resell
- Under Australian law, if you handle the shipping, customs, or installation, you may be legally classified as the machine manufacturer—carrying full responsibility and liability

What You Should Do

To safeguard your business continuity, protect your workforce, and ensure long-term compliance with Australian regulations, it's essential to make informed purchasing decisions—especially when acquiring high-powered laser cutting or robotic machinery.

Work only with trusted machinery suppliers who:

- Provide full transparency about machine origin, configuration, and build specifications
- Offer systems that are engineered from the factory to meet ANZ safety standards—not retrofitted or uncertified imports
- Deliver independently verified certifications from globally recognised safety testing bodies—not self-issued or unverifiable documents
- Demonstrate a proven track record of compliant installations and ongoing local support in ANZ markets

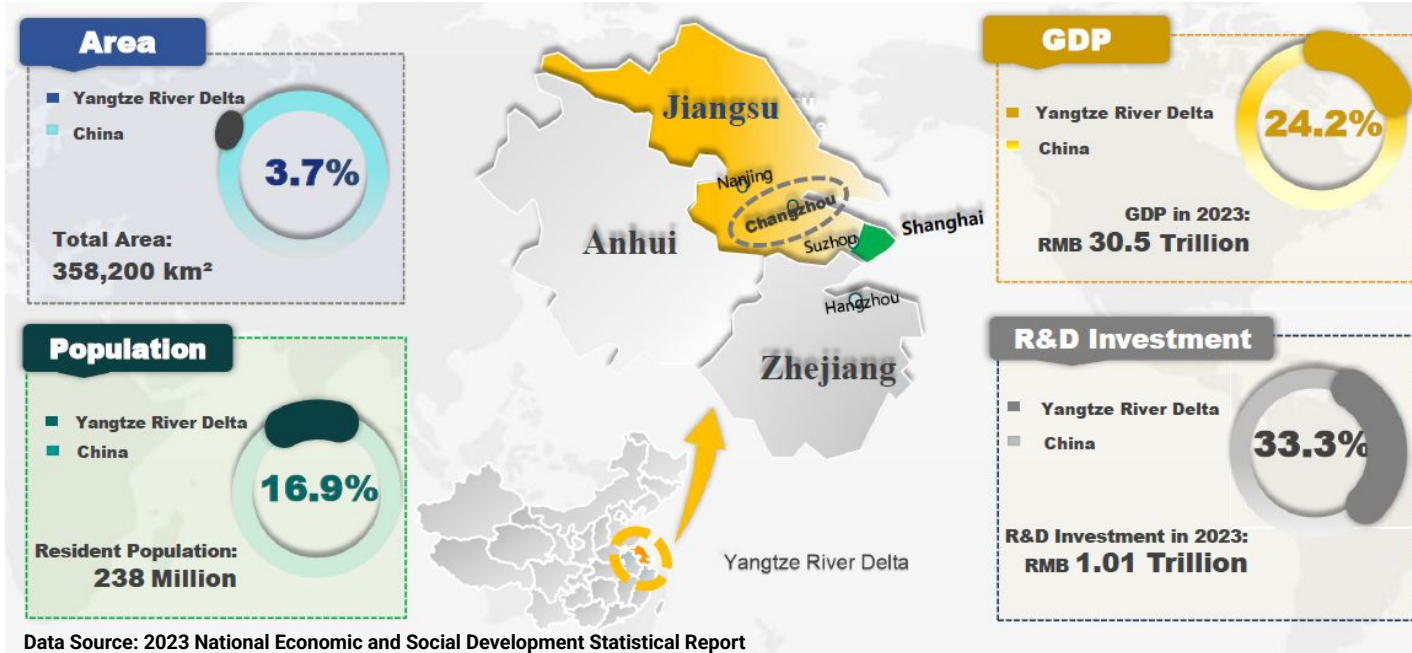
The upfront savings from purchasing a low-cost, non-compliant machine can quickly be erased by the downstream costs of operational shutdowns, legal liabilities, insurance avoidance, or even machine disposal.

Ultimately, safety, compliance, and reliability are non-negotiables in modern manufacturing. Choosing a certified solution today protects your business from costly disruptions tomorrow.



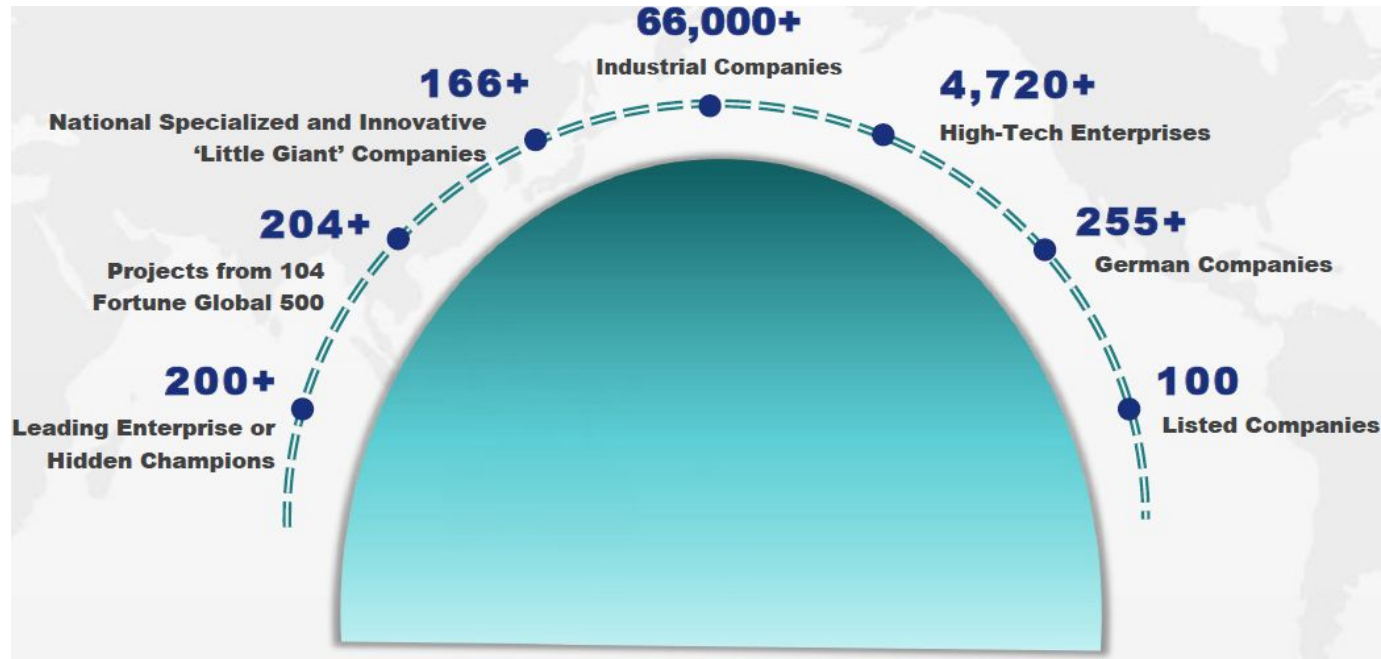
Superior TubeX 360mm diameter frame for Australian Steel service centre provided from our German-qualified welders and a German-engineered quality control system are embedded within this 100% export-focused fabrication supplier. Ask to see the presentation of the types of modules this fabricator exports for their predominantly German partners. **Photos taken by Todd Dolling on a Sunday morning in June 2025.**

