



**CAT MINH**  
TECHNOLOGY EQUIPMENT CO., LTD  
SINCE 2000

บริษัท ยูนิส ไทย จำกัด  
**UNIS**  
Thai Company Limited

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# Cat Minh Message

Nguyen Thanh Vinh, Ladies and Gentlemen!

Cat Minh Industrial Equipment Co.,Ltd,was established in 2000. Business license number: 0302069047, granted by the Department of Planning and Investment of Ho Chi Minh City.

We are one of the leading company operating in the industry Viet Nam :

- + Developing projects plants.
- + Plant performance enhancement.
- + Spare parts management and supply.

The present, Cat Minh Industrial Hardware Company Limited is authorized Exclusiveness by Unis Thai Company Limited in Viet Nam.

Unis Thai Company Limited is NEW Company name and Official Brand of CEMTECH Co., Ltd in Thailand.

CEMTECH is a manufacturers' representative and an engineering firm specializing in cement and similar industry.

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**Mr. Nguyen Thanh Vinh**  
Managing Director

# UNIS Message

Sawasdee Krab, Ladies and Gentlemen!

For almost 15 years since its founding and establishment in August 2003 at the city of Bangkok Thailand, the company has been a loyal and reliable local and international partner of various business organizations in the industry for project management, development and execution; plant performance enhancement; upgrades with minimum capital expenditures; and spare parts management and supply.

CEMTECH Co., Ltd. (aka CT) has earned its exclusivity in the core line of business when it separate from its Group almost a year ago (mid-2016). It was indeed a difficult decision at that time to split away from the group I love and built from scratch. Since the split, CT became solid and was no longer affiliated to any of the 5 companies that are part of the Cemtech Group.

And today, I am so pleased and humbled to share with you all the most-recent development in our company as we entered the 3<sup>rd</sup> Quarter of the year 2017... Beloved, may I introduce to you all our NEW Company name and Official Brand - **“UNIS Thai Company Limited”**.

Finally, Your happiness and productivity are my priority. Let us know at once if there's anything UNIS can do to make you happier and effective. For us, it's good business, as we experienced that “happy people” are smarter and more productive.

Thank you for your continued support and trust.



**Mr. Manop Roddej**  
Managing Director

- UNIS is a professional and reliable Service Provider for the following potential requirements (These 5 services are briefly explained in the succeeding slides for your reference):
  - (1) Operations and Maintenance (O&M) Services – Preventive and Condition-based Plant Maintenance.
  - (2) Plant Assessment for Kiln and Cement Production Lines Capacity Upgrades.
  - (3) Spare Parts Management and Supply.
  - (4) Project Management and EPC Contracts – Owner's or Main Contractor Representative functions.
  - (5) Consultancy provision for Technical-Engineering needs.
- Basically, when an interested Client come for their specific requirement/s, UNIS immediately conducts pre-assessment interviews to determine the task required. Such interviews may be performed in the location site or at the UNIS Office in Bangkok Thailand, however, in most cases, UNIS are oftentimes invited to come and visit the Client in their location site for better understanding and hands-on-experience.

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## Operations and Maintenance (O&M) Services – Preventive and Condition-based Plant Maintenance

UNIS Thai Co., Ltd. offers a short-term to long-term O&M service provision under a customized Service Agreement to interested Clients. Customers of this particular service can productively focus their resources and energy more on Sales, Marketing, Admin, Finances and other business sub-processes without the burdens of Manufacturing works.

Our O&M teams are capable with adequate skills, experience and knowledge to carry-out daily to routine works and tasks of operating a Plant.

### Plant Operation and Maintenance

**Example of Assessment result : Operational Recommendation from inside inspection**

**Assessment:** Gas flow measurement in PM Cooler, PM, Coal mill and other location.

Enlarging the reject cone of classifier

Gas Measurement on Raw mill and Coal Mill

**To do:** Gap Adjustment following Operational criteria and Fine tune.

### Plant Operation Optimization & Improvement

**Assessment:** Go in Detail Equipment to inspect – GAP analysis Indonesia.

Checking the grinding table to be worn out.

**POTENTIAL**

Potential / Target

Actual Situation

Actual Situation

Actual Situation

Actual Situation

sealing ring

**For example, Improve quality in Indonesia.**

%Oxide	Raw Mix	Kiln feed	Clinker
SD. LSF	12.5	11.25	9.1
% F.CaO			0.93
C3S			44.02
C2S			28.29
C3A			9.98
C4AF			12.72

## Plant Assessment for Kiln and Cement Production Lines Capacity Upgrades

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UNIS Thai Co., Ltd. believes that plant equipment and its auxiliaries can be optimized to its optimum capacity, which may result into capacity increases with minimum investment costs. Upon comprehensive plant assessment by UNIS experts, Clients can expect a professional information that can serve as the basis for potential improvement decisions. Clients can benefit into faster and economical increment in production outputs brought by these Capacity Upgrades and solutions.

