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# Wire & Cable ASIA 线缆 亚洲

May 2008 • US\$33\*

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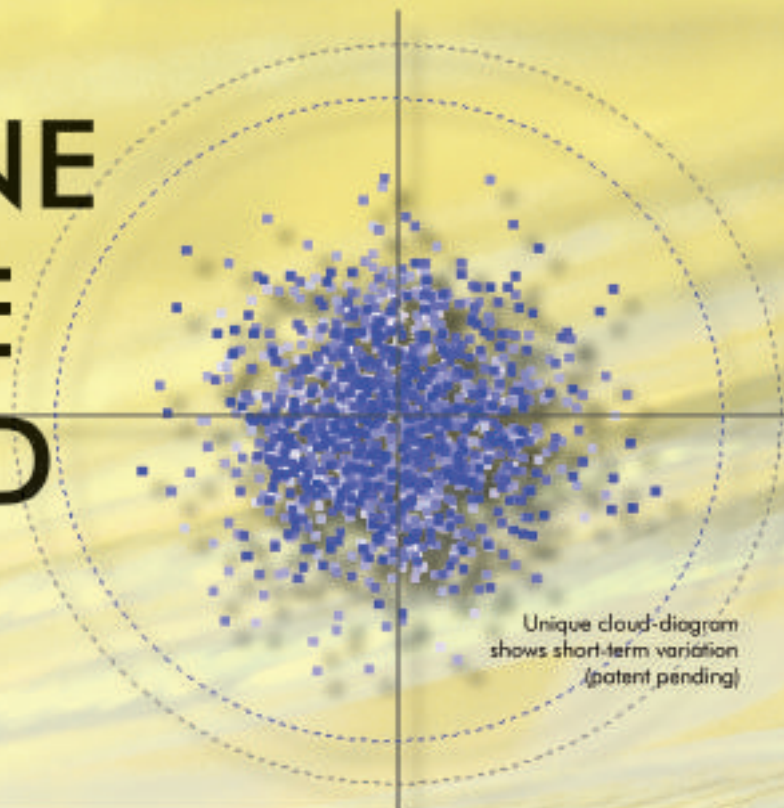
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成缆机系列  
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## New from Wire & Cable ASIA: The digital E-Zine online magazine

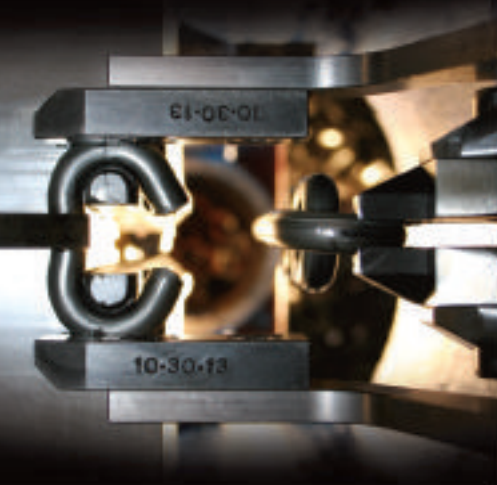


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We can embed video and other media content into the e-zine to enhance your advertisement by showing working machinery or equipment on screen - giving online readers an insight into your company's technology and experience.
- **Options**  
Regular readers and international subscribers may also purchase an annual e-subscription to receive all 6 editions of Wire & Cable ASIA magazine (including full technical articles) sent direct to their inbox with every issue.

# Wire & Cable ASIA 线缆





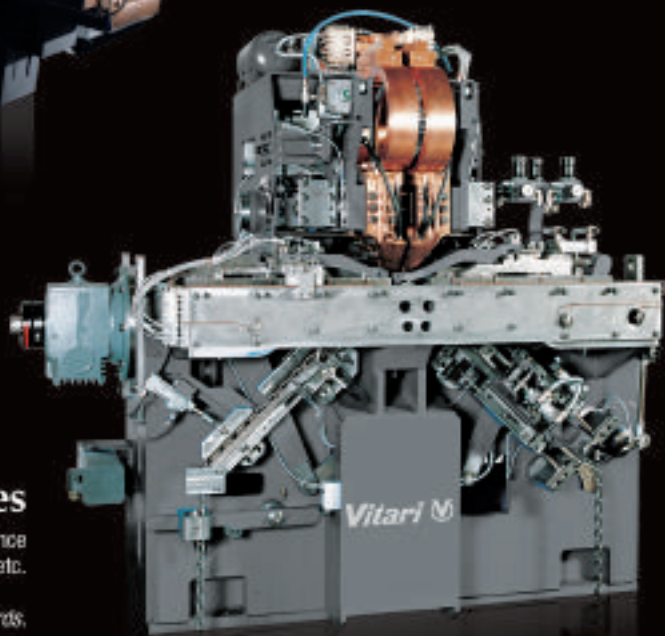
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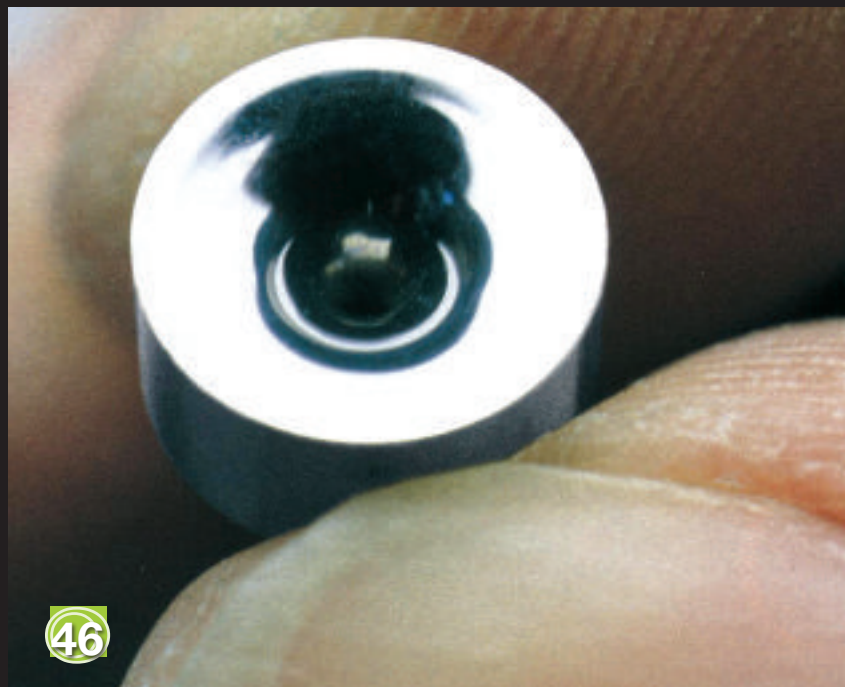
*Picture: machine without safety guards.*



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**June**

7-11: **Wire Expo 2008** – trade exhibition – Pittsburgh, USA  
**Organisers:** Wire Association Int  
**Fax:** +1 203 453 8384  
**Email:** info@wirenet.org  
**Website:** www.wirenet.org



**September**

23-26: **wire China 2008** – trade exhibition – Shanghai, PR China  
**Organisers:** Messe Düsseldorf Asia  
**Fax:** +49 211 4560 7740  
**Email:** info@wirechina.net  
**Website:** www.wirechina.net



**November**

9-12: **IWCS** – technical conference – Rhode Island, USA  
**Organisers:** IWCS Inc  
**Fax:** +1 732 389 0991  
**Email:** admin@iwcs.org  
**Website:** www.iwcs.org

**June**

17-20: **Cabling/Wiring 2008** – trade exhibition – Kiev, Ukraine  
**Organisers:** TDS Expo  
**Fax:** +380 44 526 9374  
**Email:** info@weldexpo.com.ua  
**Website:** www.weldexpo.com.ua

23-26: **9th China (Guangzhou) International Metal and Metallurgy Exhibition** – trade exhibition – Guangzhou, China  
**Organisers:** Julang Exhibition Co Ltd  
**Fax:** +86 20 386 20790  
**Email:** meiwen@julang.com.cn  
**Website:** www.julang.com.cn

**November**

20-22: **Wire and Cable India** – trade exhibition – Mumbai, India  
**Organisers:** CII  
**Fax:** +91 22 2493 9463  
**Email:** info@ciionline.org  
**Website:** www.ciionline.org

**April 2009**

27-30: **Interwire** – trade exhibition – Cleveland, USA  
**Organisers:** Wire Association Intl  
**Fax:** +1 203 453 8384  
**Email:** info@wirenet.org  
**Website:** www.wirenet.org

**May**

12-15: **wire Russia 2009** – trade exhibition – Moscow, Russia  
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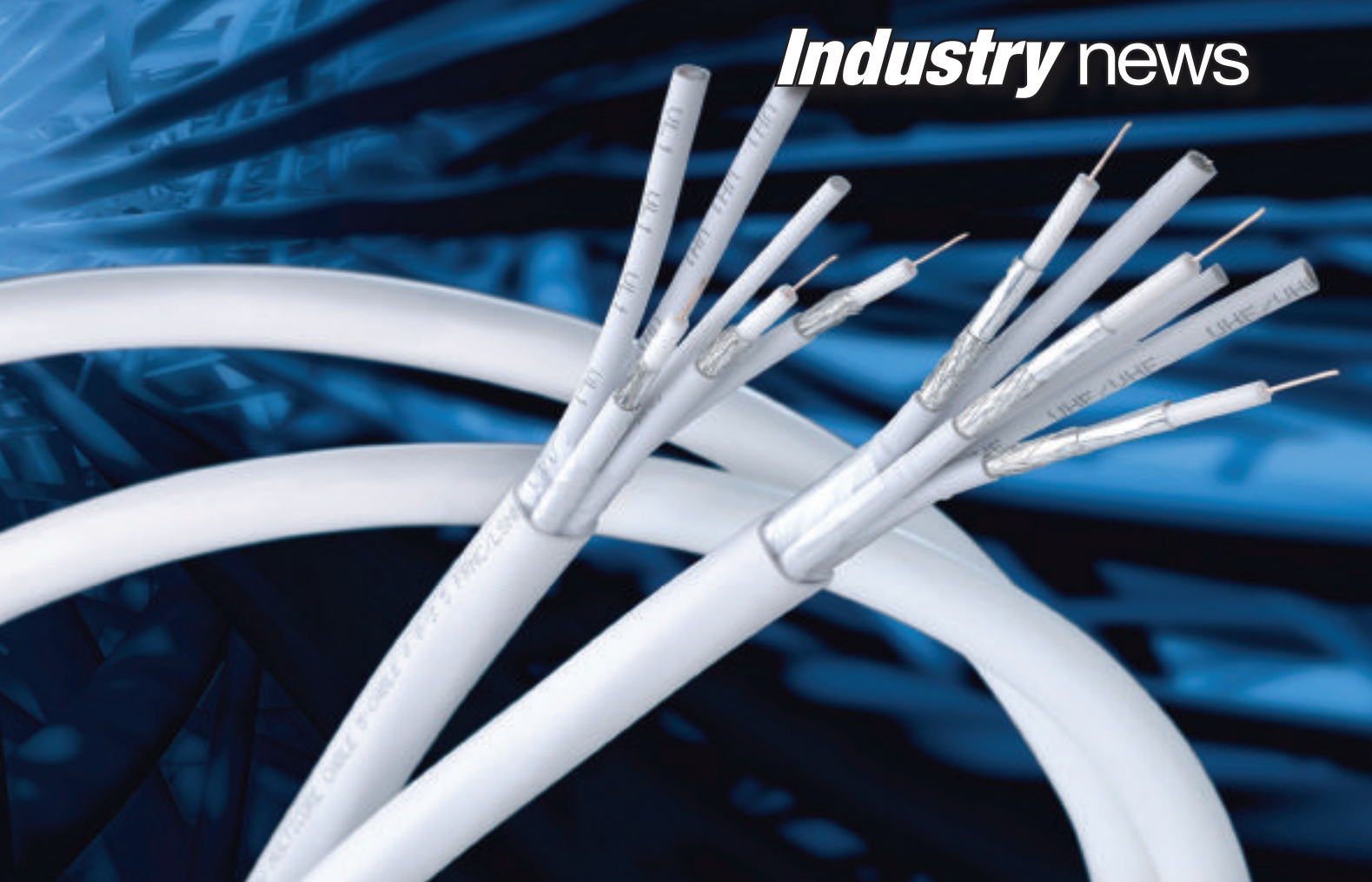
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18-21: **Wire Turkey** – trade exhibition – Istanbul, Turkey  
**Organisers:** Media Force  
**Fax:** +90 212 465 7417  
**Email:** info@mediaforceonline.com  
**Website:** www.mediaforceonline.com

**October**

6-8: **Metaltech** – trade exhibition – Sao Paulo, Brazil  
**Organisers:** Grupo Cipa  
**Email:** international@cipanet.com.br  
**Website:** www.cipanet.com.br





○ Extending range of cables from Habia

## Habia extends cable range

Global cable manufacturer Habia Cable has further enhanced its market leading range of Flexiform coaxial cables with the introduction of Flexiform L versions that offer a reduced insertion loss over the standard Flexiform range.

Flexiform is a re-formable alternative to traditional semi-rigid cable.

Because it can be stripped and formed by hand without the need for special and often expensive tooling associated with traditional semi-rigid cable it also provides a cost effective alternative.

Handling is similar to any standard coaxial cable and existing cut and strip machines can be used.

Frequently used within cellular base station antennas, the new 'L' versions

give the opportunity for antenna manufacturers to incorporate the cable into cellular base station designs and offer antennas providing enhanced call quality.

By introducing a profiled low loss dielectric, Flexiform 401 L and Flexiform 402 L coaxial cables give a 7% reduction in attenuation over the standard Flexiform range whilst maintaining the outstanding shielding qualities.

A range of impedance options are available together with non-magnetic conductor types, various screening options and jacket colours as well as a wide range of material alternatives.

Flexiform 401 L and Flexiform 402 L offer a phase stable product with little

dimensional trade-off and no additional cost implication.

As with the standard product, a range of different impedances can be provided if required.

Designed to operate from -65 to 180°C, the cables are manufactured with a silver plated copper conductor, profile extruded PTFE jacket, tin soaked tin plated copper braid and the option of Fluoropolymer (FJ) or Halogen free Jackets (HFJ).

Flexiform L is also available in a range of alternative colours.

**Habia Cable – Sweden**

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**Website:** [www.habia.com](http://www.habia.com)

# No more lead after July

In the first initiative of its kind in the wire and cable industry, Teknor Apex has advised customers that it will supply only non-lead stabilised (NLS) PVC compounds after 31<sup>st</sup> July this year.

In the case of NLS compounds that have already been fully developed and established as compliant with requisite codes and standards, the company will cease producing lead-stabilised versions effective immediately.

Also included in the changeover are pre-coloured compounds, for which the Vinyl Division's sister business, Teknor Color Company, has developed colour concentrates that comply with the European Union's Reduction

of Hazardous Substances (RoHS) regulations, including restrictions against the use of lead.

Underscoring the significance of this initiative is the pioneering role of Teknor Apex in developing PVC as a workhorse compound for insulation and jacketing, as well as the sheer number of such compounds – more than 3,000 – now offered by the company, according to Mike Patel, industry manager.

“For decades after Teknor Apex began manufacturing PVC wire and cable compounds in the 1940s, lead-containing additives were the most effective means of making PVC thermally stable while maintaining its outstanding electrical properties,” said Mr Patel.

“All that has now changed. New non-lead stabilisers plus advanced compounding technology has enabled us to manufacture NLS compounds whose performance and cost are comparable to lead-stabilised materials.”

Customers that have not already initiated a changeover to NLS compounds are urged to do so as soon as possible. Representatives from Teknor Apex will contact those companies to provide NLS-compound recommendations and any other advice.

**Teknor Apex Company – USA**  
**Fax:** +1 401 729 0166  
**Email:** vinly@teknorapex.com  
**Website:** www.teknorapex.com

## Ending the year on a high!

Maillefer SA ended the year on a high note – with the second management buy-out, with backing from the Alpha Group.

Prior to the deal, Maillefer management was financed through private equity from Argos Soditic.

Neither the increased level of management participation nor the acquisition price has been disclosed.

The timing for the buy-out was opportune. Maillefer activities have been steadily developing.

Total sales in 2006, as announced in early 2007, reached a record well exceeding €100 million.

Though the figures for 2007 are not yet published, they are clearly topping those of 2006.

The opportunity exists for further development.

Maillefer is a leading provider for manufacturing solutions to the world's wire and cable and tube and pipe industries.

**Maillefer SA – Switzerland**  
**Fax:** +41 21 691 2143  
**Email:** info@maillieferextrusion.com  
**Website:**  
 www.maillieferextrusion.com

## A helping hand . . .



○ Free guide gives advice on avoiding errors

Cropico has published a new illustrative guide providing an overview of low resistance measurement techniques, common causes of errors and advice on how to avoid them. The free colour 34-page ‘Guide to Low Resistance Measurement’ features tables of wire and cable characteristics, temperature coefficients and formulae to enable the user to select the appropriate measuring instrument and measurement technique.