YANGTZE RIVER - THE ECONOMIC ENGINE OF CHINA

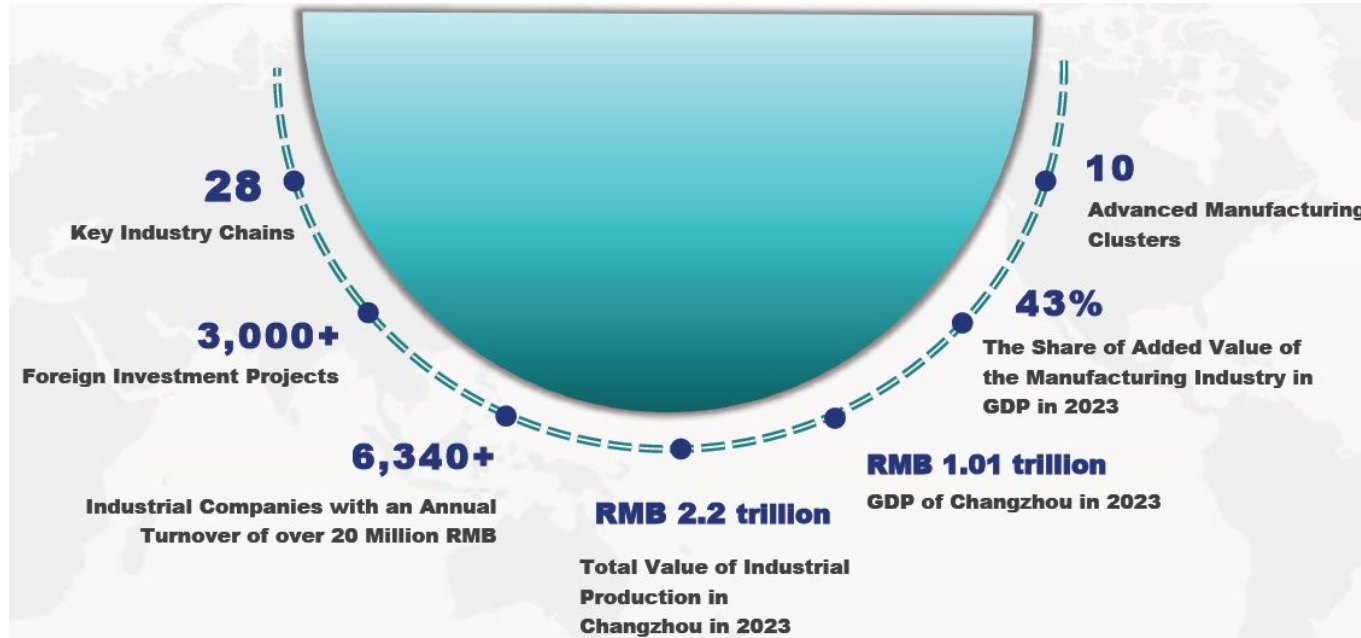




CHANGZHOU - INTELLIGENT MANUFACTURING CENTRE IN CHINA (CENTRAL HUB IN THE YANGTZE RIVER DELTA)

