

## All-in solutions pave the way for SKOV in China

*SKOV A/S have entered into an agreement for the supply of 28 complete broiler house ventilation systems in China. The customer decided to cooperate with SKOV as he was interested in an all-in solution, including consultancy services.*

Through its sales office in Bangkok, SKOV has entered into an agreement for the supply of complete Combi-Tunnel ventilation systems for 28 poultry houses in China. The farm is owned and run by Charoen Pokphand Thailand Co.

– This is our first major order from China and we won it in close competition with several local and international suppliers of ventilation equipment, says Asia poultry specialist Tommy H. Krogh, SKOV A/S.

The 28 systems will be installed at a farm near Changchung in the Jilin Province in the north-eastern part of China. This area has temperature fluctuations ranging from -20 °C in the winter to +35 °C in the summer.

– Combi-Tunnel ventilation is the only system type capable of handling such large temperature fluctuations, whilst still maintaining high productivity levels. Traditional tunnel ventilation cools the chickens too much in cold periods, says Mr Krogh.

– The producer decided to cooperate with SKOV because of our thorough knowledge of climate and production solutions for cold regions around the world. The customer focuses on service and reliability of delivery and we are cooperating on similar projects in Thailand, among other countries. We have won the customer's confidence through close cooperation where know-how and knowledge support are important elements of the supply, adds Mr Krogh.

Charoen Pokphand Thailand Co. is one of the largest poultry producers in Asia with a weekly production of 6-7 million broilers. The company sells its production locally as well as internationally.

The 28 systems will be installed in existing houses from the beginning of December 2008.

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**Caption**

SKOV delivers all-in ventilation systems to a renovation project comprising 28 poultry houses in the Jilin Province.