The guide includes a useful section explaining the role and importance of resistance measurement in the manufacture of electronic components, switches, relays, connectors cabling, electric motor and generators and fuses.

Information on resistance measurement requirements in the automotive and railway utilities industries has also been featured. There is a handy glossary of terms at the end of the guide, providing an easy-to-follow explanation of terms relating to both bonding and earth resistance, as well as common industry acronyms such as DMM (digital multimeter), DUT (device under test) and AWG (American wire gauge).

**Cropico – UK**  
**Fax:** +44 191 586 0227

**Email:** sales@cropico.com  
**Website:** www.cropico.com



# From Russia . . . with a new order!

A new order has been received by Tenova LOI Italmimpianti from Siemens VAI Metals Technologies Srl in Russia. This order is for the overall revamping of the existing rolling mill of Izhstal OAO plant, located in Ishvesk, Udmur Republic (Russia).

The order is relevant to the installation of a new 90t/h walking hearth furnace. The furnace will be operated to reheat billets of different steel grades such as structural steel, tool steel, high speed tool, martensitic and ferritic steel grades.

The furnace will be equipped with latest generation Tenova flameless burners. The plant is owned by Mechel, one of Russia's leading mining and metals companies, producer of coal, iron ore, nickel, steel, rolled products, and hardware. This order confirms the strong presence of Tenova LOI Italmimpianti in the Russian market serving important and prestigious customers and enforces the relation established with Mechel Group.

Tenova has recently received orders from Mechel in Romania for the revamping of a walking hearth furnace and for the supply of an EAF in Ishvesk (Russia).

**Tenova LOI Italmimpianti – Italy**  
**Fax:** +39 02 4693026  
**Email:** info@tenovagroup.com  
**Website:** www.tenovagroup.com

## Interest booming

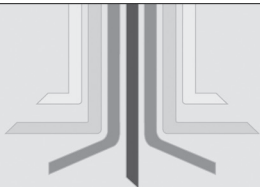
Interest is booming in euroLITE – the meeting point for the lightweight construction industry – being staged from 24<sup>th</sup>-26<sup>th</sup> June in Salzburg, Austria.

As the only specialist trade fair in Europe, euroLITE focuses on the entire spectrum of development and simulation tools, materials and production technologies for lightweight construction.

It's a concept which has aroused great interest among the suppliers of these products and solutions. The second euroLITE has attracted numerous renowned companies which were not represented at the first event. In the 'Joints and Connections' and 'Surface Technology' theme parks, euroLITE concentrates on areas which represent major challenges in lightweight construction.

The three-day lightweight construction forum by the Landshut Lightweight Construction Cluster, with contributions from the fields of construction, materials and manufacturing technologies, will be held in German and English with simultaneous translation.

**H & K Messe GmbH & Co KG – Germany**  
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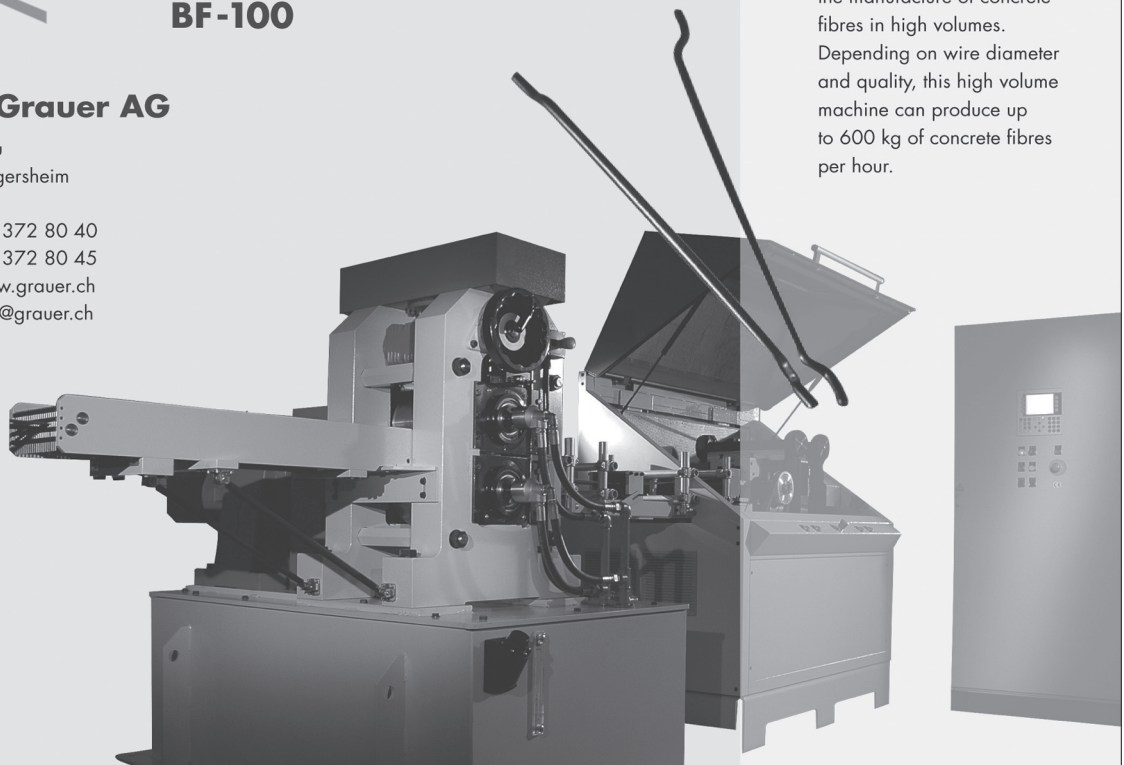


## Concrete Fibres Machine BF-100

### Rudolf Grauer AG

Maschinenbau  
 CH-9113 Degersheim  
 Switzerland  
 Tel. +41 71 372 80 40  
 Fax +41 71 372 80 45  
 Internet: www.grauer.ch  
 E-Mail: info@grauer.ch

The concrete fibres machine BF-100 is designed for the manufacture of concrete fibres in high volumes. Depending on wire diameter and quality, this high volume machine can produce up to 600 kg of concrete fibres per hour.



Quality  
 System  
 ISO 9001

# Ocean's spectrometer gets the approval

Huge Winners CNC System (Shenzhen) Co Ltd has chosen Ocean Optics miniature fibre optic spectrometers to use in its LED (light emitting diode) sorting systems.

Ocean Optics Asia, based in Shanghai, worked together with the Chinese company to develop a workable solution to improve the reliability of its LED sorting system. With bulbs moving through its sorters at a rate of approximately 8,000 pieces per hour, speed was another important factor for Huge Winners in selecting a spectrometer.

Ocean Optics' USB4000 measures and processes individual LED spectral data within 10 to 50 milliseconds. Spectral data is quickly digitised and processed by computer for dominant and peak value wavelength, CIE colour and irradiance (lumens).

Based on these results, the sorter then transports each individual bulb to the

appropriate collection bin for storage. Even under rigorous 18 hour work days, the USB4000 maintains consistent speed and accuracy.

The USB4000 Spectrometer selected by Huge Winners is distinguished by enhanced electronics: 16-bit A/D resolution for auto nulling (an enhanced electrical dark-signal correction); EEPROM storage of calibration coefficients for simple spectrometer start-up; 8 programmable GPIO signals for controlling peripheral devices; and an electronic shutter for spectrometer integration times as fast as 3.8 microseconds – a feature that prevents detector saturation.

In addition, the USB4000 has signal-to-noise of 300:1, sensitivity of

130 photons/count at 400nm, and optical resolution (FWHM) ranging from 0.3-10.0nm.

**Ocean Optics – USA**

**Fax:** +1 727 733 3962

**Email:** info@oceanoptics.com

**Website:** www.oceanoptics.com



○ Ocean's spectrometers is the real winner in China

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## New furnace contract for Tenova

GTS Industries, France, has awarded Techint Italmimpianti Deutschland the contract for engineering, supply, erection and commissioning of one Pusher Type Furnace for a plate mill in Dunkerque, France.

The furnace is designed for a capacity of 200t/h to heat up slabs with different qualities up to 1,250°C.

The furnace fulfils the highest conditions about homogeneity of temperature, scale losses, efficiency and emitted values.

The new furnace will be connected in series to the existing furnaces with the purpose to increase the mill load capacity.

The order includes a turnkey plant of a bilateral heated Pusher Type Furnace equipped with Tenova LOI Italmimpianti FlexyTech®-LO-NOx high speed and roof radiant burners firing natural gas.

The complete equipment will be started up in June 2009.

**Tenova LOI Italmimpianti – Italy**

**Fax:** +39 02 4693026

**Email:** info@tenovagroup.com

**Website:** www.tenovagroup.com



## Positive signs for Interwire 2009

The Wire Association International (WAI) Inc and the International Fastener Machinery and Suppliers Association (IFMSA) have announced plans to co-locate their respective trade events – the Interwire Trade Exhibition and the International Fastener Exposition – at the IX Center, Cleveland, Ohio, USA between 27<sup>th</sup> and 30<sup>th</sup> April 2009.

With WAI's educational and annual convention functions the complete Interwire event, which ranks among the top 200 trade shows in the US, will run from 25<sup>th</sup>-30<sup>th</sup> April 2009.

"Many factors contributed to the Interwire 2007 success story and the co-location with IFE was clearly among them," said WAI President Ron Reed.

"Our decision to co-locate again in 2009 was based on the 14% boost in attendance in Cleveland in 2007 and on the interest in a combined event – both of which were positive signs.

"We're pleased to reconnect with the IFMSA group and intend to focus our efforts over the next year toward refining an already well received programme for even better visitor appeal," he said.

### Wire Association International – USA

**Fax:** +1 203 453 8384

**Email:** info@wirenet.org

**Website:** www.wirenet.org

## New offices for Simufact

Simufact Engineering GmbH, which provides software and services in massive forming technology, has opened a new office in the Metakus Technology Centre for metal forming in Baunatal, Germany. With the opening of the Metakus Technology Centre on 8<sup>th</sup> January, a unique service centre for metal-working companies has been created.

The aim of Metakus is to strengthen companies with innovative products and manufacturing processes in order to increase market competitiveness. The new building offers engineers and technical staff access to 1,700m<sup>2</sup> of office space, including test laboratories, pilot plant stations and workshops.

Metakus has named Simufact as a strategic partner, responsible for applications in process simulation and massive forming. Due to its close relationship and location, Simufact can easily be integrated into all Metakus projects.

### Simufact Engineering GmbH – Germany

**Fax:** +49 40 790 16222

**Email:** office@simufact.de

**Website:** www.simufact.com

The advertisement features a large background image of industrial machinery, including a multiwire staple production machine and a staple automatic machine. In the foreground, there are several rolls of wire mesh and finished staple strips. The text is arranged in columns around the machinery.

**Rudolf Grauer AG**  
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 CH-9113 Degersheim  
 Switzerland  
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### Multiwire Staple Production MS-250

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 With multiple wire technology and infinitely variable speed up to 4'000 staples per minute.

## Conference heads for Spain

Following the success of the inaugural conference last year, CRU's 2<sup>nd</sup> World Wire and Cable Conference will this year be held in Barcelona, Spain, from 1<sup>st</sup>-3<sup>rd</sup> June. The conference is being co-hosted by Superior Essex and El Sewedy Cables and will address and discuss the essential topics affecting the global wire and cable industry.

Day one of the conference will cover: Routes to Market, contribution of Suppliers to the Cablemakers, and copper and fibre issues. Day two of the conference once again will consist of parallel tracks. Delegates have the option to attend different sessions from each track, giving a broader industry perspective.

This conference also introduces a new track covering structured cabling. With an expected international delegation of more than 300 senior level representatives, this conference presents all attendees with a unique opportunity to meet other industry decision makers from around the world who are involved in the wire and cable industry.

### CRU Events – UK

**Fax:** +44 20 7837 0976

**Email:** cruevents@crugroup.com

**Website:** www.cruevents.com

## New vice president at Polyolefins group

Borealis has appointed Lorenzo Delorenzi as executive vice president for its Polyolefins business group and member of the executive board.

Delorenzi vacates the position of vice president for the business unit pipe, where he led a successful turnaround of the business. Prior to joining Borealis, he held senior commercial and management positions within Tetrapak, one of the world's leading packaging organisations. Delorenzi has a degree in Applied Business Economics from the University of Louvain in Belgium.

### Borealis AG – Belgium

**Fax:** +43 122 400 333

**Email:** info@borealisgroup.com

**Website:** www.borealisgroup.com

# Boosting power in Africa

Nexans and INEO Energie Export (part of Suez Group) have just completed a major project to install Nexans AERO-Z<sup>®</sup> high voltage overhead conductors in record time.

This project is part of a contract to upgrade the capacity of the 264km power line between Birnin-Kebbi (Nigeria) and Niamey (Niger). The €7m contract was awarded by Société Nigérienne d'Electricité (NIGELEC).

At NIGELEC's request, the INEO-Nexans consortium completed the project in just 29 days.

"The deadline imposed by NIGELEC was a real challenge for Nexans because the cable had to be installed in winter – a low demand period – so as to minimise service interruptions.

"The experience and flexibility of all INEO installation staff allowed us to meet this challenge," said Thierry Capelle, Nexans overhead lines business group managing director.

Installing the AERO-Z<sup>®</sup> cable on the power link between Birnin-Kebbi in Nigeria and Niamey, the capital of Niger, has two important benefits.

It will increase the power transmission capacity by at least 75% – to 70 MW in the worst summertime conditions and up to 80 MW in winter. It will



○ Nexans – helping keep power on line in Africa

also reduce the need for costly local generation alternatives such as gas, diesel or kerosene powered generators.

The new higher performance high voltage link, that significantly reduces energy losses, will enable NIGELEC to import more power from Nigeria, its main supplier, and thus benefit from a dramatic decrease in cogeneration costs. The contract awarded by NIGELEC involved a total length of

820 km of AERO-Z<sup>®</sup> conductors. The Nexans Dour plant in Belgium manufactured most of the cable (740 km).

The Nexans plants in Bourg-en-Bresse (France) and Mohammedia (Morocco) also each produced 40 km of cables.

### Nexans – France

**Fax:** +33 1 56 698484

**Email:** info@nexans.com

**Website:** www.nexans.com



# Help is at hand for the end users

Based on the premise that all members of the wire and cable industry should collaborate to improve power, communications and data products and processes, Dow Wire & Cable has expanded its corporate initiatives to further benefit end users.

“Strong working relationships amongst suppliers, cable manufacturers and utilities will continue to drive success in both emerging and established wire and cable markets,” said Tim Laughlin, general manager, Dow Wire & Cable. “Business presence, regional manufacturing, high quality standards and the understanding of regional requirements are also important components, but the best results will come from solid partnerships.”

To achieve and support these important partnerships, Dow Wire & Cable has added a global End Use Marketing Team, which consists of experienced executives who will focus on the regional needs of end users, including utilities, co-ops, manufacturers and others who establish and maintain industry specifications.

Led by Ram Ramachandran, director of End Use Marketing, the new team will promote Dow Wire & Cable technologies and solutions for the transmission, distribution and consumption of power, voice and data.

Team members will participate in key country/regional industry organisations, committees and testing agencies to help develop high-performance solutions. Their individual expertise, combined with Dow Wire & Cable’s global reach and involvement, will continue to provide strong support for the cable industry across the entire value chain.

Regional leaders of the Dow Wire & Cable End Use Marketing Team include: Marcio Alves, South Latin America (mtalves@dow.com); Simon Leung, China & Asia Pacific (leungs@dow.com); Marcello Mori, North Latin America (mmori@dow.com); Brent Richardson, North America (brichardson@dow.com); Simon Sutton, Europe and Russia (sjsutton@dow.com).

“Our goal is to enable customers and end users to achieve the longest possible lifespan in finished wire and cable goods by combining their

processes with our technology and advanced materials,” Ramachandran said. “While this requires extensive up-front planning and collaboration, the benefits are significant: improved reliability, longevity and efficiency; lower total system costs; and environmental improvements.”

**Dow Wire & Cable – USA**  
**Fax:** +1 713 978 3281  
**Email:** info@dow.com  
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# Certification for Gem Gravure

Gem Gravure Co Inc, Hanover, Massachusetts, USA, has recently earned its ISO 9001:2000 certification. This internationally recognised standard for quality management requires a commitment to product quality and continuous improvement. Certified companies use the ISO 9001:2000 standard as a tool in pursuit of improved customer satisfaction.

“The requirements of the ISO specification work well with the processes we use at GEM,” said quality manager Jean Patton. “Formal certification assures our customers of what they have known for years, GEM continues to strive for the highest quality in our products and processes.”