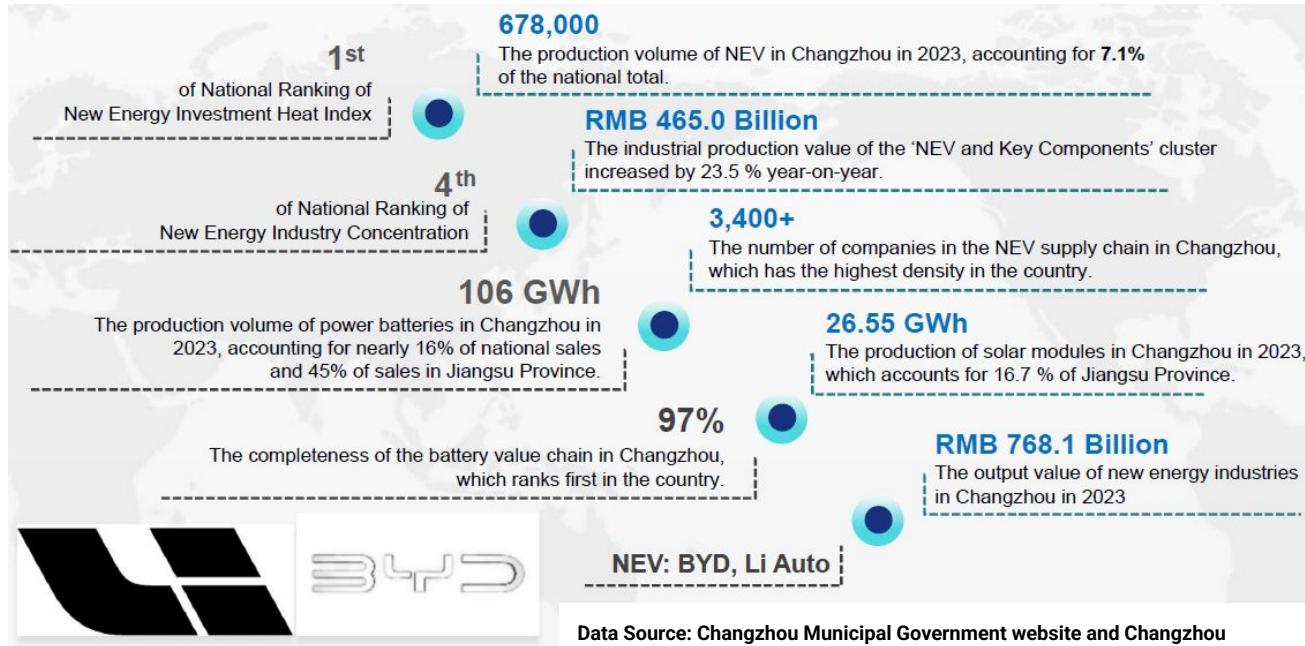


CHANGZHOU - INTELLIGENT MANUFACTURING CENTRE IN CHINA (CENTRAL HUB IN THE YANGTZE RIVER DELTA)



Data Source: Statistical report on the national economic and social development of Changzhou City for 2023

CHANGZHOU - IMPORTANT NEW ENERGY CAPITAL IN CHINA



Data Source: Changzhou Municipal Government website and Changzhou Municipal Bureau of Commerce

JINTAN - EMERGING DEVELOPMENT AREA IN THE YANGTZE RIVER DELTA



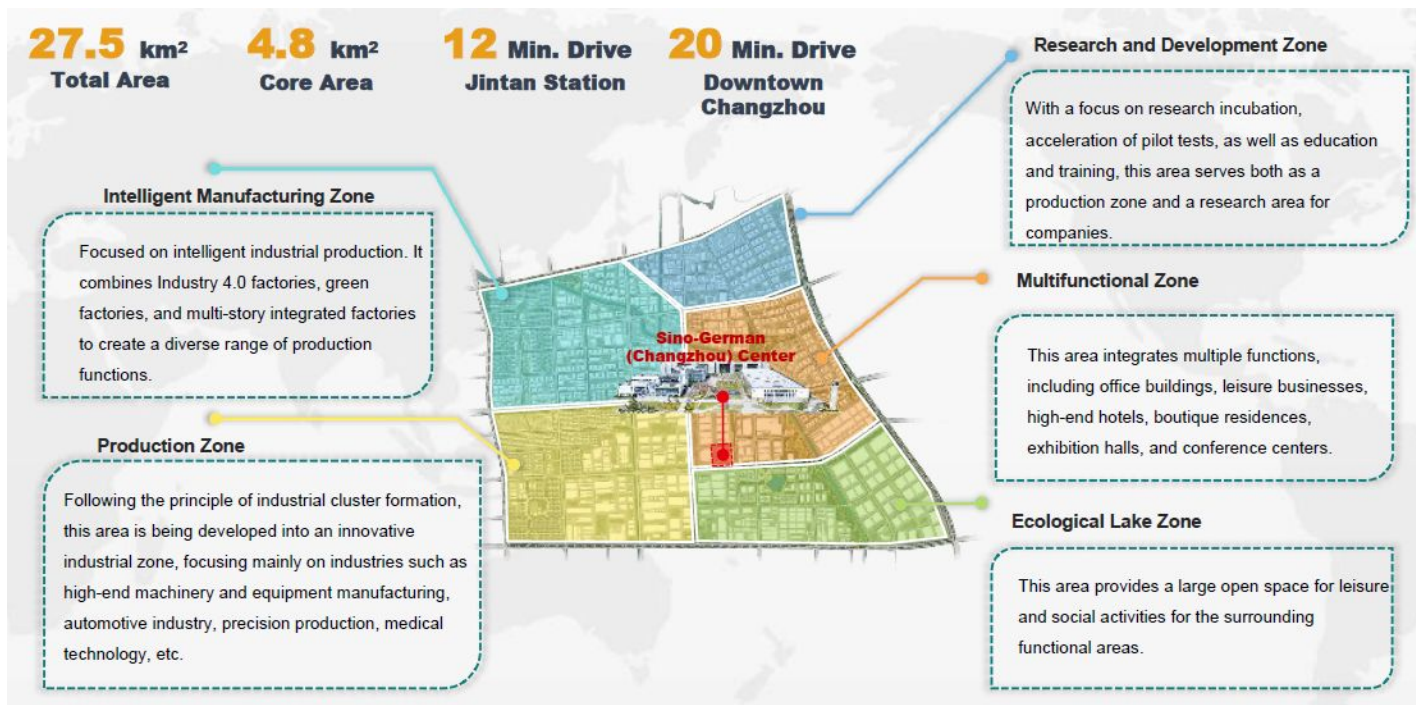
Known as the "blessed land in the east of the Yangtze," with a natural landscape divided into **20%** mountainous area, **20%** water surface, and **60%** arable land.

The highland for German-speaking companies in the Yangtze River Delta and the demonstration zone for the profound integration of Chinese and German industry and innovation.

