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Water treatment for cooling towers

Supply of chemicals and continuous monitoring
Periodic descaling and servicing
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“EXPO-NEWS” Monthly e-bulletin – May 2019

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International Trade Conferences, Fairs, and B2B Exhibitions & Events in Sri Lanka

Exhibition of Construction Building Materials, Machinery & Interior Products

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8th Edition



19TH, 20TH & 21ST JULY 2019

AT BMICH EXHIBITION CENTER - COLOMBO, SRI LANKA

Towards a "Green Sri Lanka"

ORGANIZED BY





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Lalanka Group Tops Water Purification Sphere in Sri Lanka

Lalanka Engineering is one of the best local companies solving the water problems of Sri Lankans. The company supplies water filters capable of removing various bacteria and poisonous substances in drinking water. They have also introduced water purification plants to vehicle service centers, hotels, Government hospitals and garment industry to enable them to refrain from releasing impure water to the environment. A portable & waste water purification machine for bakery organizations is also being manufactured at Lalanka Engineering.

Lalanka Water Management has also introduced a non-alcoholic beer with minimal sugar named 'Bavaria' manufactured in the Netherlands to the Sri Lankan market. Bavaria non-alcoholic beer contains malt, peach and pomegranate and other natural fruit tastes.

Mr Sagara Lunuwila is the Chairman of the Lalanka Group. Appearing below is the success story of his business.

Lalanka Group celebrated its 22nd anniversary recently. What do you have to say about the company's journey of 22 years?

I am really happy about the success achieved by Lalanka Group. I was born in Matara and the idea of starting my own business came into my mind after I graduated and was appointed to the Central Environmental Authority. I discovered a chemical to purify water in year 1997. Then I obtained the patent rights to that product and introduce it to the market under the brand name 'Bestco'.

Then, we started manufacturing water filtering equipment to solve domestic water problems. As time passed, we were able to develop them to the industrial level, from domestic level. Today, we locally market water purification equipment and we got the opportunity of entering the international market through exporting our products to the Maldives.

Because of our water purification equipment, impure water is not being released to the environment. We manufacture the technology of purifying water suitable to be used to water plants locally with a very reasonable cost, enabling us to supply them to customers at very low prices.

We introduced a machine capable of purifying water mixed with chemicals expelled by bakeries. By installing that machine, bakery owners can avoid receiving bad environmental reports. That chemically contaminated water will not block sewer systems. Waste water is released to the environment after being thoroughly purified.



Chairman Mr. Sagara Lunuwila

Lalanka has a reputation as an organization testing water samples?

Yes. For a long time in the past, Sri Lankans were faced with a problems of getting water samples quickly with high technology. We have intervened to fulfill that requirement. Accordingly, we provide the general public with most accurate reports of water samples faster than Government Institution. We have established a laboratory with ultramodern facilities in the Rathmalana area.

What are the quality standard certificates you have received?

This year, Lalanka Engineering was presented the ‘De Abhimanee’ award by the urban development authority, additionally to the awards we have received as a proud Sri Lankan product. Furthermore, Lalanka has been awarded ISO-2000 HACCP, SLS and ICTAD standard certifications and several other international standard certifications.

Hasn't Lalanka acquired a high reputation among drinking water bottles?

Yes, our bottled water has acquired a high reputation among drinking water bottles and we are happy about it. Furthermore, many people from outstations are coming to Colombo to purchase out Water bottles manufactured with the highest technology and distributed in Colombo and suburbs.

Lalanka water filters are presently used by many state and private sector organizations. What is Lalanka's secret?

The successful solutions we have produced over the past 22 years may have influenced that. Furthermore, we provide continuous after sales services. Our well trained and experienced technicians capable of finding solutions to any kind of water problem can solve any problem within a very short time. We have been carrying out the water purification work in many state organizations for a very long time.

Going beyond water purification, isn't your company providing swimming pool equipment and other relevant technical services?