In addition to quality systems, GEM continues to pursue products that fulfil customer environmental and regulatory requirements. The contents of all GEM fluids comply with Restriction of Hazardous Substances (RoHS) requirements. The company offers ink jet fluids registered as



○ Jean Patton, quality manager; Ramona Krogman, marketing manager; Sharon Hall, administration manager; Brian Leopold, technical support manager; JJ Jenness, customer service manager; James Grey, chemical engineering; Peter Cook, environmental, health and safety manager after receiving the ISO certification

Clean Air Solvents in Southern California. VOC exempt and low VOC eco-friendly fluids are available for ink jet. Water-based inks are available for band marking and high temperature printing systems. GEM is known for innovative systems for all wire and cable identification applications.

All GEM inks are of the highest quality and reliability. Inks are tested and available for use in all major ink jet printer types.

**Gem Gravure Co Inc – USA**  
**Fax:** +1 781 878 5753  
**Email:** info@gemgravure.com  
**Website:** www.gemgravure.com

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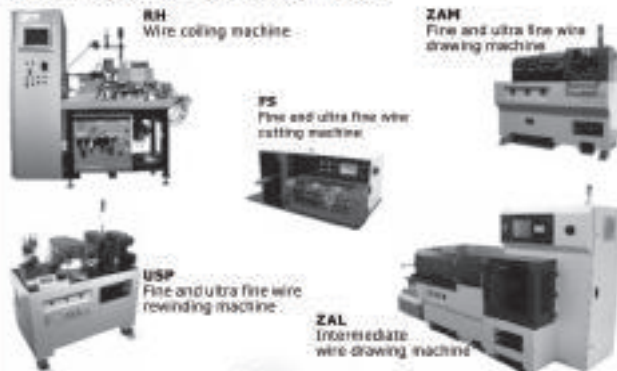
## SOMA AG

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Soma is an international active system and machine manufacturer for the fine and ultrafine wire industry. With its high technology and complex products, Soma is one of the leading suppliers worldwide of wire drawing machines, coiling machines, specialised machines, as well as winding, take up and pay off systems.

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 8340 Hinwil ZH  
 Switzerland

T +41 44 938 98 88  
 F +41 44 938 98 38  
 info@somafinewire.ch  
 www.somafinewire.ch



## New board member at Nexans



○ Dr Wolfgang Bedorf

Dr Wolfgang Bedorf has been appointed as a member of the Executive Committee of Nexans, and executive vice president, rest of the world area, with effect from 1<sup>st</sup> February.

The area includes the Middle-East, Morocco, Turkey, South America, Africa, Russia and the former Soviet Socialist Republics. Dr Bedorf, who will be based in Nexans' headquarters in Paris, is moving from his current position as Nexans country manager of Germany.

Dr Bedorf was born in Cologne, Germany, and graduated as a doctor of engineering from the technical university of Aachen. He started his career in engineering management with AEG AG (later Daimler Benz AG) progressing to the position of manager of the electrical machines and transformers division.

He joined Alcatel Cable in 1995 as manager of the Energy Network Cable Business Group. When the company split-off from the Alcatel Group in 2000 to form Nexans, he became chairman of the management board for Nexans in Germany and country manager. From 2000 to 2004, he was also manager of the Nexans Energy Networks Business Group. Since 2005, he has supervised both Nexans' business in the Central Europe Area and the Harnesses Business Group.

Outside of Nexans, Dr Bedorf is a board member of the Association of the German Electro-Technics and Electronic Industry.

**Nexans – France**  
**Fax:** +33 1 56 698484  
**Email:** info@nexans.com  
**Website:** www.nexans.com

## DSM strengthens its US market

Royal DSM has bought US-based Soluol, a developer, producer and marketer of high performance urethane resins which are used in a wide range of applications, with annual sales of US \$20 million.

Both parties have agreed not to disclose financial details.

The acquisition of Soluol enhances DSM's speciality-resins presence in North America and adds new technology, as well as a state-of-the-art production facility in Rhode Island. The acquired company will be grouped under the DSM NeoResins+ business unit, part of the DSM Resins business group.

**Royal DSM – Netherlands**  
**Fax:** +31 1747 5639  
**Email:** info@dsm.com  
**Website:** www.dsm.com

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## New website from Sikora

Sikora has launched its new website that places special emphasis on a unique corporate design and brand recognition. The new website takes up an innovative and dynamic design to convey a company strategy of future orientation.

“Our new website design offers specific issues, adapted to customer demands and diverse interests. From corporate information to product news and topics such as environment and corporate social responsibility, visitors can quickly enter the fascinating world of Sikora and gain an interactive experience on the potential of our company,” said Harry Prunk, chairman. The website provides continually updated information and news about upcoming events to keep visitors informed on time.

“The rotating globe and dynamic cable lines correspond to our corporate philosophy: We are manufacturing our high-quality products in Bremen and guarantee, with the support of several offices and representatives worldwide, individual sales and services on site. We are constantly advancing on developing new technologies to enthuse our customers and to be always one decisive step ahead in the world markets,” Mr Prunk added.

Apart from the design and content of the website, the functionality for the user has been improved. With the new website visitors receive a stronger multimedia brand experience, and can quickly and easily learn about products and company news. Additional features such as product videos, interviews, a newsletter or the



○ Sikora's new website

Return on Investment Calculator (ROI) round off the digital channel of information.

**Sikora AG – Germany**  
**Fax:** +49 421 48900 90  
**Email:** sales@sikora.net  
**Website:** www.sikora.com

## Oil industry VIPs visit Q8 Oils' Leeds facility

As part of their tour of Kuwait Petroleum International's (KPI) worldwide operations, the Q8Oils Leeds manufacturing and operations facility received a visit in January from two distinguished guests from Kuwait – KPI president Hussain El Esmail, and vice president Esam Al-Marzouq.

Kuwait Petroleum International Lubricants Europe managing director Giuliano Franzì escorted the guests.

UK director Stuart Dron and operations manager David Wright met the visitors and presented information on the Leeds team's successful financial and growth results, health and safety performance and long-term strategy.

During the visit the guests made an extensive safety walk and tour of the facility's offices, laboratories and plant guided by production manager Andy Barker.

The three VIPs spent time discussing how the Leeds team is working on developing sustainable metalworking fluids as well as providing lubricants for alternative energy sources such as wind turbines and gas engines. As well as being a major centre of lubricant



○ Pictured, from left, Andy Barker, production manager; David Wright, operations manager; Stuart Dron, director UK; Hussain El Esmail, president; Esam Al-Marzouq, vice-president; Giuliano Franzì, MD; John Briggs, SHE manager

production, the Leeds facility is also Q8Oils' European Centre of Excellence for metalworking fluids development.

**Q8 Oils – UK**  
**Fax:** +44 113 235 0705  
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**Website:** www.q8oils.com

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## Spooling line for New Zealand

PS Costruzioni Meccaniche Srl has recently installed a fully automatic spooling line at General Cables Company, New Zealand.

The line can work both in tandem with the extruder and off line, as an independent unit, together with two Portal Pay Off systems, which avoid stopping the line during the reel change.

When working in tandem with the extruder, the machine can reach a linear speed of 300 metres per minute.

Thanks also to post-sales customers assistance centres in Australia, located both in Sydney and Melbourne, PS Costruzioni Meccaniche has become a steady presence in the Australian and New Zealand markets, and No 10 automatic spooling lines have already been sold and installed in the area.



○ Spooling line installed in New Zealand

Two assistance centres can supply customers with spare parts and can also provide specialised technicians, who follow all the start-up operations at the customer's premises.

**PS Costruzioni Meccaniche Srl**  
– Italy

**Fax:** +39 03968 98769

**Email:** ps@pscstruzioni.com

**Website:** www.pscstruzioni.com

## Making sure the link is not missing!

Chain making machines are another important part of business for Vitari SpA. The company manufactures machines for ornamental chains, welded and un-welded; welded chains for agricultural and industrial use; snow chains; alloy steel chains for the mining industry and lifting systems.



○ Machines for making all types of chains

Various models of bending machines are produced, in one or three bending stages and also two lines of welding machines for chains from  $\varnothing$  2.0 to 26mm. The alloy steel chain welding is completed in medium frequency (1,000 Hz) which enables the perfect control of all welding phases. All welding parameters for each specific diameter and material can be stored in the PLC of the machine.

**Vitari SpA – Italy**  
**Email:** vitari@vitari.com

**Fax:** +39 035 528 999  
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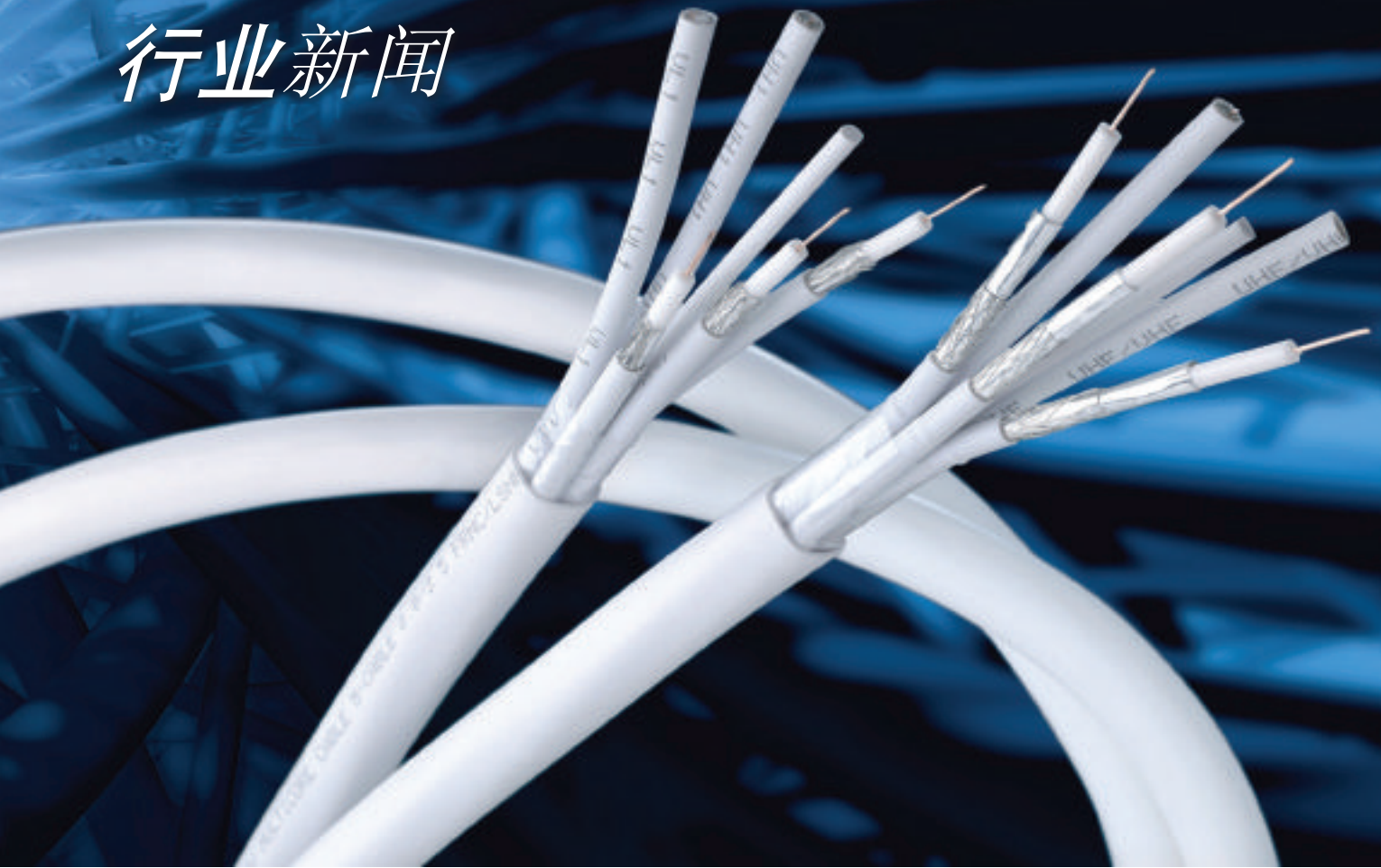
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○ Habia的电缆系列再添新品

## Habia拓展电缆系列产品

全球电缆制造商Habia Cable进一步加强其领军市场的产品系列Flexiform同轴电缆，推出插入损耗低于标准Flexiform的Flexiform L版。

Flexiform是传统半刚性电缆的一种可改进的变通产品，由于可以用手来剥离和成形，而不必使用既昂贵又与传统半刚性电缆有关的特殊工具，所以它还是一种经济的变通产品。对这种电缆的处理与处理任何标准的同轴电缆类似，这意味着你能使用现有的切割和剥离设备。

新型‘L’版通常用于蜂窝基站天线，为天线制造商提供了将电缆纳入蜂窝基站设计的机会，并提供了配备天线的增强型通话质量。通过引入低损耗电介质，Flexiform 401L和Flexiform 402L同轴电缆的衰减比标准的Flexiform系列产品降低了7%，同时又保持了杰出的屏蔽质量。

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Flexiform 401L和Flexiform 402L是一种相位稳定型产品，在尺寸上几乎没有损失，也没有附加的成本影响。与标准产品一样，如果需要的话，可提供不同的阻抗范围。

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传真: +46 293 220 71  
电子邮箱: info@habia.com  
网站: www.habia.com

### 高音结束今年的乐章!

Maillefer SA以一个高音符结束今年的乐章 - 在Alpha Group集团的支持下，第二次买断管理。

在此交易前，Maillefer管理层获得了Argos Soditic的私人股权融资，至今尚未透露管理层的增加情况以及兼并的价格。买断的时机适宜，Maillefer的业务活动稳步发展。2007年初公布的2006年总销售额创下了记录，超过了1亿欧元。尽管2007年的数据还没有公布，但显然已超过了2006年的数据，未来的发展存在着机遇。

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网站: www.maillereextrusion.com



## 兴趣越来越浓

人们对euroLITE大会的兴趣越来越浓 - 轻型构造建筑行业聚会之处 - 将于6月24日-26日在奥地利萨尔茨堡市举行。euroLITE是欧洲唯一的专业贸易会，集中展示整个轻型构造建筑行业的开发、模拟工具、材料和生产技术。它是一种概念，在这些产品和解决方案供应商中的激起了极大的兴趣。第二届euroLITE大会还吸引了未参加第一届大会的许多知名公司。

在‘结合和连接’和‘表面技术’主体公园，euroLITE大会聚焦于轻型构造建设所面临的主要挑战。为期三天的轻型构造建设论坛由Landshut Lightweight Construction Cluster主办，得到了建设、材料和制造技术领域的大力支持，届时还有英语和德语同声翻译。

**H & K Messe GmbH & Co KG - 德国**  
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## 7月份后不再供应含铅电缆料 - Teknor Apex

Teknor Apex率先主动向线材和电缆业客户宣布，从今年7月31日开始，将只供应无铅稳定型（NLS）PVC电缆料。

在NLS电缆料已被完全开发和建立，并符合必要的规范和标准的情况下，公司将立即停止生产铅稳定型产品。

切换范围还包括预上色电缆料产品，这是由乙烯基公司的姊妹业务公司Teknor Color Company开发的色母料，符合欧共体减少危险物质（RoHS）的规定。

此举的重要意义在于：鉴于PVC是绝缘和护套生产的支柱材料，又鉴于这些材料的绝对数量 - 超过3000种，Teknor Apex要在PVC的开发中起到先锋模范作用。

—公司现在提供的数量，根据工业经理Mike Patel所述。

“Teknor Apex在1940年就开始生产PVC和电缆料，已有几十年的历史，含铅添加剂是维持PVC热稳定性及其出色的电气性能的最有效手段，”工业经理Mike Patel说。

“现在，这一切都变了。我们已经能采用新的无铅稳定剂和先进的母料技术来生产NLS电缆料，其性能和成本能与铅稳定型材料相媲美。”

请还未转换到NLS料的客户加快速度，Teknor Apex代表将与这些公司联系，为他们提供NLS电缆料的建议和其它忠告。

**Teknor Apex Company - 美国**      传真: +1 401 729 0166  
 电子邮箱: vinly@teknorapex.com      网站: www.teknorapex.com

## 一个助手...

Cropico出版一种新的说明指南，概要说明低电阻测量技术、常见错误原因和避免出错忠告。这是免费的，彩色的‘低电阻测量指南’共有34页，包括：线材和电缆特征表、温度系数和配方，能使用户选择合适的测量仪表和测量技术。



○ 免费的指南为你提供避免出错的建议

指南还包含了一个实用的章节，解释电阻测量在制造电子元件、开关、继电器、连接电缆、电动马达和发电机、保险丝中的作用和重要性。还包括了有关汽车和铁路设施的电阻测量要求方面的信息。

最后，指南还罗列了便于你使用的术语表，提供了通俗易懂的屏蔽接地和接地电阻术语解释、常用工业缩略语，例如DMM（数字万用表）、DUT（处于测试状态的装置）和AWG（美制线规）等。

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## 来自俄罗斯... 一份新的订单!