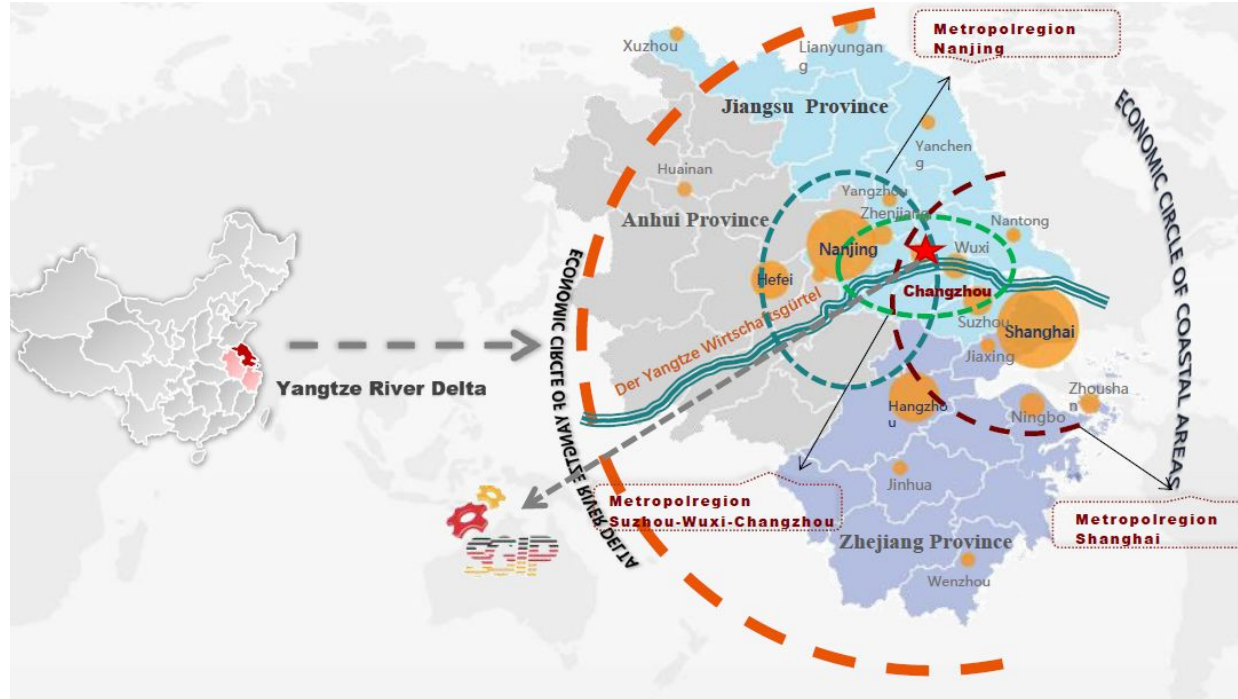
Focusing on cutting-edge science and technology enterprises, **over 70** German-speaking enterprises have resided in the park, 60% of them are "hidden champions", with a total investment amount of more than **2.3 billion** Euros.

Possessing the longest and strongest value chains for new energy vehicles and photovoltaics in the Yangtze River Delta and even throughout the entire China.

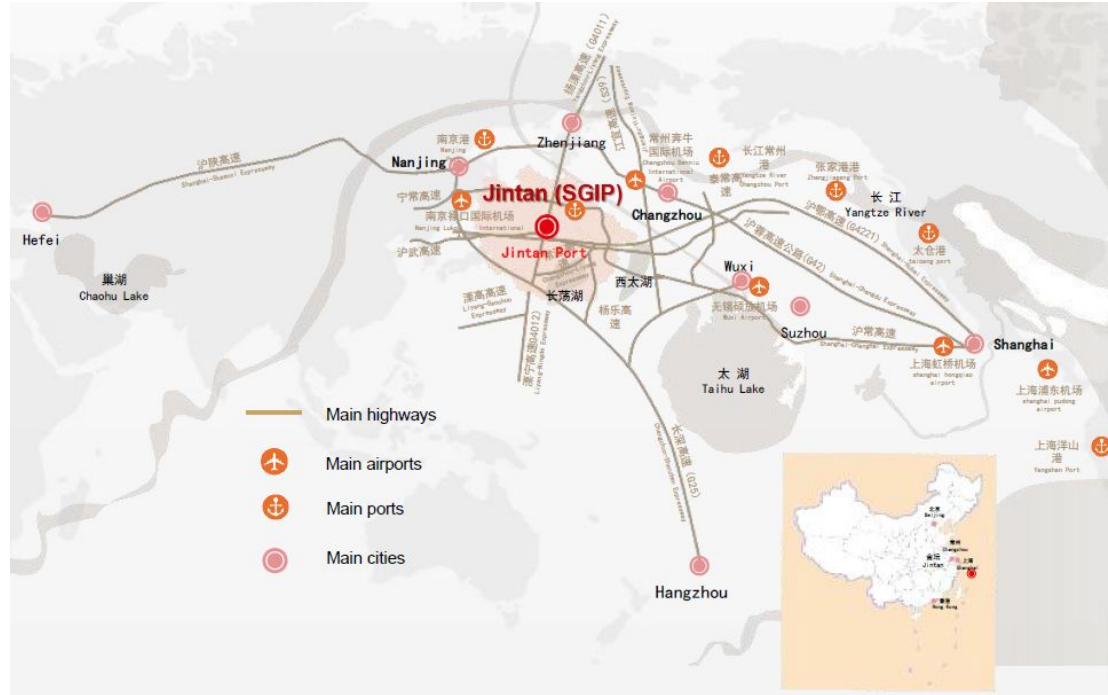
SGIP - NEW HOTSPOT FOR COMPANIES TO INVEST IN YRD



EXCELLENT GEOGRAPHICAL LOCATION



HIGH-EFFICIENCY 3D TRANSPORTATION SYSTEM



KEY HIGH-SPEED TRAIN ROUTES





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THE BRAND-NEW JINTAN STATION