Yes, we do. That is another part that made the Lalanka name very popular among renowned tourist hotels and other institutions. More costs have to be borne on basic construction work relevant to swimming pools than technical equipment. By now, alternate solutions such as constructing swimming pools with fiberglass have come to the fore.



At present, Lalanka have penetrated the local soft drinks market. But, 'Bavaria' introduced by you is differs from other soft drinks in many ways?

That is true. We wanted to introduce an alcohol-free soft drink to the Sri Lankan Market. We decided early that its sugar level should be the lowest in the market at present. That is why we imported 'Bavaria' from the Netherlands to Sri Lanka. In all testes conducted on 'Bavaria' under all Government regulations, it is confirmed that it does not contain alcohol in any form. At present, as a sales promotion, we give one can of 'Bavaria' free to customer who purchases one can.

Other than a soft drink, haven't you introduced an alcohol free beer named 'Bavaria' to the Sri Lanka market?

Demand for such an alcohol free beer was there for a long time among the consumer public. We are introducing it from the Netherlands, producing quality beer of the highest standard. Even now, there is a high demand for 'bavaria alcohol free beer from tourist hotels and such establishments.

You are an entrepreneur who has won a great love for the country and the world starting from almost zero. What have you got to say to entrepreneur like you?

You should continue your business with self-confidence, without being discouraged and looking at its ups and downs with equanimity. That is how I reached this point today. Furthermore, I see a great wrong being committed today. Many banks and financial institutes lower interest rates on loans when a business begins to Prosper. But, when tat business shows a drop, they give loans to that business on very high rates of interest. Many local entrepreneurs are laid low at that point. If the local entrepreneur is to be protected, it is very important for the country to give him loans at low rates of interest in difficult times.

You are an entrepreneur who has a great love for the country. How were you fashioned that way?

Through Buddhism. We always work to conduct our business in a society-friendly way. At present we are cultivating fruits and vegetables without using any poisons on a 20-acre land in Millaniya, Horana. We do not use any chemical pesticides on our cultivations of fruits and vegetables. Instead, we use natural remedies such as neem (kohomba) extract.

Even though it was difficult to fashion the soil to suit that, we are getting close to our aim even suffering losses. At present, about 150 people are employed by our Company. Other than that, we have got the ability of providing hundreds of indirect employment opportunities.

Now we are providing environmental friendly service from following well reputed brands.

1. Tsurumi-sewage & waste water pumps from Japan
2. Fujiclean- Domestic & industrial waste water and sewage treatment plants (Jakaso) from Japan
3. Viqua (USA)- UV filters from Canada
4. Cooltap 'Besto' (Singapore) – For A/C system to protect water leaking.
5. Runxin (China)- Automatic Control valve for Drinking Water Filters
6. Liago Auto Dosing pump from china.



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3PL & Supply Chain Summit: Atlanta

Westin Peachtree Plaza | Atlanta | June 10-12 2019

A photograph of a large conference room with many people seated at round tables, attending a conference. The room has blue ambient lighting and a large screen at the front. A dark blue overlay with white text is positioned in the center of the image.

14TH INTERNATIONAL CONFERENCE ON Agriculture & Horticulture

AUGUST 15-16, 2019 ROME, ITALY

EXHIBITION OF BUILDING CONSTRUCTION, INTERIOR & RESORT SUPPLY IN MALDIVES



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World Seafood Shanghai

14th Shanghai International Fisheries and Seafood Exhibition
14th Shanghai International Aquaculture Exhibition

Aggregation of Seafood from Worldwide
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28-30 August 2019

Shanghai New International Expo Center, China

A specialised fish and seafood exhibition aimed at reducing the demand and supply gap



 **ASIA RUBBER EXPO 2020** **RubberTech**
India 2020

January 8-10, 2020

Chennai Trade Centre, Chennai, India.