Tenova LOI Italimpianti从Siemens VAI Metals Technologies Srl 获得一份俄罗斯的新订单。

此订单是要全面改建Izhstal OAO厂现有的轧制装置，该厂位于乌德慕尔特（Udmurt）共和国（俄罗斯）伊热夫斯克（Ishvesk）。

订单与新建一座能力为90吨/时的步进式平底炉装置有关，平底炉是要再加热不同牌号的钢锭，例如结构钢、工具钢、高速钢、马氏体钢和铁素体钢等。

平底炉配备Tenova最新式的无烟燃烧器。装置业主是Mechel，是俄罗斯矿产和金属领军型公司之一，生产煤、镍、钢、钢卷产品和五金产品。

此订单确认了Tenova LOI Italimpianti在俄罗斯市场的强劲地位，为享有声望的重要客户服务，加强了与Mechel集团业已建立的关系。

Tenova刚从Mechel收到两份订单，一份是在罗马尼亚改建步进式平底炉，另一份是向Ishvesk（俄罗斯）供应电弧炉（EAF）。

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NYDG

# NYDG

NEW

## 卧式高速编织机系列

### HORIZONTAL BRAIDING MACHINE SERIES

The 36-Carrier Horizontal High Speed Braider is designed to apply braiding the cables or wires with big diameter and long length.



### Specification

Braiding thread dia.	$\Phi 0.15\sim 0.4\text{mm}$
Braiding outer dia.	$\Phi 90\text{mm (max)}$
Braiding pitch	27~270mm
Number of bobbins	36
Braiding direction	horizontal
Bobbin speed	30r.pm (max).
Main motor	7500W



Take-up (optional)

Vertical Braider (steel wire)

Pay-off (optional)



TAPING MACHINE  
绕包机



REWINDING MACHINE  
并丝机



GSB-1A GSB-2 BRAIDING MACHINE  
立式高速编织机

上海南洋电工器材有限公司  
Shanghai Nanyang Electrical Equipment Co., Ltd

Add: No. 1750 Hunan Road, Pudong, Shanghai, China Postcode: 201204

Fax: (021) 50429025

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<http://www.shanghai-nanyang.com>

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# Ocean的分光计获得批准

Huge Winners CNC System (深圳) Co Ltd决定在其LED (发光二极管) 分类系统中采用Ocean Optics的微型光学分光计。

Ocean Optics Asia的基地在上海, 与中国公司合作开发了行之有效的解决方案, 改进其LED分类系统的可靠性。

当灯管以每小时约8,000次的频率通过分类器时, 对Huge Winners来说, 速度是选择分光计的另一个重要因素。

Ocean Optics的USB4000在10到15毫秒之间测量和处理各个LED光谱数据, 光谱数据被快速数字化后经过计算机处理, 获得主要特征、峰值波长、CIE颜色和光通量(流明)。

根据这些结果, 分类器将每个灯管传输到合适的收集仓储存。即使在每天工作18个小时这样苛刻的条件下, USB4000也能维持恒定的速度和精度。

Huge Winners选择的USB4000分光计具有增强的电子特征: 用于自动清零的16-字节A/D分辨率(一种增强的电



○ Ocean的分光计在中国是真正的赢家

气暗信号纠正); 用于简单分光计启动的校准系数EEPROM储存; 用于控制周边装置的8个可编程GPIO信号; 以及速度快达3.8毫秒分光计积分时间的电子快门 - 一种防止探测器饱和的特性。另外, USB4000的信号/噪音比为300:1, 400纳米时光敏感性为130光子/

计数, 以及光学分辨率(FWHM)范围为0.3-10.0纳米。

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## 为终端用户提供帮助

所有线材和电缆工业成员应当共同合作, 改进能源、通信、数据产品和工艺, 基于这个前提, Dow Wire & Cable扩展他们公司的积极性, 进一步为最终用户提供利益。“我们在供应商、电缆制造商和公用工程之间拥有强劲的工作关系, 这将推动我们在新兴的和现有的线材和电缆市场中取得成功。” Dow Wire & Cable总经理Tim Laughlin说。

“业务份额、区域制造、高质量的标准和对区域需求的理解也是重要的因素, 但最好的结果则来自牢固的合作伙伴关系。”

为了达到和支持这些重要的合作伙伴关系, Dow Wire & Cable增设了全球最终用户市场团队, 它由经验丰富的主管人员组成, 他们将精力集中于最终用户的区域需求, 包括公用工程、合作、制造商、建立和维持工业规格的其他成员。在最终用户市场总监Ram Ramachandran的领导下, 这个新团队将促进Dow Wire & Cable在能源、音频和数据传输、分配和消耗方面的技术和解决方案。团队成员将参加关键国家/区域的工业组织、委员会和测试机构, 帮助开发高性能的解决方案。他们个人的专业知识以及Dow Wire & Cable在全球的覆盖和参与能力, 将继续为贯穿整个价值链的电缆工业提供强劲的支持。

Dow Wire & Cable最终用户市场团队的区域领导人包括: Marcio Alves, 南拉丁美洲(mtalves@dow.com); Simon Leung, 中国和亚太(leungs@dow.com); Marcello Mori, 北拉丁美洲(mmori@dow.com); Brent Richardson, 北美(brichardson@dow.com); Simon Sutton, 欧洲和俄罗斯(sjsutton@dow.com)。

“我们目标是: 通过将客户和最终用户的工艺与我们的技术和先进的材料的结合, 使他们最终的线材和电缆产品达到可能的最长寿命周期。” Ramachandran说。“这要求广泛的前期计划和合作, 利益是重大的: 可靠性、寿命和效率得到改进; 系统总成本得到降低; 环境得到改进。”

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## 国际线材展的好消息

国际线材协会(WAI)、国际紧固件机械和供应商协会(IFMSA)宣布, 它们计划将各自的贸易会-国际线材贸易展览会和国际紧固件展览-于2009年4月27日到30日在美国俄亥俄州克利夫兰市的IX中心同时举行。WAI每年举行的具有教育性质的会议是国际线材的盛会, 排名美国200强贸易展览会, 将于2009年4月25日到30日举行。

“有许多因素使我们成功地举办了2007年国际线材展览会, 与IFE合在一起举办也是其中之一,” WAI总裁Ron Reed说, “我们决定在2009年再次一起举办, 基于2007年克利夫兰市的参会者人数增加了14%, 基于人们对合在一起的盛会的兴趣 - 两者都是好消息。”

“我们很高兴能与IFMSA集团再次合作, 明年我们将集中精力, 细调广受受欢迎的活动, 使它们更受参展者的欢迎。”他说。

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 网站: www.wirenet.org

## HGSB High Speed Braiding Machines

### HGSB High Speed Braiding Machines



HGSB-16D型极细高速编织机  
HGSB-16D Thin Wire Speed Braiding Machine



缠绕机  
Copper Wire Shielding Machine



HGSB-16A/24A型高速编织机  
HGSB-16A/24A High Speed Braiding Machine

#### Characteristics:

This kind of machine uses high technological frequency conversion control and SCM controlling technology. It can convert smoothly, leading with high speed and automatically stops operators to breakdowns.

Quiet, strong and reliable, the spindle stand has an automatic lubrication system and safe fire lighting cover. This kind of machine serves not only copper wires but also other metal wires, such as Mg-Al, alloy wires, stainless steel etc.

The volume of the spindle can be loaded to 1.5kg. The spring tension is slight tuned when handling different specification wires without the need to change the springs.

本机电气控制采用高科技变频控制和电脑单片机控制技术,可无级调速,具有高速编织、故障自动报警、无噪音、高可靠性、高精度、高强度和高耐磨等特点。采用特定的编织方式,双子座具有自动张力控制机构,并有自动润滑系统及安全消防护罩。该机不仅可以编织铜丝,其余金属丝如铝镁合金丝、不锈钢丝等同样都可以编织,本编织的锭子体积小,满锭时可达1.5公斤铜丝,与其它机型相比,编织线换规格,本机即不需要换弹簧,只需微调弹簧张力即可。



Teflon Extruder  
铁氟龙挤出机



HGSB-16E/24E型高速编织机  
HGSB-16E/24E High Speed Braiding Machine



八字留孔打网机  
Takeup With Hole



HGSB-32/36/48 High Speed Braiding Machine

**杭州三普机械有限公司**  
Hangzhou SANP Machinery Co., Ltd

ADD: GaoQiao Industrial Zone, Fuyang, Zhi Jiang, China  
Tel: 86-571-63369241      Fax: 86-571-56906333  
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SANP MACHINERY

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## Simufact新的办公基地

Simufact Engineering GmbH提供整体成型技术软件和服务，为德国Baunatal的整体成型，它在Metakus技术中心开设了一个新的办公基地。

随着Metakus技术中心在1月8日的开业，意味着创建了一个为各个金属加工公司服务的独一无二的服务中心。

Metakus的目的在于加强各个公司的革新产品和制造工艺，以增强市场竞争力。

新大楼为工程师和技术人员提供了1700平方米的办公空间，包括测试实验装置和车间。

Metakus已与Simufact结为战略合作伙伴关系，负责工艺模拟和整体成型应用。由于密切的关系和位置，Simufact能容易地与Metakus的所有项目整合。

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## Sikora的新网站



Sikora已推出新网站，特别强调独特的公司设计和品牌认可。新网站包括创新和动态的设计，传递一种公司对未来取向的战略。

“我们新网站设计提供具体的问题，适合于客户需求和多元化兴趣。从公司信息到产品新闻以及话题，例如环境、公司的社会责任，访问者能快速进入精彩的Sikora世界，获得与我们公司潜力互动的体验，” 主席Harry Prunk说。网站提供连续更新的信息、新闻、以及即将发生的事件，使客户及时获得信息。

○ Sikora的新网站

“不断旋转的地球和动态的电缆线对我们公司的理念做出了响应：在全球若干个办公基地和代表处、各个现场销售和服务的支持下，我们在不来梅生产我们高质量的产品。我们持之以恒地推进新技术开发，热诚为我们的服务，在全区市场中总是决定性地领先一步。” 他补充道。

除了设计和网站内容外，还改进了用户功能。新网站访问者能接收更强的多媒体体验，能快捷地了解产品和公司新闻。还有其它特性，例如录像、访问、新闻简报或投资回报计算器 (ROI)，使信息的数字通道更加完美。

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## 增强非洲的电力

Nexans和INEO Energie Export (Suez Group的一部分) 刚完成一个重大项目，安装Nexans AERO-Z®高压高架导体，创造了进度纪录。

此项目是Birnin-Kebbi (尼日利亚)和Niamey (尼日尔)之间的264公里电力线更新合同的一部分，由 Société Nigérienne d'Electricité (NIGELEC) 授予这个700百万欧元的合同。

在NIGELEC的要求下，INEO-Nexans财团只用了29天就完成了这个项目。

“NIGELEC提出的最终期限对Nexans来说是一个真正的挑战，因为必须在需求量比较低的冬天来安装电缆，以尽量降低对供应的干扰。真是由于所有INEO安装人员的经验和灵活性，才使我们有能力来满足这个挑战，” Nexans高架线业务集团执行总裁Thierry Capelle说。

在尼日利亚Birnin-Kebbi和尼日尔首都Niamey之间安装AERO-Z®有两个重要的利益，它将至少增加75%的电力输送能力，在最糟糕的夏天条件下能达到70兆瓦，在冬天则能达到80兆瓦；它还将降低在当地用其它昂贵的方式进行发电的需求，例如用气体、柴油或航空煤油驱动的发电机。

新的、性能更高的高压线路将大大降低能量损失，使NIGELEC从其主要的供应



○ Nexans - 帮助非洲保持电力通畅

商尼日利亚进口更多的电力，从而由于气电联运发电成本的大幅降低而获利。

国)工厂和Mohammedia(摩洛哥)分别生产40公里电缆。

由NIGELEC授予的合同包括总长达820公里的AERO-Z®导体。Nexans将在比利时的Nexans Dour工厂生产大部分电缆(740公里)，在Bourg-en-Bresse(法

**Nexans - 法国**  
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 电子邮箱: info@nexans.com  
 网站: www.nexans.com

# JIANGSU JIN TAILONG

江苏金泰隆



1



2

江苏金泰隆作为中国最大的钢帘线成套设备生产厂家，在持续数年为客户提供高性价比设备的同时，还致力于高新产品的创新和研发。并和世界一流的轮胎帘线公司建立了长期稳定的合作关系，快速将研发成果投向市场。为中国和全球各大轮胎钢帘线公司提供高质，价廉，世界领先水平的成套设备。

JIANGSU JINTAILONG is the largest equipment manufacturer in China for the steel cord making industry. Over the years we have made high-quality, cost-effective machinery for some of the best-known steel cord producers in the global tyre market. Long-term relationships with our customers have been built upon our proven innovation and our ability to take designs through development and into real-time production. Come to JIANGSU JINTAILONG for high-quality, cost-effective steel cord equipment.



3



4



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1  
电镀收放线机组  
plating line

2  
12/560 直进式拉丝机  
dry drawing machine

3  
23 水箱拉丝机  
23 Wet drawing machine

4  
双捻机  
double twisting strander

5  
25p 水箱拉丝机  
wet drawing machine

6  
CL 外绕机  
wrapping machine

## 江苏金泰隆机电设备制造厂

JIANGSU JINTAILONG MECHANICAL AND  
ELECTRICAL EQUIPMENT MANUFACTURER

地址：中国江苏省泰兴市大庆东路 288 号  
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EMAIL: jstl@vip.163.com

cellphone: 0086-13905264693

网址 (website): www.jsjintai.cn

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## Gem Gravure 获得证书

位于美国马萨诸塞州Hanover的 Gem Gravure Co Inc最近获得ISO 9001:2000证书。

这个国际认可的质量管理标准要求是对产品质量和持续改进的承诺，被认证的公司将ISO 9001:2000标准作为一个改进客户满意度的一个工具。

“ISO规格要求与我们在GEM使用的流程吻合，”质量经理Jean Patton说，“正式的认证为我们相交多年的客户提供了保障，GEM将持续追求产品和工艺达到最高的质量。”

除了质量体系外，GEM还持续使其产品达到客户对环境和法律法规的要求。GEM的所有流体内容均符合限制危险物质(RoHS)的要求。公司提供的喷墨流体在南加利福尼亚州注册为清洁空气溶剂，公司供应无VOC和低VOC环



○ Jean Patton, 质量经理; Ramona Krogman, 市场经理; Sharon Hall, 行政经理; Brian Leopold, 技术支持经理; JJ Jenness, 客户服务经理; James Grey, 化学工程; Peter Cook, 环境、健康和安全管理, 收到ISO证书后留影

保型喷墨流体，还应用于品牌标记和高性能打印系统的水基型喷墨。在所有线材和电缆标记应用中，GEM以其革新系统著称。

所有GEM喷墨都是可靠、高质量的。所有喷墨均经过测试，可用于所有主要的

喷墨打印机。欢迎客户递交产品样品进行测试打印。

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## 销往新西兰的线轴设备

PS Costruzioni Meccaniche Srl最近在新西兰General Cables Company安装了一套全自动线轴设备。生产设备作为一个独立的单元，能在挤出机连线或离线的情况下进行生产，还有两个移动式放线架(Portal Pay Off)系统，以避免设备在线轴切换期间停机。当与挤出机连线运行时，设备的线性速度能达到300米/分钟。



○ 安装在新西兰的线轴设备

多亏我们在澳大利亚悉尼和墨尔本的售后客户服务中心的帮助，PS Costruzioni Meccaniche已在澳大利亚和新西兰建立了稳定的市场，已在该区域销售和安装了10套自动化线轴生产设备。两个客户服务中心能为我们客户提供备品备件，还能提供专业技术人员，能在客户所在地进行所有的开车操作。

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## DSM加强其美国市场

Royal DSM已买下以美国为基地的Soluol，一家高性能聚氨酯树脂开发商、生产商、市场营销商，其产品具有广泛的应用范围，年销售额达到2000万美元。双方同意不对外透露财务细节。DSM对Soluol的兼并将增强其在北美专用树脂市场上的地位，还在罗得岛增加了新的技术和一流的设施。被兼并的公司将加入属于DSM Resin业务集团一部分的DSM NeoResins+业务部。

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○ 生产所有型号链条的设备

公司制造各种生产链条的设备：装饰性链条、焊接和非焊接链条；用于农业和工业的焊接链条；雪中使用的链条；用于采矿工业和起重系统的合金钢链条。

公司生产各种型号的弯曲设备，包括一段或三段弯曲设备，以及生产2.0到26毫米直径链条的双线焊接设备。

采用中频(1000赫兹)来完成合金钢链条焊接，能完美地控制所有的焊接阶段。

每个具体直径和材质的所有焊接参数都能储存在设备的PLC中。

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## Hoping for a sale, Siemens slashes jobs at its last remaining telecom asset

Europe's biggest engineering conglomerate, Siemens AG, will cut 6,800 jobs at the corporate telecommunications division it has had up for sale for some two years now. The cuts will affect about 39% of the 17,600 workers at Siemens Enterprise Communications, and are the biggest reductions announced by the German company since 2006, when the newly created Nokia Siemens Networks venture said that it would eliminate 9,000 jobs. The unit makes such products as the Siemens Gigaset for business.