MAIN INTERNATIONAL FLIGHTS IN NANJING LUKOU INTERNATIONAL AIRPORT





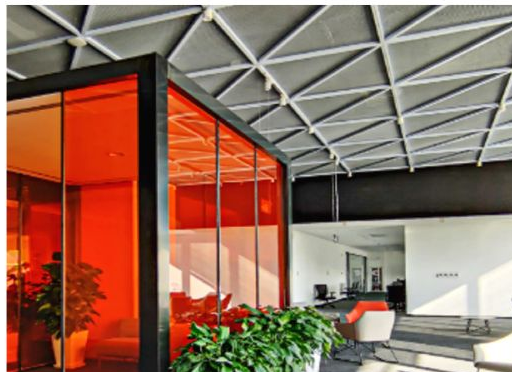
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SINO-GERMAN (CHANGZHOU) CENTRE



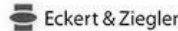
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SINO-GERMAN (CHANGZHOU) CENTRE



REPRESENTATIVE EUROPEAN ENTERPRISES IN SGIP





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LATEST GREENFIELD-PROJECTS IN SGIP



**11 OCTOBER - THE 10TH ANNIVERSARY
CELEBRATION OF PILZ JINTAN**



**21-22 OCTOBER - GERMANY BADEN
WURTEMBERG COOPERATIVE STATE UNIVERSITY
DELEGATION VISITED JINTAN, HOHAI UNIVERSITY
AND THE ENTERPRISES IN THE PARK**



**07 NOVEMBER - SINO-GERMANY ECONOMIC
COOPERATION FORUM AND ROADSHOW OF SGIP
WAS HELD IN STUTTGART, GERMANY**



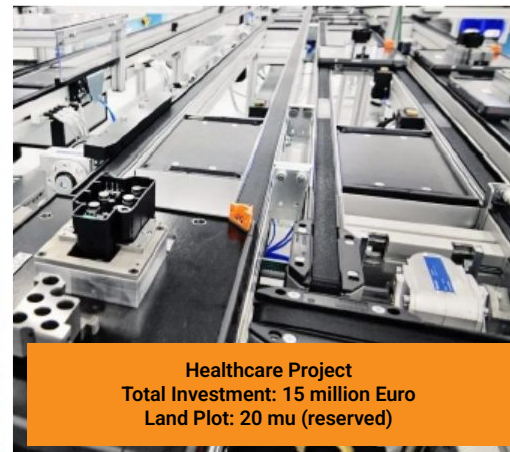
**12 DECEMBER - CHRISTMAS AND APPRECIATION
EVENT FOR FOREIGN COMPANIES IN JINTAN**



**19 DECEMBER - ONLINE SIGNING CEREMONY WITH
MAIER, SWISS HIGH-PRECISION CNC MACHINE
TOOLS PROJECT**



**20 DECEMBER - SIGNING CEREMONY WITH OBAGI,
AMERICAN SKIN CARE BRAND CHINA O2O
HEADQUARTER PROJECT**



Healthcare Project
Total Investment: 15 million Euro
Land Plot: 20 mu (reserved)

03 SEPTEMBER 2024 - The official opening ceremony of RAPA Electromagnetic Technology (Jiangsu) Co., Ltd. was held at SGIP, signifying a key milestone in the company's strategic expansion into China. This marks the beginning of RAPA's latest project in the region, following the signing of a new investment agreement in March 2024. The initiative reflects RAPA's continued confidence in the Yangtze River Delta's innovation ecosystem and manufacturing capabilities. With this new venture, RAPA aims to deepen its presence in the Chinese market, accelerate product localisation, and strengthen partnerships in the fields of intelligent electromagnetics, automotive components, and industrial control systems.

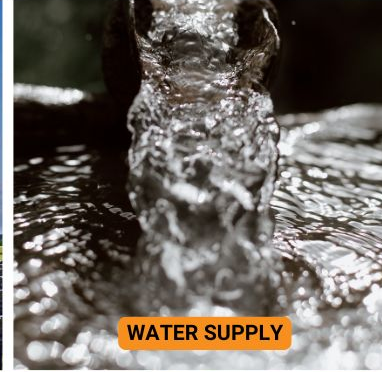
Fully Active Suspension Meter Pump Unit Project
Total Investment: 50 million Euro
Land Plot: 20 mu



09 JANUARY 2025 - The signing ceremony for the German High-Precision Bearing Project (IDC Phase II) was successfully held at SGIP, marking a significant milestone in international industrial cooperation. With a total investment of USD 30 million, the expansion project underscores the company's long-term commitment to the region and its confidence in the local business environment. The facility will span approximately 10,000 square meters, focusing on advanced bearing production to meet growing global demand across high-tech and precision engineering sectors. This second phase not only enhances production capacity but also reinforces the Yangtze River Delta's position as a hub for innovation-driven manufacturing and high-value industrial investment.



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COMPLETE INFRASTRUCTURE

GERMAN COMMUNITY



Sample House



House Inside



House Inside





SHOPPING CENTRE



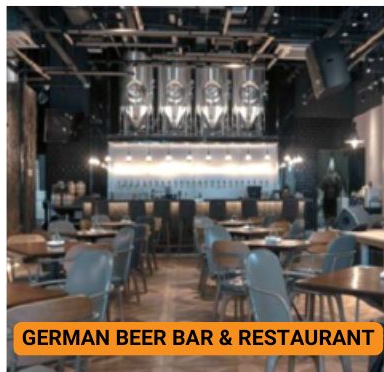
CHANGZHOU MIXED COMPLEX



CULTURAL CENTRE



INTERNATIONAL MEDICAL CENTRE



GERMAN BEER BAR & RESTAURANT



SUPERMARKET



ALDI



IKEA

ATTRACTIVE BUSINESS ENVIRONMENT



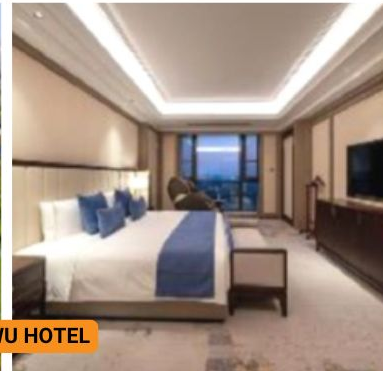
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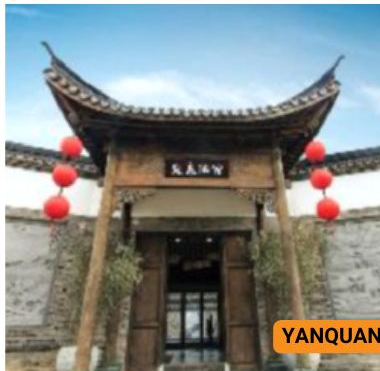
MARRIOTT HOTEL



