From Initial Inquiry to Successful Delivery: 500KG/H Bread Crumb Production Line for Ukrainian Customer

In 2023, we established our first contact with a client from Ukraine through email. Following several rounds of technical discussions, we gained a comprehensive understanding of the client's specific requirements, including production capacity, oven heating methods, and the specific variety of bread crumbs required for their local market. Based on these detailed specifications, we designed and quoted a complete 500KG/H bread crumb production line specifically tailored to their operational needs.

Resilience in Partnership

However, due to regional instability and local conditions at that time, the project progress was temporarily paused. Despite these external challenges, we remained committed to the relationship, maintaining regular communication to ensure it stayed active and stable. Throughout this period, we continued to provide technical support whenever needed, demonstrating our reliability as a long-term partner even before a contract was signed.

In September 2025, the project was officially restarted. The client appointed their procurement manager, Mr. Konstantin, to lead the technical coordination with our team. During this crucial phase, we clarified several vital technical aspects, including energy consumption efficiency, the level of system automation, and precise final product specifications.

Hands-On Technical Validation

On September 15, 2025, a three-person delegation from the client arrived for an on-site visit to our factory. We conducted an extensive factory tour, introducing each piece of machinery in detail according to the initial quotation.

The entire bread crumb production process was demonstrated step-by-step, encompassing:

- Raw material feeding: Ensuring consistent input.
- Crushing and processing: Achieving the desired base texture.
- Drying and grinding: Precise moisture control and size reduction.
- Sieving and collection: Final grading for quality assurance.

Our engineers provided comprehensive on-site explanations while the client recorded the visit and raised technical queries, all of which were addressed with precision. To build a stronger rapport, we followed the tour with a business dinner to discuss our future cooperation in a more relaxed environment.

Tailored Technical Excellence

The following day, we arranged a visit to the facility of one of our cooperative customers. There, the client witnessed the 500KG/H line in full real-world operation. This hands-on experience provided them with undeniable proof of our machine stability, automation performance, and operational efficiency. They were particularly impressed by the system’s ease of operation and consistent output quality.

Finalizing the Partnership and Delivery

Upon returning to Ukraine, the delegation presented the project details to their senior management. Within one week, the contract was officially signed, and the equipment deposit was paid. During the production phase, we collaborated closely with the client by providing:

- Detailed equipment layout drawings.
- Strategic factory planning suggestions.
- Specialized production formula references to ensure they were ready for immediate production.

Prior to shipment, we conducted a remote video inspection to confirm that all equipment met the client's rigorous standards. We also implemented precise packaging protocols and provided a detailed container loading layout for approval to guarantee safe transit.

On April 28, 2026, the production line was successfully loaded and shipped to Ukraine. We ensured all machinery was firmly secured and actively assisted the client with customs

clearance documentation to facilitate a smooth import process.

A Vision for Future Success

This project is more than just a successful equipment delivery; it is a testament to a long-term relationship built on mutual trust and technical excellence. We remain committed to providing professional solutions and reliable support from the first inquiry to final operation.

We warmly welcome more global customers to visit our factory for on-site inspections. We believe that seeing our equipment in real operation is the most effective way to understand its true performance and value, and we look forward to building many more successful projects together in the future.