Munich-based Siemens said on 26<sup>th</sup> February that it would eliminate about 3,800 jobs outright, and about 3,000 more as factories are sold or partnerships set up. About 3,200 of the jobs are in Germany, according to Siemens, which will also sell or find partners for the telecom unit's operations in Greece and Brazil, and sell call centres in Argentina, Chile, Colombia, Ecuador, and Peru. As recapped from London by Simon Thiel of *Bloomberg News*, Siemens put the Enterprise unit on the block when it created a network partnership with Finland's Nokia, the market leader in cellphone manufacturing. Recently, contacts about disposition of the unit were reported between Siemens and companies including Alcatel-Lucent, Nortel Networks, and buyout firm Cerberus Partners. "Something had to happen as the unit just doesn't fit into the [Siemens] portfolio any more," analyst Michael Bahlmann, of MM Warburg, said in a telephone interview with *Bloomberg*. He added, "The job cuts will hopefully make it easier" to sell the business. ("Siemens to Cut 6,800 Jobs at Enterprise Division," 26<sup>th</sup> February)

Siemens is seeking a deal with either "a strategic buyer" or "a financial investor who has some operational experience in that market," the company's chief financial officer Joe Kaeser told reporters at a press conference in Munich. Siemens would be open to operating the corporate network division in a joint venture for a transitional period, Mr Kaeser said, although it wants to exit the business at some point. Mr Thiel noted that the unit is Siemens's last remaining telecommunications asset apart from cordless phones. Siemens was founded on telegraphy services 160 years ago, and the telecom division – one of its six major businesses – was the company's largest before the partnership with Nokia was created. The division bore the brunt of job cuts as demand dried up after 2000.

## FTTH Council Europe sees environmental benefits to fibre use

Fibre to the home (FTTH) is exactly what the name suggests: fibre optic communication delivery in which the optical signal reaches the end user's living or office quarters. And now, after the fifth annual FTTH Council Europe, held 27<sup>th</sup>-28<sup>th</sup> February in Paris, its environmental benefits are likely to be promoted along with its general service value.

Joeri Van Bogaert, president of FTTH Council Europe, reported on research that will provide a foundation for further inquiry into the subject by the group. He said, "The results clearly demonstrate the overall service and environmental benefits of FTTH.

They stand as testament that fibre is a sustainable and future-proof technology for the 21<sup>st</sup> Century."

Writing in *Telecommunications* magazine, Kendrick Struthers-Watson noted the council's findings that, even as it maximises opportunity for new services while minimising the materials and maintenance required, FTTH contributes to reduced road travel, less transport infrastructure, and the introduction of innovative services. ("It's Official: Fiber Is Environmentally Friendly," 28<sup>th</sup> February)

For its analysis of the impact of an FTTH network, the study took into account the full life-cycle of a typical fibre infrastructure – from production of passive equipment and transport, through implementation of all active equipment and power consumption, to the end of service life. The council worked with the projection of 20 million FTTH users by 2015 supplied by IDATE,

the European market analysis and consulting firm. The researchers found that, for the first 15 years of network implementation, greenhouse gas emission savings-per-user were found to be 330kg: equivalent to the emissions of a car driven for 2,000 kilometres. Christian Ollivry, Chair of the Council's Sustainable Development and FTTH Committee, told *Telecommunications*, "Beyond the 15-year time scale, which is quite conservative, the research shows that FTTH provides only positives for Europe."

Power consumption represents only 6% of the total environmental impact over the full network life cycle, while the production and deployment of the equipment totals over 80%.

Mr Struthers-Watson noted, however, that "with continuing innovations taking place in the industry these processes are becoming cheaper, quicker, and less disruptive, [holding promise of] reducing the environmental impact and further increasing the sustainability of fibre networks over time."

## Tata reports deployment of 'world's largest commercial WiMax network'

Tata Communications reported on 4<sup>th</sup> March that Telsima Corp has been chosen to provide infrastructure for the WiMax network Tata is building to serve more than 110 cities in India. Telsima (Sunnyvale, California) is a provider of WiMax solutions that enable mobile, multimedia, 4G wireless networks.

WiMax – worldwide interoperability for microwave access – is defined by the WiMax Forum as 'a standards-based technology enabling the delivery of last-mile wireless broadband access as an alternative to cable and DSL.'

For the Tata project, Telsima will deploy 3,000 base stations. Tata said that the deployment of the wide-area high-speed wireless network – already underway and serving more than 5,000 customers in 10 cities – will be the largest commercial WiMax network in the world.

"The Indian broadband market, which today serves only 3.1 million customers in a nation with a population of over 1.2 billion, is forecast to grow significantly," said Shankar Prasad,



president of Tata Communications' retail business unit, in a statement. As reported by W David Gardner on *InformationWeek*, initially the WiMax services will be made available to commercial and residential customers in Delhi, Mumbai, Pune, Bangalore, Chennai, Hyderabad, Cochin, Chandigarh and Kolkata. ("Tata Picks Telsima to Deploy WiMax for 110 Cities in India," 4<sup>th</sup> March)

Mr Gardner noted that Taiwan, too, is racing to deploy an ambitious \$664 million WiMax network and has enlisted the aid of several US companies in its effort. The WiMax effort in the United States has sputtered as its major nationwide deployment, by Sprint, has been slowed by a series of mishaps and problems at the mobile phone company. "Once planning to spend \$5 billion on its US rollout," wrote Mr Gardner, "Sprint has recently pulled back on the effort as it seeks additional funding and partners for the project."

#### Elsewhere in telecom . . .

① An investigation continues into the cause of damage to four undersea telecom cables that caused outages in parts of the Middle East and south Asia last winter. From 23<sup>rd</sup> January to 4<sup>th</sup> February, in what may be an extraordinary coincidence, five high-speed submarine communications cables were damaged, leading to disruption of Internet and telephone services. The Indian telecom Flag disclosed on 7<sup>th</sup> February that a fifth rupture, to the Falcon cable between the United Arab Emirates and Oman, was caused by a ship's anchor. In late February there were reports of yet another outage, affecting a fibre optic connection between Singapore and Jakarta.

According to the International Cable Protection Committee, undersea cables carry about 95% of the world's telephone and Internet traffic. The 86-member group works with fishing, mining and drilling companies to prevent damage to submarine cables, which transmit information faster and more economically than it can be moved by satellite. Undersea cable transmission is gaining market share, the group said.

② In its five-year OC (optical component) forecast for WAN, datacom, and access components, Ovum RHK on 25<sup>th</sup> February projected that

strong bandwidth demand will drive the OC market to \$6 billion in 2012. "Bandwidth demand is strong in all segments of the market as carriers deploy new networks to support rapid growth in bandwidth intensive services," said Daryl Inniss, vice president of the ICT (information, communication and technology) consultancy. "The OC suppliers are challenged with managing a torrid market appetite for new products. Fortunately, the demand exists. But OC suppliers must ramp up production, manage suppliers, contract manufacturers, and introduce and inventory new products to maximise revenues and margins."

③ It appears possible, even probable, that Bain Capital (Boston) and the Chinese network equipment company Huawei will renew their \$2.2 billion bid for 3Com (of Marlborough, also in Massachusetts) whose TippingPoint subsidiary supplies the US government with some intrusion-detection systems.

In February, Bain and Huawei withdrew their application to buy 3Com after a committee of the US Treasury Department – sounding a familiar theme when a Chinese company is party to such an overture – raised security concerns. Since the proposed acquisition was announced in the autumn of 2007, American lawmakers have expressed concern about Huawei's stake in the venture.

On 4<sup>th</sup> March, however, the *Wall Street Journal* wrote that, in their eagerness to secure government clearance, the applicants will propose that the deal limit Huawei's access to some core US-related network products, including certain Ethernet items. Huawei would still hold a 16.5% stake and the purchase price is expected to remain the same, the paper reported. In their revived bid Bain and Huawei also proposed selling TippingPoint, which 3Com had already planned to spin off.

④ Nokia, the world's largest manufacturer of mobile phones, on 29<sup>th</sup> January announced that it had agreed to buy Trolltech, a Norwegian maker of software products, for \$154 million. The Finnish company said Trolltech's set of software development tools would allow it to create new applications compatible with the

operating systems on Nokia phones. The purchase follows Nokia's \$8.1 billion acquisition in August of Navteq, an American maker of digital map data.

⑤ France Télécom said that its net profit for 2007 went up 52%, to \$9.28 billion, on better margins and lower taxes.

The company attributed the rise in profit mainly to good sales in its mobile phone businesses, but also to some financial charges. Revenue for 2007 rose to \$77.99 billion, helped by growth in France Télécom's mobile phone operations across Europe, Africa, and the Middle East.

⑥ On 2<sup>nd</sup> March the Virgin Group, of Britain, announced that it will become a franchisee of Tata Teleservices, a domestic telecom player providing CDMA cellular services in India.

Virgin Mobile will target the 400 million Indians between the ages of 13 and 30 who, Virgin founder Sir Richard Branson says, have been ignored by the country's current telecom operators. Hence Virgin Mobile's catchy tagline *Think hatke* – Mumbai argot for 'Think outside of the box'. The company will be offering handsets by Nokia, Samsung, and Huawei Technologies that will cost between \$60 and \$120 each. (*Business Week*, 3<sup>rd</sup> March)

⑦ Ericsson has been selected by E-Plus, the third-largest mobile operator in Germany, to expand and upgrade its 3G network. The deal covers expansion and enhancement of the microwave transmission network that delivers E-Plus mobile data services in most parts of Germany.

Under the three-year agreement, reported by *telecomasia.net* on 6<sup>th</sup> March, Ericsson will add new 3G base stations to increase network coverage and capacity.

The Swedish company will also provide network technology consulting services to E-Plus which, with 13.6 million German subscribers in 2007, trailed only the Deutsche Telekom subsidiary T-Mobile and Vodafone, of Britain. E-Plus is owned by Dutch telecommunications operator KPN.

## 西门子为出售电信业务部门裁撤员工

欧洲最大的工程企业西门子计划裁掉企业电信通讯部的6,800名员工。西门子从两年前就宣布出售该部门,但一直没有售出。此次裁员将占西门子企业通讯部17,600名员工中的39%,是西门子2006年以来宣布的最大规模裁员计划。2006年成立诺基亚西门子网络公司时,西门子曾表示将裁员9,000人。该部门的产品是针对企业应用的Siemens Gigaset。总部设在慕尼黑的西门子2月26日表示将立即裁员大约3,800人,其他在工厂内的大约3,000人将通过出售工厂或者建立合作伙伴关系的方式裁撤。据西门子表示,大约3,200人属于德国雇员。西门子还将以出售或者建立合作伙伴的方式处理希腊和巴西的电信部门业务,并出售阿根廷、智利、哥伦比亚、厄瓜多尔和秘鲁的呼叫中心。

据彭博新闻记者Simon Thiel从伦敦简要报道,自西门子与移动通信市场的龙头诺基亚建立诺西网络公司后,西门子就一直准备出售企业通讯部。近来,不时有西门子与阿尔卡特朗讯、北电和投资公司Cerberus Partners接触,准备处理企业通讯部的报道。据来自独立投资银行的M.M. Warburg在接受彭博采访时表示:“由于该部门不在与西门子的业务配套,被处理是必然的。裁员有助于该资产的出售。”(见2月26日《西门子裁撤企业通讯部6,800员工》)

据西门子首席财务官Joe Kaeser在西门子的一个记者招待会上告知记者,西门子一直在寻找属于“战略买家”或者“在市场中有些业务经验的财务投资者”。他还表示,西门子愿意在过度期间以合资公司的方式运作企业通讯部,然后在某个时候彻底脱手。Thiel表示这是除无线电话外西门子最后一个电信部门。西门子是160年前靠电报业务起家的,自此电信部门一直在六大业务部门中排名第一,直到与诺基亚成立诺西网络。由于需求下降,该部门自2000年后一直裁员不断。

## 欧洲光纤到户大会展示光纤的环保价值

光纤到户(FTTH)是名副其实的称呼,光纤把光信号传输到最终用户的住宅或者办公地点。现在,在第五届年度光纤到户欧洲大会在2月27日到28日在巴黎召开后,光纤到户在其传统的服务价值外,又被赋予了环境保护价值。

在大会上,主席Joeri Van Bogaert报告了奠定了光纤到户环保价值的研究工作情况。他表示:“研究结果清楚地展示了光纤到户的整体服务和环境价值。这些价值证明光纤是一种可持续的、适应未来发展的21世纪技术。”Kendrick Struthers-Watson在《电信》杂志中撰文指出,大会认为,除了能够减少温室气体排放的推出同时减少材料消耗和维护工作,光纤到户线路简捷,所需传输基础设施少,同时便于推出创新服务。(见2月28日《官方结论:光纤具有环保价值》)

在分析光纤到户网络的环境影响时,该项研究考察了典型光网络的生命周期,从无源设备和传输线路的生产,到各种有源设备和耗电设备的实施,再到服务周期完毕。大会的报告系根据欧洲市场分析和咨询公司IDATE预计的2015年将有2,000万光纤到户用户。IDATE的研究人员发行,在网络实施的前15年,人均减少温室气体排放量330kg,相当于一辆轿车行驶2,000公里的排放量。大会可持续发展委员会主席Christian Ollivry在接受《电信》采访时表示:“在这15年后,即便是根据保守的预计,光纤到户带给欧洲的也只是好处,没有坏处。”

在整个生命周期期间,耗电只占总环境影响的6%,而设备的生产和部署则占80%

以上。但是,Struthers-Watson表示,“随着业界不断进行的创新,这两道工序的成本会下降、执行速度会上升、对环境的影响会更小,从而减少整体环境影响,增加光网络长时间的可持续性。”

### 其他电信新闻...

① 对去年冬天造成四条海底电信电缆损坏的原因的调查还在继续。这次事故使中东和南亚的部分地区的通讯中断。今年1月23日到2月4日又出现了非常类似的情况,五条高速海底通信电缆被损坏,造成因特网和电话服务的中断。印度电信部门2月7日表示,造成阿联酋和阿曼之间的“Falcon”电缆中断的原因是一条船的锚。2月底另有报道称新加坡和雅加达之间的光纤通信也曾出现中断事件。根据国际电缆保护委员会提供的数据,海底电缆负担了全球95%的电话流量和因特网流量,而且传输速度和经济性均好于卫星通讯。这个由86个成员组成的委员会与渔业公司、矿业公司和钻采公司合作,公共防止对海底电缆的破坏。据改委会称,海底电缆的市场份额正在扩大。

② Ovum RHK 2月25日公布了其未来五年WAN、数通和接入光部件需求分析报告。在报告中Ovum RHK预计由于强劲的带宽需求,光部件市场规模2012年将达到60亿美元。来自信息通讯技术咨询部的Daryl Inniss表示:“由于运营商不断部署新网络来支持带宽密集的业务,市场各个方面对带宽的需求都十分强劲。光部件供应商面临的挑战是如何管理市场对新产品的狂热需求。幸运的是,这种需求存在。但是光部件供应商必须迅速提高

生产能力、实施供应商管理、与制造商签订协议,同时推出新产品,实现收入和利润的最大化。”

③ 贝恩投资(波士顿)和中国网络设备公司华为可能会重新进行价值22亿美元的购并3Com(马萨诸塞州莫尔伯勒)竞标工作。3Com子公司TippingPoint在为美国政府提供某些侵入探测设备。2月份,由于美国财政部下属的一个委员会像遇到任何一次中国公司购并提议一样,提出存在国家安全问题,贝恩和华为撤回了购并3Com的建议。自这项购并工作从2007年秋开始以来,美国国会就一直对华为在合资公司中的股份心存疑虑。不过,根据《华尔街日报》3月4日的报道,为了尽快通过政府审查,申请方建议限制华为接触某些与美国有关的核心网络产品,包括部分以太网产品。据《日报》报道,华为在购并中的出资比例保持不变,仍为16.5%。在新的购并建议书中,贝恩和华为还建议出售TippingPoint,而且3Com也已经准备把TippingPoint拆分开去。

④ 世界最大移动电话制造商诺基亚1月29日宣布出资1.54亿美元购买挪威软件开发商Trolltech。诺基亚表示采用Trolltech开发的系列软件开发工具可以创建与诺基亚操作系统兼容的新应用。在此次购并之前,诺基亚刚出资81亿美元购并了美国数字地图公司Navteq。

⑤ 法国电信称由于利润率上升和税负下降,法电2007年的净利润上升了52%,达到92.8亿美元。公司把利润上升的原因主要归结于良好的移动电话业务销售情况,以及部分财务收入。由于发电在欧洲、非洲和中东的移动电话业务增长良好,法电2007年的总收入达到了779.9亿美元。

⑥ 英国Virgin Group 3月2日宣布将成为印度CDMA移动通讯服务公司Tata Teleservices的连锁机构。Virgin Mobile将把目标放在年龄在13岁到30岁间的4亿印度人。根据Virgin的创始人Richard Branson爵士表示,这个人群是印度目前的电信运营商忽略的群体。为此,Virgin Mobile提出了“Think hatke”的宣传口号,即孟买土话“爱咋想咋想”。公司的手机产品来自诺基亚、三星和华为,价格在60美元到120美元不等。(见3月3日《商业周刊》)

⑦ 德国第三大移动电话运营商E-Plus选定立信扩建和升级其3G网络,其中包括扩建和强化为E-Plus在德国境内提供业务覆盖服务的微波传输网络。据telecomasia.net 3月6日报道,根据此项为期三年的协议,立信将新建3G基站,以扩大网络覆盖和通讯能力。立信还将向E-Plus提供网络技术咨询服务。E-Plus 2007年有1,360万德国用户,仅次于德国电信子公司T-Mobile和英国沃达丰。E-Plus是荷兰电信运营商KPN的子公司。



## Spotlight on: India

### Aircraft sales, overseas study boost US-Indian relations

Even as tensions between the US and Russia are on the rise – over America's prompt recognition of the new Republic of Kosovo, among other issues – relations between the US and India, which once bought most of its arms from Russia, are improving steadily. India on 29<sup>th</sup> January announced that it had placed a \$2 billion order for military transport planes and helicopters with Lockheed Martin (Bethesda, Maryland).