ZHONGWU HOTEL



ZIYUN LAKE RESORT HOTEL



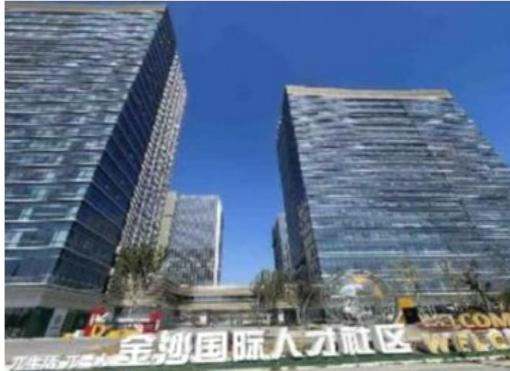
YANQUAN HAN GUAN



LUXURY HOTELS IN & AROUND JINTAN



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MODERN APARTMENT FACILITIES



**CHANGZHOU WALTON
INTERNATIONAL KINDERGARTEN**



**NANJING RGS GUILDFORD
INTERNATIONAL SCHOOL**



**CHANGZHOU
WYCOMBE SCHOOL**



**CHANGZHOU LIBERAL
EXPERIMENTAL SCHOOL**



**HT NANJING
IMPACT ACADEMY**



**THE BRITISH SCHOOL
OF NANJING**

INTERNATIONAL EDUCATION SYSTEM AROUND SGIP



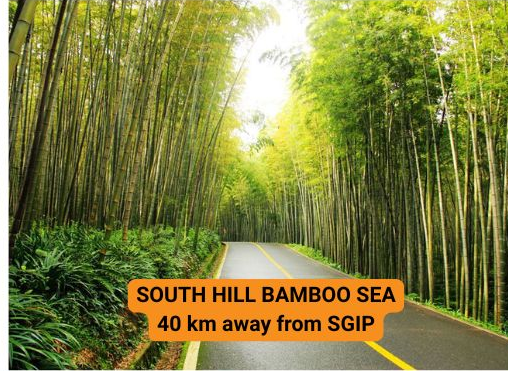
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CULTURAL ATMOSPHERE



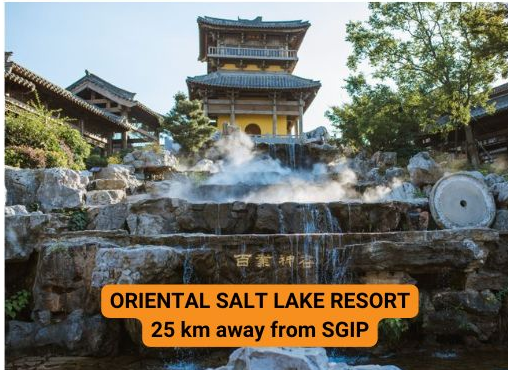
KINGSWAN GOLF
30 km away from SGIP



SOUTH HILL BAMBOO SEA
40 km away from SGIP



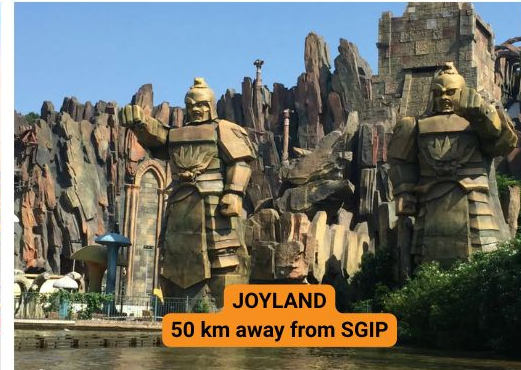
TIANMU LAKE RESORT
40 km away from SGIP



ORIENTAL SALT LAKE RESORT
25 km away from SGIP



CHINA DINOSAUR PARK
40 km away from SGIP



JOYLAND
50 km away from SGIP

RESORTS AROUND SGIP



**The 24th Meeting of the Joint Working-Group
between Jiangsu and Baden-Württemberg**



**The Exchange between the Jiangsu Provincial Government
and the European Chamber of Commerce in Jintan 2021**



**Sino-German Demonstration Project
for Energy 2022**



**Sino-German Cooperation Forum
Frankfurt am Main 2023**



Jiangsu-Germany Dialogue 2024



**The 30th anniversary celebration of the sister-city
relation established between Jiangsu Province and
Baden-Württemberg State**

INTERNATIONAL EXCHANGE

SKILLED WORKERS IN CHANGZHOU





TOTAL INVESTMENT	RMB 6 BILLION
TOTAL AREA	710,000 SQM
STUDENTS	15,000+
PLANNED NO. OF STUDENTS	20,000+
DRIVE TO SGIP	15 MINUTES
DRIVE TO JINTAN STATION	5 MINUTES



KEY STATISTICS



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VOCATIONAL TRAINING



SINO-GERMAN EDUCATIONAL COOPERATION

Since the official establishment of the "HWK Dual System Alliance," over 2,000 students at the Sino-German High-Skilled Talent Training and Certification Center have completed the German vocational qualification examination, providing strong talent support for German-speaking enterprises operating within SGIP.



NEW CAMPUS OF HOHAI UNIVERSITY IN JINTAN

Hohai University, one of China's top universities, officially opened its new campus in Jintan in September 2023. The campus is now home to over 15,000 students and offers a full range of academic programs, including bachelor's, master's, and doctoral degrees. Its academic strengths include key disciplines such as Mechanical Engineering and Intelligent Manufacturing, Artificial Intelligence and Automation, Metalworking, Material Science and Engineering, Energy and Power Engineering, and Vehicle Engineering. The campus also features the prestigious Hua Luogeng College, dedicated to cultivating outstanding talents in science and technology.