**Kiln Upgrade**

Upgrade compare with build new line

Build New production line	Upgrade
Cost: ≈ 6X-7X Times USD	Cost: ≈ X USD
Time: ≈ 2-3 years	Time: ≈ 1 year
Fast Return of Investment	Faster Execution

**Vertical Mill Upgrade**

High efficiency separator

**Ball Mill Upgrade**

Cement Dynamic Separator

V-Separator

**Cooler upgrade**  
(add fixed inlet grate & rearrange cooler fan system)

Enhance heat flow  
(increase secondary air temp. and tertiary air temp.)

CTI Fixed inlet grate

Reduce rod wear, movement and maintenance cost

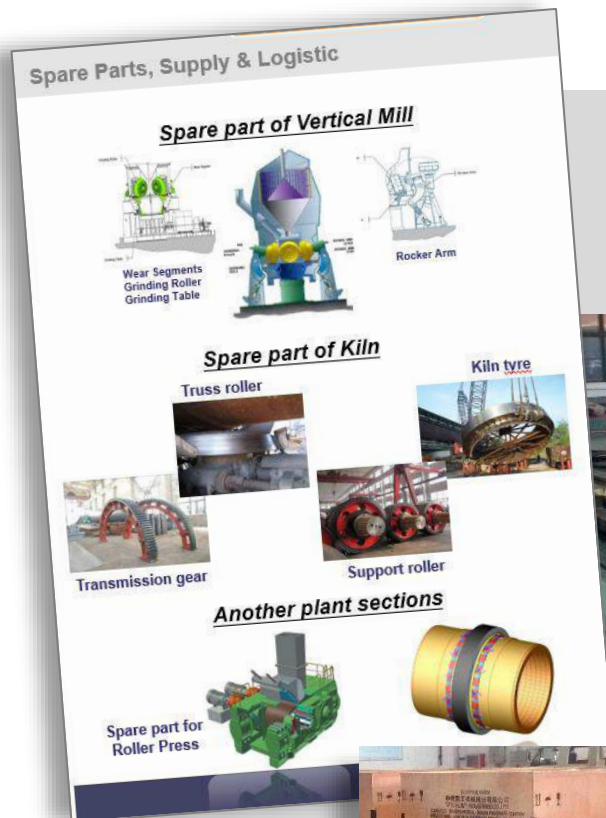
# UNIS Core Services

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## Spare Parts Management and Supply.

UNIS Thai Co., Ltd. liaises and works with various Original Equipment Manufacturers (OEM) that are well-known in the world for its reliability and cost-effectiveness.

However, part of the goal is also to provide the Customers with relevant options from the vast variety of other OEM sources available in the market today. These items that UNIS has accessed to are found to be equally-Standard quality spare parts and products at reasonable prices. Prices that are oftentimes very difficult to ignore in this very competitive world.