As noted by Ken Fireman of Bloomberg News (19<sup>th</sup> February), the deal is the latest product of an Indian-US relationship that has 'moved from chilly co-existence to the closest rapport since India achieved independence in 1947.'

Another, bigger such contract may be in the offing, as Lockheed and Boeing Co (Chicago) compete for a \$10 billion order to provide India with 126 fighter jets. If it materialises, the deal would contribute heavily to annual US-Indian trade, which totalled more than \$41 billion last year. The connection holds considerable potential. After China, India has the world's fastest-growing major economy.

Mr Fireman wrote: "In addition to the hard numbers of military and software sales, the warmer relationship [between India and the US] is reflected in less tangible things," such as cultural and educational ties. He cited the New York-based non-profit Institute of International Education as reporting that more Indian college students going abroad choose the United States than any other country. In 2007, according to the New York-based promoter of educational exchanges, 83,833 Indians spent time at American colleges.

Britain, once the destination of choice for Indians studying abroad, was in 11<sup>th</sup> place, with 8,438 students from India.

A grace note to the deal for transport planes and helicopters is India's purchase, last year, of the transport vessel USS *Trenton* for \$48.4 million. The vessel, which enhances India's ability to project its power in the Indian Ocean, is now known as INS *Jalashva*.

### America courts India, but keeps an eye on China

On 28<sup>th</sup> February, in New Delhi, US Defense Secretary Robert M Gates denied that the Bush administration initiative to strengthen America's ties to India was planned with specific reference to China. But Pentagon officials acknowledged that, in the course of Mr Gates's two days of meetings with Indian government attachés, considerable discussion time was devoted to China.

To be sure, Mr Gates also put strenuous effort into preparing the ground for future arms deals with Indonesia and Australia, as well. Both of these overtures required some finessing, and perhaps some back-peddalling.

After more than a decade of estrangement between the US and Indonesia over human rights abuses laid to the Indonesian military, Mr Gates pledged more active Pentagon support to those very forces. In Australia, which has expressed interest in acquiring the high-tech F-22 fighter jet in use by the US Air Force, Mr Gates promised to look into whether a Congressional prohibition against such purchases might be lifted.

Even so, the focal point of Mr Gates's swing around Asia was clearly India, which – with its landmark nuclear energy pact with the United States stalled – required an alternate avenue of approach. Its surging economy and strong desire to upgrade its ageing weaponry make India one of the world's most active arms markets. But it cannot have been lost on US officials that India can also serve as a counterweight to China's regional heft.

A senior defence official traveling with Mr Gates said as much, although on condition of anonymity. This source told reporters that, given China's military strength, it was essential for the US to cement security relationships with other powers in Asia 'not in an aggressive sense, but certainly as a hedge.'

## Mining and minerals

### Chinalco joins forces with Pittsburgh-based Alcoa to buy a 12% stake in mining giant Rio Tinto

The 1<sup>st</sup> February announcement, in Shanghai, of the joint purchase by Aluminum Corp of China (Chinalco) and US-based Alcoa Inc of a \$14.05 billion (12%) stake in Rio Tinto was clearly intended at thwarting Anglo-Australian miner BHP Billiton Ltd's unsolicited takeover bid for the London-based multinational mining group. If the blocking effort succeeds, state-owned Chinalco's commitment will represent the largest-ever foreign investment by a Chinese company.

That investment could perhaps go higher, in light of a memo filed by Rio Tinto with the Australian Stock Exchange on 13<sup>th</sup> February, a copy of which was obtained by Reuters. Signed ahead of the \$14.05 billion Chinalco-Alcoa offer for a 12% stake in Rio Tinto, it suggested willingness to tap a budget of up to \$24 billion for a share of up to 14.9%.

The unusual joint Chinese-US initiative (again, if it is successful) would close out BHP Billiton from a very substantial source of supply at a time of strenuous endeavor to secure access to natural resources. Rio Tinto is one of the world's largest mining companies and its second-largest producer of iron ore. The company wholly-owns Hamersley Iron, in Western Australia, where its partners on some projects include several Chinese corporations; it also owns 59% of the Iron Ore Co of Canada. Rio Tinto posted a pre-tax profit in 2006 of approximately \$10.2 billion on turnover of \$25.4 billion.

The eagerness of Chinalco – the biggest aluminium maker in China – for even a minority stake in Rio Tinto is proof, if any were needed, of the pitched battle being waged by



industrial giants for the world's raw materials. And the Chinalco-Alcoa partnership attests to the readiness of Chinese and American interests to act together in matters of compelling common interest.

Pittsburgh-based Alcoa said it is contributing \$1.2 billion to the Rio Tinto investment. Alain Belda, Alcoa's chairman and CEO, described the partnership with Chinalco as one that would 'allow [Alcoa] to mutually benefit from developments in the sector.' Mr Belda said in a statement to the press: "We have long believed that Rio Tinto has a world-class portfolio of assets and is very well positioned to prosper in the current mining cycle."

## In brief . . .

❖ A power outage that plunged large parts of Florida into the dark on 26<sup>th</sup> February was caused primarily by human error, the state's largest electric company said. A preliminary report issued by Florida Power & Light blamed a field engineer for the failure which affected more than a million users. The engineer was investigating a malfunctioning switch at one of the power company's substations in west Miami when he disabled two levels of protection for the system, officials said.

Normally, the protection system would have contained the consequences of the short circuit but, because both levels of protection had been disabled, the problem cascaded to other parts of the system. In total, 26 of the company's 435 transmission lines and 38 of its 600 substations were affected. A full investigation is ongoing.

❖ Citing the applicant's unreadiness, the US Nuclear Regulatory Commission said on 13<sup>th</sup> February that hearings on the first application in 30 years for an operating license for a nuclear reactor have been delayed indefinitely. NRG Energy (Princeton, New Jersey) had applied in September 2007 for permission to build and operate two General Electric-designed reactors adjacent to the South Texas Project, southwest of Houston. Similar plants are already in operation in Japan. But the commission, after giving opponents to the NRG proposal more time to raise any objections, concluded that the application is not complete enough to proceed, a commission spokesman said.

## The economy

### High import costs, weak manufacturing, and constrained consumers make for a depressing outlook

US mid-Atlantic factory production in February dropped to its lowest level since the last recession, while an index of future economic activity points to even tougher times ahead. In a reading that was worse than even the most pessimistic Wall Street forecast, the Philadelphia Federal Reserve on 22<sup>nd</sup> February published a business activity index of negative 24.0. This was the lowest since February 2001, and down from an already weak negative 20.9 in January. Readings below zero represent contraction in the region's industrial sector, which many believe could be in recession.

New orders remained in negative territory but improved to negative 10.9 from negative 15.2. The release, a week earlier, of official data from several sources had already cast the US economy in a bleak light.

The Labor Department reported that prices of imported goods grew in January at the highest annual rate in a quarter-century. The Empire State Manufacturing survey, a measure of business conditions in New York State, reported manufacturing activity has fallen to its lowest level in five years. And a national survey disclosed that American consumers feel more pessimistic about the country's economy than any time since the recession era of the early 1990s.

The Reuters/University of Michigan survey – a closely monitored measure of consumer confidence – fell to 69.6 in February, the lowest reading since February 1992. It had stood at 78.4 in January. And nerves were not soothed by a separate Labor Department report that employers cut 17,000 jobs in January; nor by rising inflation, which is forcing free-spending Americans to cut down on personal outlays.

The sole good news for the economy came from the Federal Reserve, which reported that industrial production grew 0.1% in January. Activity at electric and natural gas utilities offset a decline in the automotive sector. Capacity utilisation, which measures the proportion of plants in use, held steady in January at 81.5%.

## Automotive

### The WTO rules against China on car-part import taxes

In its first-ever condemnation of Chinese commercial practices, the World Trade Organisation on 13<sup>th</sup> February ruled that China was breaking trade rules by taxing imports of auto parts at the same rate as foreign-made finished cars. A copy of the WTO ruling, obtained in advance by the Associated Press, indicated that the overseer of the rules of trade among nations had decided against China on nearly every point raised by the US, Canada, and the 27-nation European Union.

The three-member WTO panel found that Chinese measures 'accord imported auto parts less favourable treatment than like domestic auto parts' or 'subject imported auto parts to an internal charge in excess of that applied to like domestic auto parts.' Beijing was told: "The dispute settlement body requests China to bring these inconsistent measures . . . into conformity with its obligations."

The three complainants had argued that the tariff was discouraging auto makers from using imported car parts for the vehicles they assemble in China. As a result, they said, car-part companies were induced to shift production to China, taking jobs away from Americans, Canadians, and Europeans.

China claims that its actions are fully consistent with WTO rules and do not discriminate against foreign auto parts. It holds that the disputed tariffs are intended only to curb the importation of finished cars into the country.





Chinese car manufacturers must source 40% of parts by value in China to avoid the higher tariff rates for finished cars. The United States and the EU say that China promised not to treat parts as whole cars when it joined the WTO in 2001.

The WTO decision, an 'interim ruling' for now, will be officially released later in the year. Beijing will thereupon be given a 'reasonable period of time' to make changes in line with its WTO commitments. A separate panel would then have to rule on the Chinese compliance.

Meanwhile, the progress of the case is certain to be closely watched by such automotive parts manufacturers as Delphi Corp (Troy, Michigan), the world's largest, with some 50,000 employees in the United States.

This present complaint, initiated in 2006, marks the first time Western trading nations have banded together to seek a formal WTO investigation into China's trade practices. Friction has grown as the trade deficits of the US and Europe with China have widened. The US deficit with China for 2007 is expected to exceed a record \$250 billion. The EU trade gap with China rose by 25% in the first 10 months of 2007, to \$195.5 billion.

### Hyundai joins 'the best for 2008' in the US, already dominated by Asian car makers

Nine of the ten cars cited as 'Top Picks' in the annual auto issue of Consumer Reports are the products of Asian companies; and Hyundai, a newcomer to the pantheon, is represented by two cars. Honouring a South Korean auto maker for the first time, the April issue of the influential publication named the Hyundai Elantra SE and Santa Fe best small sedan and midsize sport utility vehicle, respectively.

Asian car makers have headed the annual list in recent years. The sole US vehicle to make it this time is also the first domestic entry to be a top pick since 2005: the Chevrolet Silverado, a pick-up truck from General Motors.

While Hyundai's share of the US market was just 2.9% in 2007, its stellar showing in Consumer Reports may change that for the better. David Champion, the senior director of automotive testing at CR, commented that '[Hyundai offers] a very, very nice, competent car with all the bells and whistles for a very reasonable price, that's going to be reliable as well.'

Each Top Pick scores at or near the top of its category among more than 260 vehicles recently tested. Each has an average or better predicted-reliability rating, based on the problems subscribers reported on almost 1.3 million vehicles. Starting this year, Top Picks also must provide a critical safety feature, electronic stability control (ESC), either as standard equipment or as a readily available option.

Toyota models won top honours in four categories: 'green' car for fuel conservation (Prius), luxury sedan (Lexus LS460L), small SUV (RAV4), and minivan (Sienna). The Nissan Infiniti G35 was named best upscale sedan; the Honda Accord best family sedan; and the Mazda MX-5 Miata 'most fun to drive.'

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## Ghosn of Nissan sees an American car market in recession

The chief executive of Nissan Motor Co is not pessimistic about the global automotive industry – at least not across the board. Carlos Ghosn, who is also president and CEO of Renault SA of France, told reporters in Seoul, South Korea, in February that the Russian market expanded 25% in 2007, with China a close second and India and Brazil coming on strong. He predicted that, over the next two years, Russia will surpass Germany as the largest auto market in Europe.

"Nobody can ignore Russia," said Mr Ghosn, as reported by the Detroit News. Renault accordingly signed an agreement in December to become a 25% shareholder and strategic partner with Russian auto maker Avtovaz. But Mr Ghosn, who was visiting South Korea to meet with local Nissan and Renault officials, was less sanguine about present prospects for American auto makers. He said: "We are very lucid . . . that there is a recession in the United States, at least in the car market." ('Nissan's Ghosn: US Auto Market in Recession,' 22<sup>nd</sup> February)

The American market, like the Japanese, has been stagnant for the past four years, Mr Ghosn noted. US car and light truck sales totalled 16.1 million vehicles in 2007, the worst year in a decade, and sales are expected to slip this year as well.

Even so, this shrewd observer of the automotive scene expressed optimism that the US market will improve, although his time-frame was somewhat ambiguous. He said only that the American auto market 'will not stay in recession for a long time.'

Earlier, Mr Ghosn had told students at Seoul's Korea University that global auto makers must focus on emerging markets: that growth in countries such as Russia, China, India, and Brazil will be key. He said flatly, "No car manufacturer can ignore these markets."

In that broader perspective, Mr Ghosn saw auto makers everywhere facing rising costs for iron ore, precious metals, aluminium, and other materials.

He said, "These represent risk for the industry."

## Telecommunications

### Its stock price well down, Motorola considers getting out of the cellphone business

Motorola (Schaumburg, Illinois) has said that it is exploring the possibility of selling or spinning off its cellular phone

business as a way to improve profitability. "I don't want to preordain how or if it happens," Donald F McLellan, a senior vice president for corporate strategy, told the New York Times. "This is genuinely an exploration – not more than that." ('Motorola Weighs a Shift in Cellphones,' 1<sup>st</sup> February)

Mr McLellan said the announcement was prompted by a stock price that was 'unacceptable at these levels.' The value of Motorola shares dropped 18.8% on the day in late January when the company announced a decline of 84% in fourth-quarter 2007 profit and warned of challenging months ahead. As reported by Laura M Holson, of the Times, the share price of \$11.50 had fallen from a 52-week high of \$19.98.

Motorola's phone shipments plunged 38% in the fourth quarter of last year as the company – losing customers to the iPhone from Apple and camera phones from Samsung Electronics – moved closer to relinquishing its spot as the third-largest handset maker in the world. Cellphone production is the largest division of the company, with \$18.99 billion in net sales in 2007, a 33% decline from a year earlier. Two other units are smaller but profitable.

Ms Holson wrote: "The company has been under pressure from the investor Carl C Icahn, who led a fight for a seat on Motorola's board because he thought that management had not done enough to increase the price of the stock." While he was unsuccessful, his criticism helped speed the departure of the company's chief executive and the installation of a successor.

Mr Icahn, who had urged the splitting-off of the cellular unit from the rest of the company, said in a statement that he was pleased to see Motorola finally exploring that possibility. "[I] believe Motorola is finally moving in the right direction," the financier and corporate raider said. "But it certainly still has a long way to go."

Mr Icahn, whose net worth of \$14.5 billion made him the 18<sup>th</sup>-richest man in America in 2007, owns some 33.5 million shares of Motorola, representing a 1.39% interest in the company.

❖ In a transaction apparently prompted by its favourable analysis of the Chinese market for cable TV, Motorola announced that it has acquired the assets related to digital cable set-top products of Zhejiang Dahua Digital Technology Co Ltd and Hangzhou Image Silicon. The acquisition would expand Motorola's presence in China and improve its time-to-market there.