POST RECRUITMENT INFORMATION
IN SGIP SOCIAL MEDIA



JINTAN HUMAN RESOURCES
INDUSTRY PARK



COOPERATE WITH THE
BUREAU OF HRSS

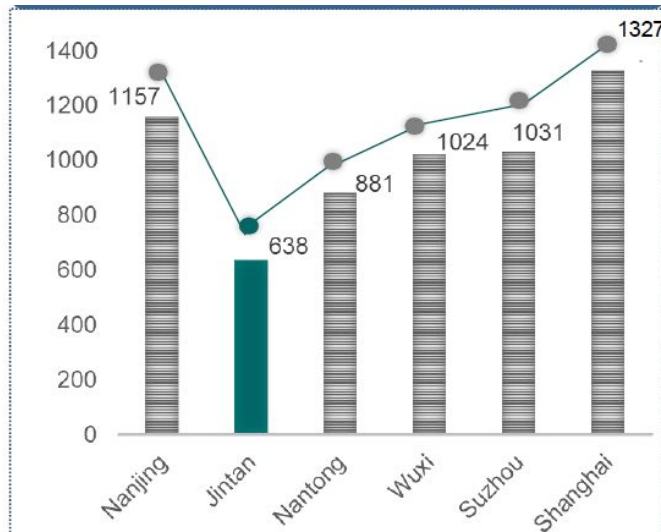


JOB FAIRS AT GERMAN COMPANIES, COLLEGES, AND UNIVERSITIES



RECRUITMENT

AVERAGE LABOUR COSTS IN YANGTZE RIVER DELTA



1 Euro ≈ 7.7 RMB

Employee Localisation Rate: 85%

Employee Turnover Rate: 5%

JINTAN: MINIMUM WAGE FROM 01.01.2024 (€323 PER MONTH)

STANDARDS OF VARIOUS PROFESSION		EDUCATION LEVEL AND SALARY	
Profession	Standards	Education	Salary
Skilled Worker	€455-520 per month	College degree and below	Over €455
Technician	€520-650 per month	Bachelor	Over €520
Manager	€650-975 per month	Master	Over €650
		PhD or higher	Over €1040

SUFFICIENT HIGH-QUALITY LAND RESOURCES FOR INDUSTRIAL USE

The Sino-German (Changzhou) Innovation Industrial Park (SGIP) currently spans 7 square kilometres of fully developed industrial land, purpose-built to support advanced manufacturing, technology, and international collaboration. In anticipation of continued growth, an additional 5 square kilometres of land surrounding SGIP has been earmarked for future expansion.

These plots—formerly high-quality agricultural land—feature stable soil conditions and are ideally suited for the construction of workshops, production facilities, and logistics infrastructure. This planned expansion ensures long-term scalability for companies operating within SGIP and reinforces its role as a strategic industrial hub in the Yangtze River Delta.





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SUFFICIENT HIGH-STANDARD WORKSHOPS

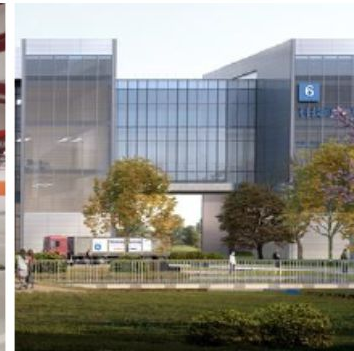
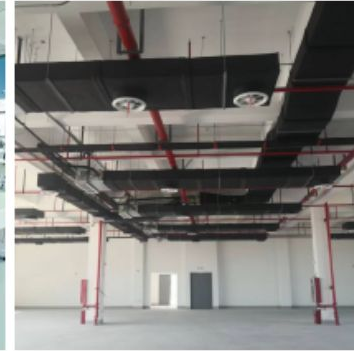
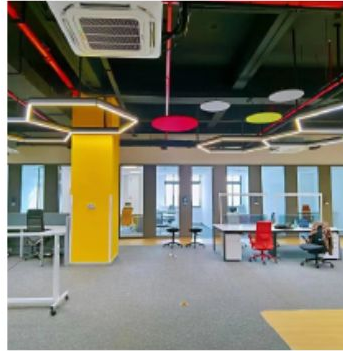


In total three buildings (three layers)

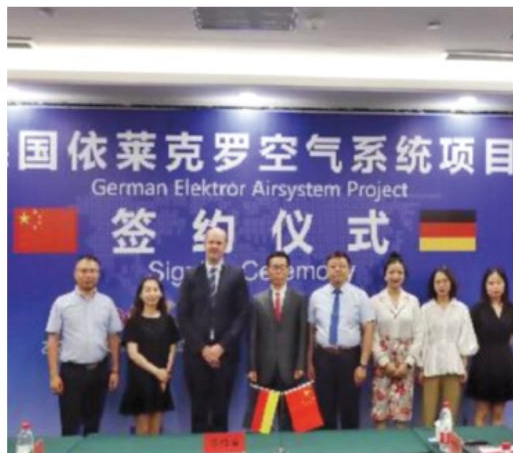
- Different sizes from 500-2000 m²
- Air-condition system equipped
- Co-work space and all round service
- Gym facilities