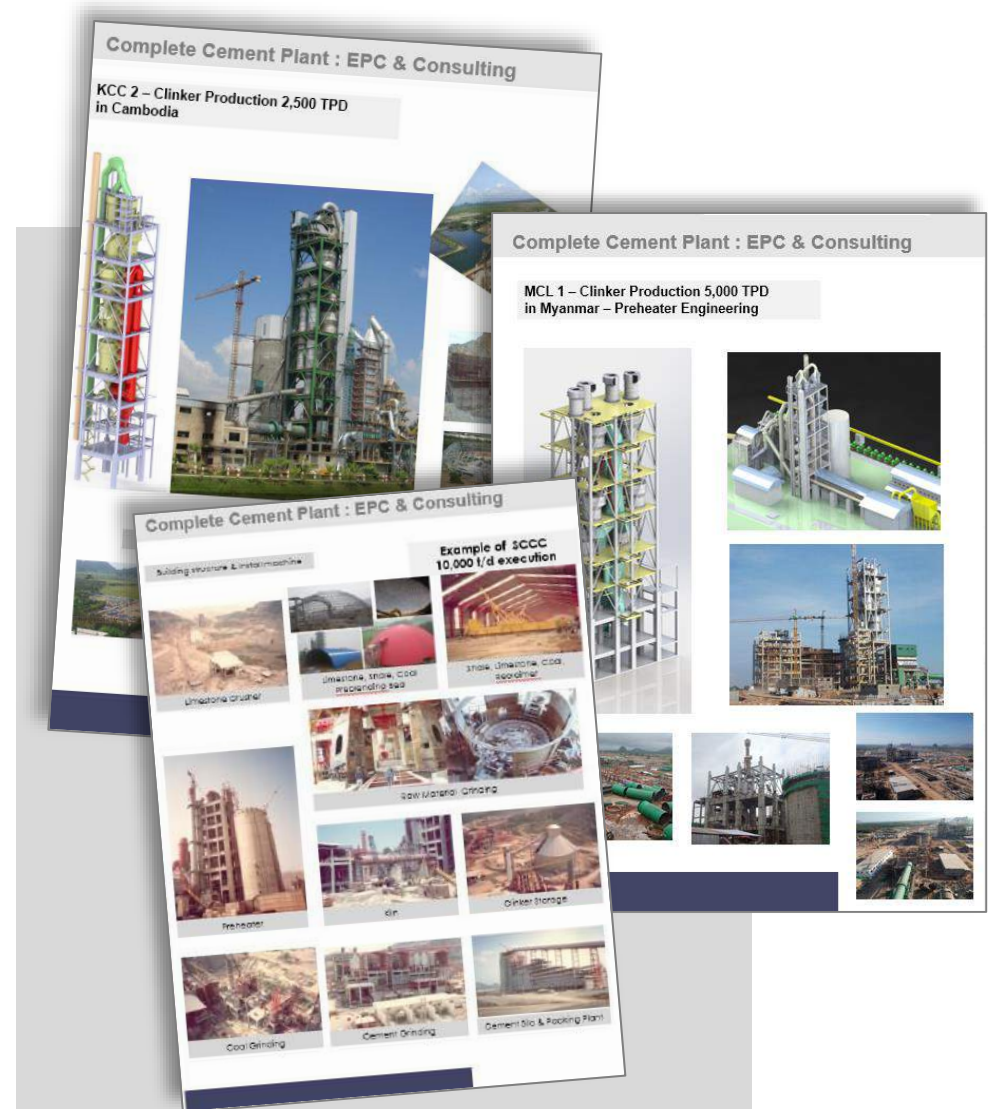




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## Project Management and EPC Contracts – Owner’s or Main Contractor Representative functions

UNIS Thai Co., Ltd. is very pleased to provide services for total quality solution covering the “product – project – system”, and include the customers’ own competitive advantages to collaboratively resolve all the complex issues in diverse businesses or industry, e.g. cement industry, manufacturing plant, etc. commencing from green field to the rehabilitation projects as a single solid professional solution provider.



## 5

## Consultancy provision for Technical-and-Engineering needs

UNIS Thai Co., Ltd. utilizes our excellent engineering experience and creativity to harness and provide leading-edge technology in the service of our customers. Our combination of solid engineering knowledge and expertise is used to develop our products and services that precisely meet our customers' individual requirements and thereby help them to achieve their business objectives from the initial investment to the optimal operational performance.

**Plant Operation Optimization & Improvement**

**Upgrade assessment** : Operational Recommendation from inside Survey and measurement

- Example of SCG - Khaowong upgrade 10000 tpd. to 12000 tpd.
- Example of SCCC - K3 upgrade 55000 tpd. to 70000 tpd.

Civil Team Survey Preheater and TAO  
Check Feasibility of Ideas

Tertiary Air Duct  
Diameter: 2680 mm

Tertiary Air Duct extraction  
has been modified from the  
original supply

Preheater System:  
Proposed Modification

To Check ID, Fan

To Check BPR

To Check Burner

To Check Coil design

# Meet the Key Management Team



**Mr. Manop Roddej**  
Managing Director



**Mr. Salvador Penano**  
Director, Projects



**Mr. Felix Sagesser**  
Technical Director

# Our Relevant Services

Facilitates Total Quality Inspection and Factory-Acceptance-Tests (FAT)



Distribution Centers  
Logistics – Air, Sea and Land

Supervision of Installation and Commissioning Works



Technical and Engineering Consultancy



# Our Partners and Customer Engagement

## Partnership Opportunity



“Meet-and-talk” with the industry enthusiasts and experts.

## Technical Customer Visits



We value our Customers. And that's why we GO there...and work side-by-side with the people in a more collaborative approach.

## Spare Parts Management Seminar



We always want our Clients to succeed and self-discover their untapped potentials towards continuous improvement.

## Technical Training and Support



We listen. We learn. And we share our best experiences with our Customers to support them to make optimum decisions.

# Contact Us

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