Simon Leung, president of Motorola Asia Pacific, said: "[Some] 130 million Chinese households currently subscribe to cable and, as customers make the transition from traditional analog solutions to digital cable, digital cable subscriptions in China are expected to grow from 10 million in 2006 to over 165 million by 2016."

As reported by Dow Jones Newswires (25<sup>th</sup> February), Motorola describes Zhejiang Dahua Digital as a company focused on manufacturing, marketing, research and development, and services for digital TV set-top boxes. Terms of the acquisition were not disclosed.

**Dorothy Fabian – Features Editor**



## 印度重点报道

## 军用飞机销售和海外留学推进美印关系

就在俄美关系因为美国迅速承认科索沃独立等原因而趋于紧张之际，俄印关系则在稳步升温。印度曾是俄罗斯最大海外军火用户。不过，印度1月29日宣布已经向洛克希德马丁公司（马里兰州贝塞斯达）订购价值20亿美元的军用运输机和直升机。

据彭博新闻记者Fireman 2月19日报道，这项采购是美印关系的最新产物。美印关系正从僵局走向1947年印度独立以来史无前例的和谐。

另一单类似的大合同也近在咫尺。洛克希德和波音（芝加哥）正在竞争为印度提供126架喷气式战斗机，价值100亿美元。如果这个合同能够签订，美印今年的贸易总额会大大增长。美印去年的贸易总额为410亿美元。美印关系拥有巨大的发展潜力。印度是世界上增长速度仅次于中国的主要经济体。

Fireman报道称：“除了类似军火和软件这样的硬贸易，美印关系升温还体现在一些软性的方面”，比如文化和教育联系。他引用非盈利性研究机构——位于纽约的国际教育研究所的研究报告，称印度学生海外留学的首选是美国。根据这家促进教育交流的机构的统计，2007年美国在校印度学生有83,833人。曾经是印度学生海外留学首选的英国目前排第11位，在校印度学生数量为8,438名。

除运输机和直升机之外，印度去年以4,840万美元的价格购买了运输舰USS Trenton号。该舰现已改名为INS Jalashva号，是印度向印度洋辐射力量的得力助手。

## 美国和印度亲热，但不忘警惕中国

美国国防部长Robert M Gates 1月28日在新德里否认布什政府强化美印关系意在印度。但据五角大楼官员透露的消息，Gates在与印度政府官员会谈的两天中，大量的议题涉及中国。

可以肯定地说，Gates也在致力于向为印尼和澳大利亚军售铺平道路。不过这两样工作需要一些技巧，甚至一些让步。在美印关系因印尼军方践踏人权的行为而疏远十年后的今天，Gates承诺将给印尼军方更多支持。对希望购买美国军方正在使用的高科技战机F-22的澳大利亚，Gates承诺将努力取消国会限制该机种出口的法案。

虽然如此，Gates的在亚洲的焦点仍然放在印度。印度与美国标志性的核能合作协议已经陷入僵局，需要另行寻找相互接触的渠道。印度高速发展的经济加上对升级老化的武器装备的渴望使印度成为世界上最活跃的武器市场之一。不过对美国官员而言，印度更重要的是可以形成对中国的区域优势的牵制力量。

这是与Gates同行的一位不便透露身份的高级防务官员的话。他表示，鉴于中国的军事力量，美国有必要与亚洲其他国家巩固安全合作关系，“不是为了进攻，而是为了牵制。”

## 矿业

## 中铝与美铝合作购买力拓12%股权

中铝和美铝2月1日在上海宣布联合出资140.5亿美元，购买力拓12%的股份。这是对英澳集团旗下必和必拓的主动购并企图的打击。如果能够成功，国有中铝的投资将成为中国公司最大一笔海外投资。

根据力拓2月13日向澳大利亚证券交易所提交的备忘录，此次交易的金额可能会更高。路透社获得了此备忘录的副本。中铝—美铝原来的计划是出资140.5亿美元购买力拓12%的股份，现在希望投资240亿美元购买14.9%的股份。

如果中铝美铝的联合购并能够成功，将使必和必拓在对自然资源的控制的争夺趋于白热化的时候失去大量资源控制权。力拓是世界最大的矿业公司之一，是世界第二大的铁矿石开采公司。力拓全资拥有西澳的哈默斯利公司(Hammersley Iron)。哈默斯利公司与多家中国公司在部分项目上有合作。力拓还拥有加拿大Iron Ore Co 59%的股份。力拓2006年销售收入2,540亿美元，税前利润大约102亿美元。

作为中国最大的铝业公司，中铝迫不及待想用于力拓部分股份，哪怕是非控股股份的意图非常明显。只要有机会，世界产业巨头就会为原材料打成一团。中铝和美铝的合作表明中美之间有寻求共同利益而进行合作的基础。

来自匹兹堡的美铝表示将出资12亿美元购买力拓的股份。美铝首席执行官Alain Belda称与中铝的合作“将使美铝从行业的发展中共同获益。”

Belda在记者会上发言表示：“我们一直认为力拓拥有世界级的资产，适应当前矿业的发展形势，拥有光明的前景。”

## 短新闻...

- ❖ 据佛罗里达州最大电力公司Florida Power & Light称，2月26日导致佛罗里达州大停电的断电事件主要是人为造成的。据该公司出具的初步调查报告，某现场工程师应对这次导致100多万户停电的事件负责。公司称，该工程师在西迈阿密的某个变电站检查某个工作不正常的开关的时候，断开了两重保护。一般情况下，保护系统能够防止短路造成的结果扩散，但由于保护电路被断开了，问题迅速扩散到电网的其他部分。结果该公司435条输电线路中的26条、600个变电站中的38个受到了影响。全面的调查正在进行中。
- ❖ 建议申请人准备不足，美国核能控制委员会2月13日宣布30年来首个核反应堆运行执照申请的听证会被无限期推迟。NRG Energy（新泽西州普林斯顿）2007年9月申请建造和营运两个通用电气涉及的反应堆。新建的反应堆靠近其在休斯顿西南的南德克萨斯项目。日本已经有类似的核电厂在营运。不过，根据核能控制委员会的发言人称，在给NRG项目的反对人更多时间提出反对意见之后，核能控制委员会认为申请尚不充分，暂不进一步处理。

## 经济

## 进口成本上升、制造下降、消费者口袋吃紧预示衰退到来

美国中大西洋区域的工厂生产降低到了上次衰退以来的最低水平，而未来经济活动指数则预示着更为严峻的形势。费城联储银行2月22日公布了负24.0的商业活动指数，这比华尔街最悲观的预计还要严重。

这是自2001年2月以来的最低水平，比1月份的负20.9还要低。负值表示该地区的工业在萎缩，许多人认为这是衰退。新订单数仍在下降，不过下降幅度从15.2变为10.9。

此前一周公布的来自各个渠道的官方数据已经给美国经济的前景蒙上了一层阴影。劳工部报告称1月份进口商品价格的增幅为25年来之最。调研纽约州商业情况的纽约州制造业调查报告称制造业活动水平已经下降到五年来最低点。另据一项全国性调查，美



国消费者对美国经济的前景的担忧为上个世纪90年代衰退期以来之最。

准确反映消费者信心状况的路透社/密歇根大学指数2月份下降到了69.6,为1992年以来的最低点。该指数1月份为78.4。坏消息接踵而至。劳工部的独立报告称1月份裁员人数为17,000人。同时,高企的通涨率迫使大手大脚惯了美国人节约开支。

经济方面唯一的好消息来自联储。美联储称1月份工业生产增幅为0.1%。电力和天然气行业的活跃抵消了汽车行业的萧条。反映工厂利用情况的资本利用率1月份稳定在81.5%。

## 次贷危机企盼政府“干预”

“美洲银行向国会成员提交的秘密建议书反映了美国银行业态度在短时间内的180度大转弯,从以往对政府的告诫的漫不经心、不屑一顾到现在的泥潭深陷。”

《芝加哥论坛报》记者Edmund L. Andrews的上述评论针对的是美国银行界二十年来一直要求的放松对“金融创新”的管制。不过,Andrews表示,随着按揭贷款和按揭贷款担保的证券金额达到2,000亿美元,“银行界高层突然谈起需要政府实施大规模拯救计划。”(见2月24日《次贷危机爆发后,美国为是否拯救银行业争论不休》)

根据美洲银行的建议书,大约有7,390亿美元的按揭贷款在今后五年中有中高违约风险。为了防止数千万美国人无家可归,美洲银行建议成立新的“联邦住房业主保护公司”,以深度折扣购买上百亿不良按揭贷款,免除高于住宅当前市值之上的债务,使用联邦贷款保险以低利率对借款进行再融资。

作为储蓄和资本市场兼营的美国最大商业银行,美洲银行表示:“美洲银行认为任何联邦政府的干预都是可以接受的,只要这种干预不被当作是拯救债券市场。”

为何要美国纳税人把这种行为当成是拯救行为而不是其他行为是一个尚待澄清的事情。Andrews报道称:“如果国会和布什政府同意这种做法,拯救方案的规模将与上个世纪90年度拯救信贷行业的方案类似,达2,000亿美元之巨。”

### 特别关注...

- ◆ 荷兰银行以调整战略为名,在2月26日宣布在30天内关闭所有持有美国护照的客户开立的组合投资帐户。据该银行官员在阿姆斯特丹称,这个决定只会影响很少客户,并拒绝评论《每日电讯报》(De Telegraaf)上报道的荷兰银行的目的是为了规避美国合规性法规造成的高额成本。该官员称持美国护照的客户可保留支票帐户和储蓄帐户,但投资于共同基金或者股票的帐户必须关闭。

## 汽车新闻

### 世贸组织裁定中国对轿车部件的关税政策违规

世贸组织首次对中国的贸易操作进行批评。世贸组织裁决中国的进口轿车部件和进口轿车成品采用同样进口关税违反世贸组织规定。据美联社提前取得的裁决文件副本,世贸组织基本赞同美国、加拿大和欧盟提出的所有对中国的指控。

由三人组成的世贸组织委员会裁定中国的政策“给予轿车汽车部件劣于本国生产部件的待遇”或者“对进口部件征收高于本国部件的税费”。世贸组织通知中国政府:“世贸组织要求中国政府调整政策,满足入世承诺。”

美国、加拿大和欧盟指责中国的关税政策使轿车制造商不便使用进口轿车部件在中国组装轿车,迫使轿车部件公司把生产转移到中国,裁减在美国、加拿大和欧盟的雇员数量。中国表示中国的关税政策完全符合世贸规则,没有歧视进口轿车部件。中国辩称受争议的关税只是为了限制轿车成品进入中国。中国的轿车制造商必须采购价值整车40%的本地部件来规避成品轿车进口的高关税。美国和欧盟称中国在2001年入世的时候承诺把部件和整车区别对待。

世贸组织的裁决目前尚属临时性裁决,正式发布要等到年底。这样,中国政府就有“足够的时间”调整政策,满足世贸承诺。之后,世贸组织将另行组建委员会裁决中国的满足情况。同时,该案的进展将受到如Delphi Corp(密歇根州特洛伊)这样的汽车部件厂商的高度关注。Delphi是世界最大的汽车部件厂商,在美国就有将近50,000雇员。

这项2006年发起的指控标志着西方各贸易国首次联合起来进行正式的针对中国贸易操作的世贸调查。中国和美国以及欧盟的贸易摩擦随中国贸易盈余的日益增长而加剧。美国对中国贸易赤字2007年有望达到2,500亿美元。欧盟对中国的贸易赤字2007年头十个月增加了25%,达到了1,955亿美元。

### 来自美国的“油老虎”二手车扰乱墨西哥车市

在《洛杉矶时报》采访一位Ciudad Juarez的二手车商时,该车商表示“如果价格便宜而且还能动弹”,二手车就能在墨西哥安家落户。由于贸易壁垒的降低,约有25,000个墨西哥家庭靠出售美国二手车谋生。使环保主义者和新车代理商惊恐的是,数万辆来自远达科罗拉多州和密苏里州的二手车塞满了这个边境小城的停车场和汽车修理厂。

根据《时报》记者Marla Dickerson的报道,由于北美自由贸易协定(NAFTA),过去二年半里有超过300万辆汽车被从美国卖到墨西哥,而且还有数百万辆在源源不断地涌来。Dickerson报道称:“二手车正在冲击墨西哥的汽车零售市场。新车的销售量达到每年110万辆后就止步不前,二手车的销售量已经超过新车。墨西哥市场上最受青睐的轿车产品微面的新车销售量去年下降了16.4%,因为消费者转向购买价格更低、空间更大的美国二手车。”(见2月16日《二手美国车在墨西哥找到新家》)

价格不是掀起美国二手车风潮的唯一原因。某个Ciudad Juarez的二手车顾客在接受《时报》采访时表示美国二手车在墨西哥大行其道是因为它们空间更大,而且更能适应Ciudad Juarez四处可见的坑坑洼洼的泥巴路。他还表示美国的道路状况很好。

Dickerson报道说,数十年来,墨西哥政府一直限制二手车的进口,而且对新车征收高额税收。这样,购买同样款式、型号和年份的汽车,墨西哥买家需要支付比美国买家高得多的价格。因此,规模很大的二手车黑市发展起来,尤其是在边境附近。目前的危机的种子似乎是前任总统Vicente Fox无意中种下的。他无视环保主义者和新车代理商的反对,加快北美自由贸易协定的进程,允许从2005年8月起进口车龄在10到15年的二手车。这项法令今年有所修改,允许年内进口1998年和更老旧的款式。

据《时报》的报道,过去二年半中“二手车的爆发式增长”让资深的行业观察家也大跌眼镜。进口二手车目前已经占墨西哥汽车保有量的13%,而且这个比例还在快速增长。有人担心墨西哥会重演秘鲁的情况。自1992年秘鲁开放市场以来,就一直被来自美国和日本二手车所充斥。

墨西哥汽车分销商联合会主席 Alfredo Llorente 在接受Dickerson采访时表示:“这是严峻的威胁。”如果解决方案仍然依托完全开放的市场,则问题的解决不会一蹴而就。根据2009年1月1日生效的新北美自由贸易协议的规定,墨西哥应对美国和加拿大的二手车开放市场。初期只允许进口车龄在10年和10年以上的。对车龄的要求将逐年削减,到2019年全面开放二手车市场。



## 现代荣登美国2008年最佳车型排行榜，亚洲车商一统天下

《消费者报告》年度汽车专刊推荐的10款“最值得买”的轿车中的9款都来自亚洲公司，其中后起之秀现代就提供了两款。这是首次给予韩国车商如此高的荣誉。该刊四月号将现代Elantra SE和Santa Fe命名为最佳小型轿车和最佳中型运动车。

亚洲车商近年来一直在排行榜上名列前茅。唯一上榜的美国本土车商的车型，也是2005年以来首度上榜的美国本土车商的车型是Chevrolet Silverado，一款通用汽车生产的皮卡。虽然现代在美国车市的份额2007年只有2.9%，它在《消费者报告》上的崭露头角可能会带动市场份额上升。《消费者报告》负责汽车测试的高级总裁David Champion表示：“现代提供了一款功能齐全，性能强大的轿车，而且价格公道，可靠性高。”

每种上榜车是车型类似的260多辆车中综合评分最高的。测试使用的可靠性指标针对用户反映的130多万辆车的常见问题，上榜车达到平均水平或者高于预期水平。今年开始，上榜车还必须提供一项关键安全性能，电子稳定控制(ESC)。该性能应为标准配置或者应随时可以添加。

丰田的产品赢得了四个门类的最高荣誉：节油环保车(Prius)、豪华轿车(Lexus LS460L)、小型运动车(RAV4)和小型客车(Sienna)。尼桑的Infiniti G35赢得了最佳高级轿车称号。本田的雅阁赢得了最佳家庭轿车称号。马自达MX-5 Miata赢得了“最有驾驶乐趣”的称号。

《消费者报告》是由独立非盈利组织消费者联盟(纽约扬克斯)出版的。消费者联盟的宗旨是“为消费者营造公平、公正和安全的市场，帮助消费者保护自身权益”。

## 尼桑总裁认为美国车市陷入衰退

尼桑首席执行官对全球汽车行业仍持有信心，而且不是毫无依据。法国雷诺的总裁和首席执行官Carlos Ghosn在韩国首尔接受记者采访时表示，俄罗斯市场2007年扩大了25%，紧随其后的是中国，再次是印度和巴西。他预计今后两年俄罗斯将超过德国成为欧洲最大的汽车市场。

据《底特律新闻》的报道，Ghosn表示：“俄罗斯市场不可忽视。”雷诺去年12月与俄罗斯汽车制造商Avtovaz签订协议，购买后者25%的股份，与其建立战略伙伴关系。