ORGANISED BY:



CURC AAKAR EXHIBITIONS LLP



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ASIA FRUIT LOGISTICA
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Hong Kong



ICBMH 2019

**13TH INTERNATIONAL CONFERENCE ON BULK MATERIALS
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9-11 July, 2019 — Gold Coast, Australia

Arab RUBBER EXPO 2019

9-10 OCTOBER 2019

Sharjah, UAE

WWW.RUBBER-EXPO.COM

Co-located Expo

PU Tech
ARAB 2019
FOAM EXPO

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Email: expo@technobiz-asia.com

EVENT HIGHLIGHTS

- Exhibition on Technologies & Products
- Industry / Technology Forum
- Educational Training Courses
- Buyers Guide & Reference Books
- Research / Technology Poster Zone
- Networking Dinner

FRUIT EXPO 2019

2019 Guangzhou International Fruit Expo

Date: June, 27th-29th, 2019

Venue: China Import & Export Fair Complex



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Aluminium China

10

11

12

July 2019

Shanghai New International Expo Centre
(SNIEC), Shanghai, China



**WORLD
TEA & COFFEE EXPO**

21 - 23 November 2019

MUMBAI, INDIA

11

SRI LANKA EXPORT DEVELOPMENT BOARD

TRADE INFORMATION SERVICE

NEW ARRIVALS/ACQUISITIONS of Magazines, Journals, News Papers & Directories in the EDB Business Library – MAY-2019

NAME OF THE PUBLICATION	VOLUME		PERIOD
INDUSTRIAL PRODUCTS MAGAZINS			
DAIRY INDUSTRIES	Volume 84	NO.05	May-19
WOOD CARVING	Volume 168		May/June 2019
AGRICULTURAL PRODUCTS MAGAZINS			
Tea & Coffee Trade Journal	Volume 191	NO.05	May-19
European Price Report	PP 11855	ISSUE 3/2019	Mar-19
INFOFISH Trade News	PP 4935	ISSUE 0127-9114	01-Arial-2019
INFOFISH Trade News	PP 4935	ISSUE 0127-9114	Mar-19
INFOFISH Trade News	PP 4935	ISSUE 0127-9114	15-Arial-2019
INFOFISH Trade News	PP4399	ISSUE 1511-5979	May/June 2019
Globefish Highlights		ISSUE 1st	Jan-Sep2018
Fresh Produce Journal	Volume 125	ISSUE 08	03-May-19
Fresh Produce Journal	Volume 125	ISSUE 05	22-May-19
Fresh Produce Journal	Volume 125	ISSUE 06	15-Apr-19
Fresh Produce Journal	Volume 125	ISSUE 07	19-Apr-19
OTHER MAGAZINS			
TIME	Volume 193	No.18	May-13-2019
TIME	Volume 193	No.19	May-20-2019
TIME	Volume 193	No.20	May-27-2019
TIME	Volume 193	No.21	June-03-10-2019
The Economist	Volume 431	Number 9141	May 4TH-10TH 2019
The Economist	Volume 431	Number 9142	May 11TH-17TH 2019
The Economist	Volume 431	Number 9143	May -18TH 2019
The Economist	Volume 431	Number 9144	May -25TH-31ST 2019
Central Bank Annual Report - 2018 Sinhala & English		ISSUE 978-955-575	2018
TALKING ECONOMICS DIGEST		ISSUE-TWO	2018
Census of Public & Semi Government Sector Employment-2016			18/06/2018
Bluecon - 2019			28/02/2019
LMD	Volume 425	ISSUE 10	May-19
FORTUNE	Volume 197	Number 06	01-Jun-18
NEWS LETTERS & BULLETINS			
සතිපතා ආහාර ද්‍රව්‍ය විවරණිකාව	Volume 41	Issues 12	22-28/May/2019
සතිපතා ආහාර ද්‍රව්‍ය විවරණිකාව	Volume 41	Issues 13	29-March-04April-2019
සතිපතා ආහාර ද්‍රව්‍ය විවරණිකාව	Volume	Issues 14	05-11/April/2019



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