Available for

- Production
- Trading
- R&D
- Training and Education



INCUBATION CENTRE IN SGIP



SIGNING CEREMONY
08.2022



OPENING CEREMONY
07.2023

RENTING WORKSHOP - EXAMPLE OF ELEKTOR PROJECT



SIGNING CEREMONY
04.2022



GROUNDBREAKING CEREMONY
02.2023



OPENING CEREMONY
06.2024

GREEN FIELD - EXAMPLE OF ASTOTEC PROJECT



SIGNING CEREMONY
12.2021



ASSEMBLY AND TESTING IN LEASED WORKSHOP
10.2023

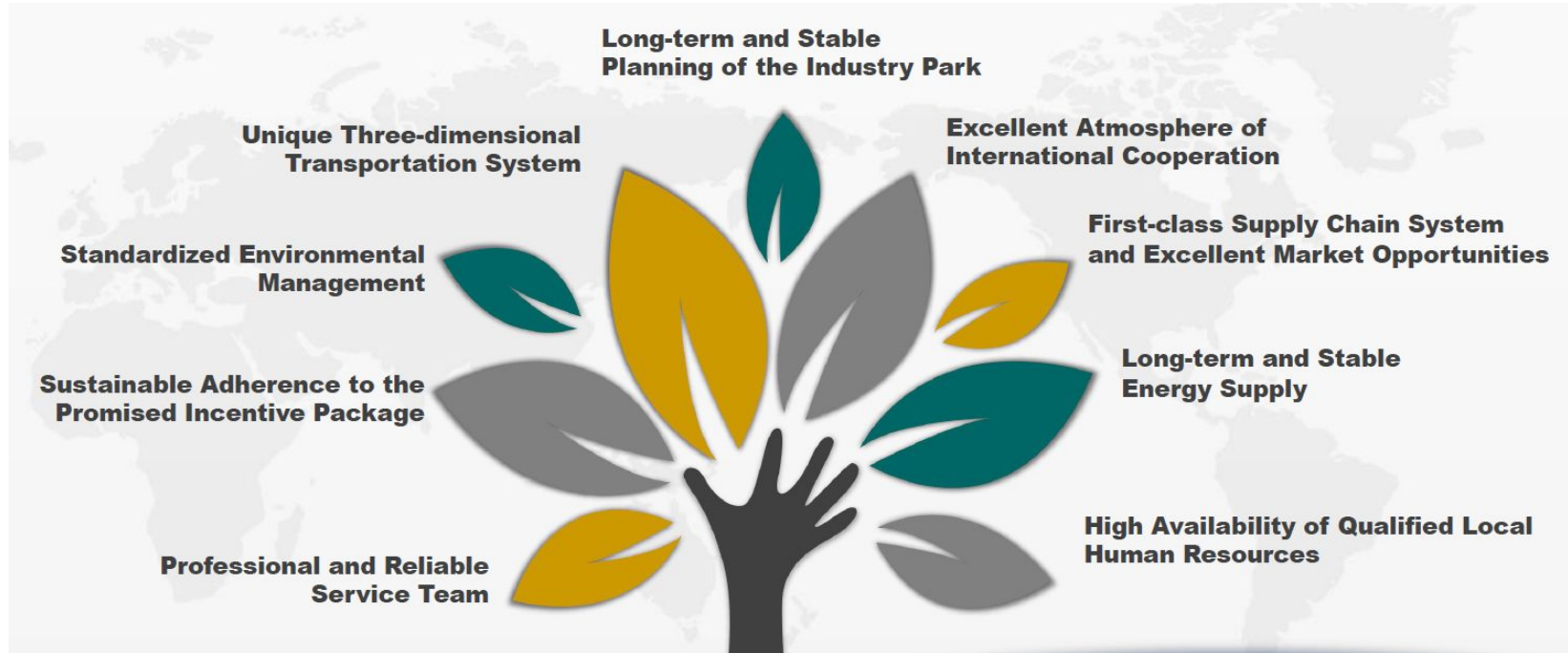


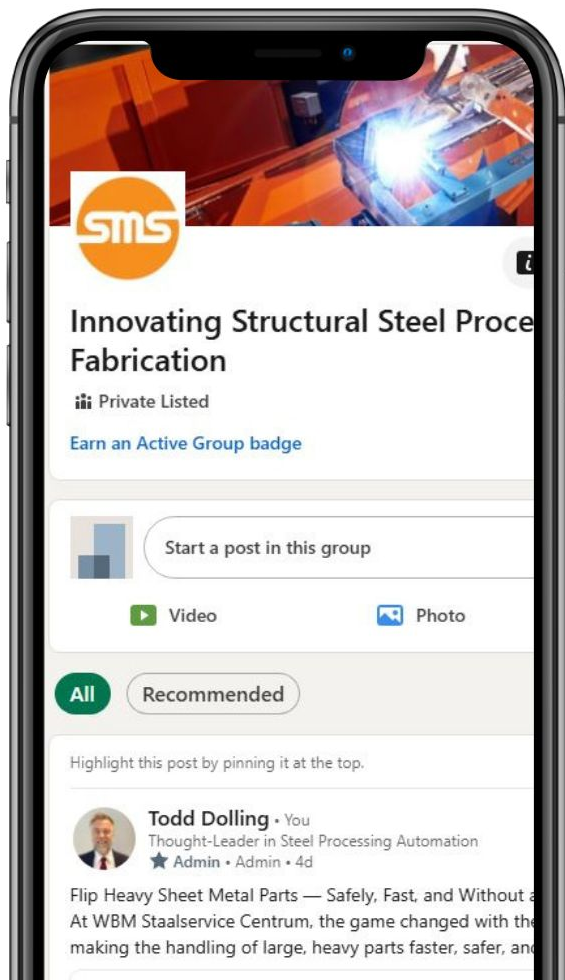
RESERVED LAND PLOT FOR FACTORY BUILDING
10.2025 PLANNED

RENTING WORKSHOP + GREEN FIELD - EXAMPLE OF SCHUF PROJECT



WHY SGIP IS YOUR FIRST CHOICE





JOIN OUR EXCLUSIVE AND GROWING LINKEDIN GROUP

Join our growing and exclusive LinkedIn Group -
[Innovating Structural Steel Processing and Fabrication Group.](#)

In this group, we bring in thought leadership content, topics, trends and challenges within the steel industry and steel processing automation. We encourage everyone to share your business challenges and solutions that you have encountered and how steel processing automation had helped achieved your business objectives.

JOIN HERE ►





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