不过Ghosn在访问韩国期间与当地尼桑和雷诺管理层会面时，对普遍看好的美国车市持保守态度。他表示：“我们非常清楚，美国正在发生衰退，至少车市不能幸免。”(见2月22日《尼桑总裁称美国车市处于衰退》)

Ghosn表示，美国车市类似日本车市，过去四年一直裹足不前。美国轿车和轻型卡车的总销量2007年为1,610万辆，系10年来最低水平，而且今年的销量还有可能下降。

即便如此，这位颇具洞察力的观察家还是认为美国车市会有所好转，虽然他的时限不太清晰。他表示美国车市不会在衰退中停留太久。

此前Ghosn曾在首尔的高丽大学告知学生，全球车商必须关注新兴市场，尤其是俄罗斯、中国、印度和巴西。他坦率地说：“没有汽车厂商能够对这些市场置之不理。”

Ghosn还谈及所有的汽车制造商都受铁矿、贵金属、铝和其他原材料价格上涨的困扰。

他表示：“这对行业意味着风险。”

## 其他汽车新闻...

- 福特汽车(密歇根州迪尔伯恩)计划把印度的投资增加两倍以上，为高速发展的本地市场生产一种小型轿车，同时在金奈(Chennai)兴建一个发动机制造厂。按全球销售额排名世界第三的福特把印度视为小型轿车的区域性生产基地，计划把印度的投资增加5亿美元，使总投资达到8.75亿美元。这项新的投资计划与福特在泰国和中国的投资计划类似。因为北美市场销量迅速下降，福特在努力减少对北美市场的依赖，同时增加在繁荣的亚行市场的投入。印度的轿车销量每年增长20%以上，而全球平均仅为3%。

## 电信

### 股价下跌的摩托考虑退出手机行业

摩托罗拉(伊利诺斯州绍姆堡)称正在考虑出售或者拆分手机业务，以提高盈利能力。

负责公司战略的高级副总裁Donald F. McLellan在接受《纽约时报》采访的时候表示：“我现在无法预计如何进行，这只是一个方向，仅此而已。”(见2月1日《摩托罗拉考虑调整手机业务》)

McLellan表示发布这项声明是因为股票价格已经下跌到“无法接受的程度”。在公司1月底宣布2007年四季度利润下降84%且以后数月的业绩情况可能不理想后，摩托罗拉的股票当日下跌了18.8%。根据《时报》记者Laura M. Holson的报道，公司股票已经从最近52个月的高点19.98美元下降到11.50美元。

由于摩托罗拉在市场中逐渐败给了苹果的iPhone和三星电子的摄像手机，摩托罗拉的手机出货量去年四季度以来下降了38%，并可能丢失其世界第三大手机制造商的位置。手机生产是摩托罗拉最大的部门，2007年总销售量189.8亿美元，较上年下降33%。摩托另外两个部门规模较小，但盈利能力尚可。

《时报》记者Holson报道称：“公司面临来自投资人 Carl C. Icahn的巨大压力。Carl C. Icahn想方设法要在摩托董事会中谋得一个席位，因为他认为管理层没有对股票增值尽到职责。”虽然他的努力没有成功，他的批评导致摩托首席执行官的下课和新首席执行官的上任。

曾经敦促公司拆分手机部门的Icahn在一项声明中表示他很高兴见到摩托最终在向这个方向努力。这位投资专家和恶意并购人表示：“我认为摩托最终走上了正确道路，但以后还有很长的路要走。”

总资产145亿美元的Icahn是2007年美国第18大富豪，拥有大约3,350万摩托罗拉的股份，占公司总股本的1.39%。

- 出于对中国有线电视市场的乐观分析，摩托罗拉宣布将购并浙江大华数字科技有限公司和杭州晶图微芯技术有限公司的数字电视机顶盒资产。这次购并能够扩大摩托在中国的业务，缩短本地市场交货时间。

摩托罗拉亚太总裁Simon Leung表示：“中国有大约1,300万有线电视用户。随着消费者从传统模拟有线电视转向数字有线电视，中国的数字有线电视用户预计将从2006年的1,000万增长到2016年的1.65亿。”

据道琼斯新闻社2月25日报道，摩托称浙江大华数字技术有限公司是一家专门从事数字电视机顶盒制造、销售、研发和服务的公司。购并的具体条件尚未透露。

Dorothy Fabian - 专栏编辑



○ The new NBAT automatic opto-electronic traversing system for Niehoff bunching machines

## Faultless strand take-up

Maschinenfabrik Niehoff has developed an automatic opto-electronic traversing system, NBAT (Niehoff Bunching Automatic Traverse), for its bunching machines.

When strands are being taken up on spools, the area close to the flange of the spool, where the traversing direction changes, is critical.

If the turning points on the traversing unit are not precisely set, there is a potential of strand loops overlaying each other or of voids being created between them, causing them to slide onto each other and tangle. This erratic lay results in poor and rough payout strand during the next operation,

causing wire overstretching and possible wire breaks.

The new traversing system, which has already been successfully tested in the field, ensures that the strands are wound in a uniform pattern.

The NBAT is comprised of a separate electronic unit and two laser sensors located at the traversing shaft.

The system performs two essential functions, and eliminates the need for the machine operator to set up the machine whenever a new spool is loaded or whenever the traversing settings are readjusted during spool filling.

The system automatically detects the flanges of the spool at the first traversing stroke and continuously adjusts the traversing turning points during the spool filling operation.

The system also continuously scans the winding surface. Whenever it detects any 'hills' and 'valleys', it sends control commands to the step motor of the traversing unit to ensure that they are corrected immediately for a uniform and smooth lay.

**Maschinenfabrik Niehoff GmbH  
& Co KG – Germany**  
Fax: +49 9122 977 155  
Email: [info@niehoff.de](mailto:info@niehoff.de)  
Website: [www.niehoff.de](http://www.niehoff.de)



## Italian control cables



KC Industrie, established in 1996, is a successful company in the field of control cable production.

The company houses a fully automated plant using the latest manufacturing technology. It benefits from the IEMMEQU HAR, VDE, UL, CSA and SEV quality labels, and ISO 9001-2000 certification, guaranteeing the quality level of the production process.

KC Industrie's manufacturing capabilities and expertise ensure that finished products meet or exceed agreed standards, and its internal quality assurance department monitors the process through every step, from order to delivery.

○ *KC Industrie is a specialist in control cable production*

The production range includes cables from 0.14mm<sup>2</sup> to 70mm<sup>2</sup>, and from 2 to 61 cores, screened and unscreened. The company uses first quality thermoplastic compounds to manufacture its cables, including PVC, halogen free, PE and PUR.

**KC Industrie – Italy**  
**Email:** info@kcindustrie.it

**Fax:** +39 0523 837 381  
**Website:** www.kcindustrie.it

## New automatic wire straightening and cutting-off machine

Vitari, Italy, has launched the NR222 automatic wire straightening and cutting-off machine, which can process wires from ø2 to 10mm, with feeding speed electronically variable from 30 to 200m/min.

Main characteristics include bar length measuring made by an encoder and wire cutting realised by brushless servomotor. The collecting bench of the machine is modular, composed of cutting bench of 3, 6, 9 or 12 metres.

The machine is equipped with a movable stopping device: a display shows the operator the required bar length size, and the stopping device can be moved manually to the correct position in order to obtain a more exact bar length.

Vitari has over 80 years' experience in the manufacture of wire processing machines, including nail, chain, gabion, chain-link fencing, high-tensile barbed wire and dress hanger machines.

**Vitari SpA – Italy**  
**Email:** vitari@vitari.com

**Fax:** +39 035 528999  
**Website:** www.vitari.com

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## Sonobond Ultrasonics' spot welding technology

Ultrasonic welding and bonding technology specialist Sonobond Ultrasonics has announced that increasing numbers of companies are relying on its microprocessor-controlled spot welding technology.

According to Janet Devine, the company's president, manufacturers are reporting that the SonoWeld® 1600 digital metal spot welder series is proving to be dependable, efficient, and easy-to-operate, citing Lake Cable,

LLC as an example of a company that is obtaining impressive results from the technology. The company encapsulates cables in metal sheathing and extrudes overall jackets over its control, instrumentation, and power cable product line.

Lake Cable needed to update its spot welding machine at its 100,000ft<sup>2</sup> Prairie Cable facility in Valparaiso, Indiana. According to that facility's maintenance manager, Chris McLaughlin, they were

already familiar with many of the advantages of Sonobond technology. "We had been using a 20 year old Sonobond machine and were very pleased. We knew there were other assembly methods but, unlike ultrasonics, these other methods were less efficient and used consumables. We didn't want that. When we contacted Sonobond to replace a manual we'd lost, they recognised that a newer, customised unit could help us improve our existing processes."

Sonobond responded promptly by providing free sample welds and a recommendation that Lake Cable, LLC replace the current unit with a specially modified version of the 2500-watt SonoWeld 1600 digital metal spot welder. This new unit featured a custom anvil slide assembly, as well as a modified frame to accommodate material up to 4.5" in width. It also enabled the unit to weld on an angle so that the stress would be spread out to make a stronger joint.

As a result, it was found that the weld strengths of the new joint equalled 90% of parent material strength, and a ¾" weld took only ½ second.

Other features that make the SonoWeld 1600 popular with manufacturers include a power supply with built-in microprocessor to permit storage and recall of over 250 weld protocols. The easy-to-operate unit also features automatic frequency control, overload protection and automatic quality monitoring. The efficient metal spot welder has heat-treated, tool steel taper lock tips that can perform up to 300,000 welds before being replaced. A digital display allows selection of welding modes by time, energy or final weld thickness.

In ultrasonic welding, high frequency ultrasonic energy is directed via a welding tip to the surfaces of the metals to be welded. The energy disperses the oxides and surface films between the work pieces to create a true metallurgical bond without melting the materials. Ultrasonic welding is environmentally friendly, produces no waste, and is economical. The patented Wedge-Reed coupling system assures precise, dependable welds and can be mounted in a variety of orientations for special applications.

**Sonobond Ultrasonics – USA**  
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**INDUCTION HEATING TECHNOLOGY**



## Hydraulic crimping pliers for connecting two wire ends

Petig has developed a new solution to the problem of joining a wire end with the start of the wire of a new coil.

The new method allows the connection of two wires with the help of a short length of tubing, which must meet the requirements as the wire is pickled or annealed.

Petig's Hydrocut steel cutters are well-suited to this application.

Instead of a shearing blade, crimping tools are employed, that are provided with a tooth-shaped crimping edge.

Prior to the crimping, the connection tubing is pushed over the end of one coil and the start of the second coil.

The Hydrocut, in this case model HC 530-3W, is then used to apply two crimping actions, and the connection is ready.

A tension test has shown that 25-30 kN can be achieved.

The value depends on the strength of the wire and the penetration depth reached in the crimping action.

The crimping pliers and the hydraulics can be supplied as a mobile unit that is easily transported.

**Friedrich Petig GmbH – Germany**  
**Fax:** +49 2181 73108  
**Email:** info@petig.com  
**Website:** www.petig.com

## Wire coating solutions

Bekaert, Belgium, is a specialist in wire coating technology and an expert in flat and shaped wires. The company has launched new coatings to support new applications.

Solutions offered by Bekaert include:

- shaped wires with a PVC coating
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○ Petig's Hydrocut used to join wire ends by crimping

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# Multi-mode eddy current tester

Magnetic Analysis Corp (MAC) has introduced MultiMac™, a new Windows-based, multi-mode eddy current tester that operates with encircling/sector test coils (to detect short-surface defects) and/or rotary test probes (to identify long, seam-type surface defects).

The new multi-mode capability incorporates all of the best features of MAC's individual encircling coil and rotary probe instruments into one unit.

The MultiMac includes up to eight test channels, and a wide selection of test parameters and special circuits to enhance signal-to-noise ratio. Building on the successful Echohunter® software graphics, the instrument's test screen displays a single channel, and the multi-screen provides a simultaneous display of

1 to 8 channels. The test screen provides all the information needed to set up and operate MultiMac.

Both screens display simultaneous polar and linear modes and all test parameters, including thresholds.



○ The MultiMac from Magnetic Analysis Corp

Each channel on the MultiMac can be individually configured with different frequencies and different channel modes. For example, 'differential' mode is used to detect short weld-line defects, while 'absolute' mode is appropriate for long, continuous surface flaws and open welds.

A choice of three thresholds per channel – All Phase, Sector, or Chord – can be mapped to any of eight outputs, independently configurable for time or distance delay and normal reject or latched mode.

With these features, MultiMac can be used to test a wide variety of non-magnetic products, or inspect magnetic material by using Direct Current saturation systems.

A special configuration of channels, based on flux leakage phenomenon, provides detection of very small subsurface steel inclusions in copper or aluminium rod.

Test speeds for the MultiMac can range from one fpm up to several thousand fpm. MultiMac offers end-suppression circuitry with optional optical sensor to prevent false signals from leading and trailing ends.

The MultiMac offers enhanced recording capability and remote access through in-plant networks or the Internet. Featuring user-configurable reports, data output can include customer and product information, defect location, time, amplitude, and phase.

Reports can be stored locally on a network server or on a flash memory device using the USB port.

Operator interface for the Windows-based system is by use of a keyboard and mouse. The all-inclusive model, designed for demanding plant environments, consists of a sealed, heavy-duty cabinet with a built-in 17" monitor, air conditioner and pull-out keyboard. Other smaller models can be supplied with pull-out keyboard, air conditioner and separate, optional monitor.

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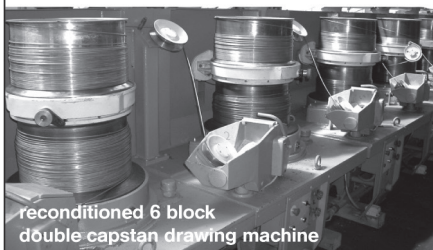
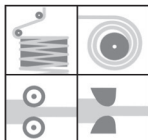
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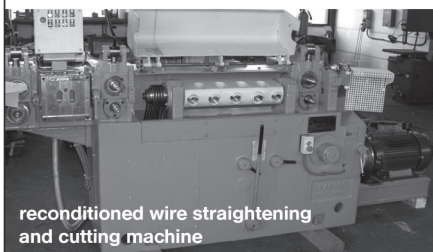
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## Sikora's first gauge with LED light source

Sikora has launched the newly developed LED 8025 XY, for the measurement of several cable types, including those with a transparent insulation layer.

The latest LED-diodes combined with high resolution CCD-lines create the foundations of the measuring device.

With the help of powerful software, the shadow width of the measuring object is calculated and the outer diameter precisely defined.

For the measurement of cables which have a transparent insulation layer, the LED 8025 XY provides optimum reliability. The integration of state-of-the-art SMD technology ensures the gauge head is very small and can easily be installed into any production line. The LED 8025 XY is designed for product diameters from 0.25 to 25mm.



○ Sikora's LED 8025 XY provides precise measuring values for transparent products

The gauge head is equipped with vertically arranged glass windows, which offer protection against dirt. Additionally, the LED 8025 XY is open at the bottom, which prevents both dirt and water contaminating the measuring area. The device is equipped with an RS 485 serial interface and RS 232 diagnostic interface for direct connection of a line control system or Sikora's Remote 2000 or Ecocontrol 600, 1000 and 2000 control devices. Optional Ethernet RJ45, Profibus interface or analogue outputs are also available.

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## Induction Heating Technology

ATE (Applicazioni TermoElettroniche) was founded in 1987 by combining in-depth experience in the fields of industrial electronics, static energy conversion and electric heating for various industrial applications. The company has become a world renowned manufacturer of induction heating systems.

The main focus of ATEs business is specialisation, innovation, continuous investments in research and state-of-the-art technology, as well as quality control applied to the whole process from internal organisation to customer service.

The main types of ATE induction heating systems are listed below:

- Heating plant and thermal treatment of wires, bars, tubes and steel strips
- Melting furnaces for ferrous and non ferrous metals and precious alloys
- Induction heating systems for welding
- Induction heating systems for hot assembling



○ Induction heating system from ATE

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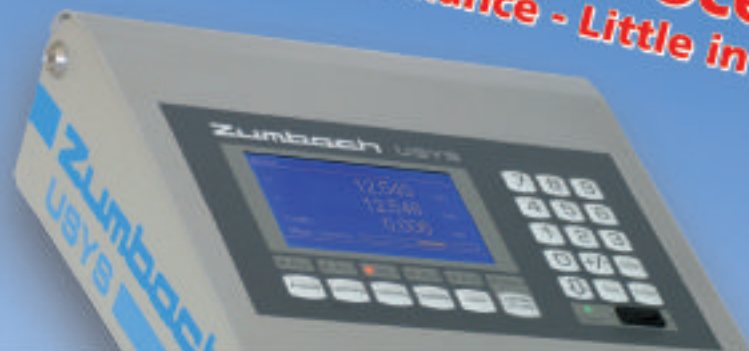
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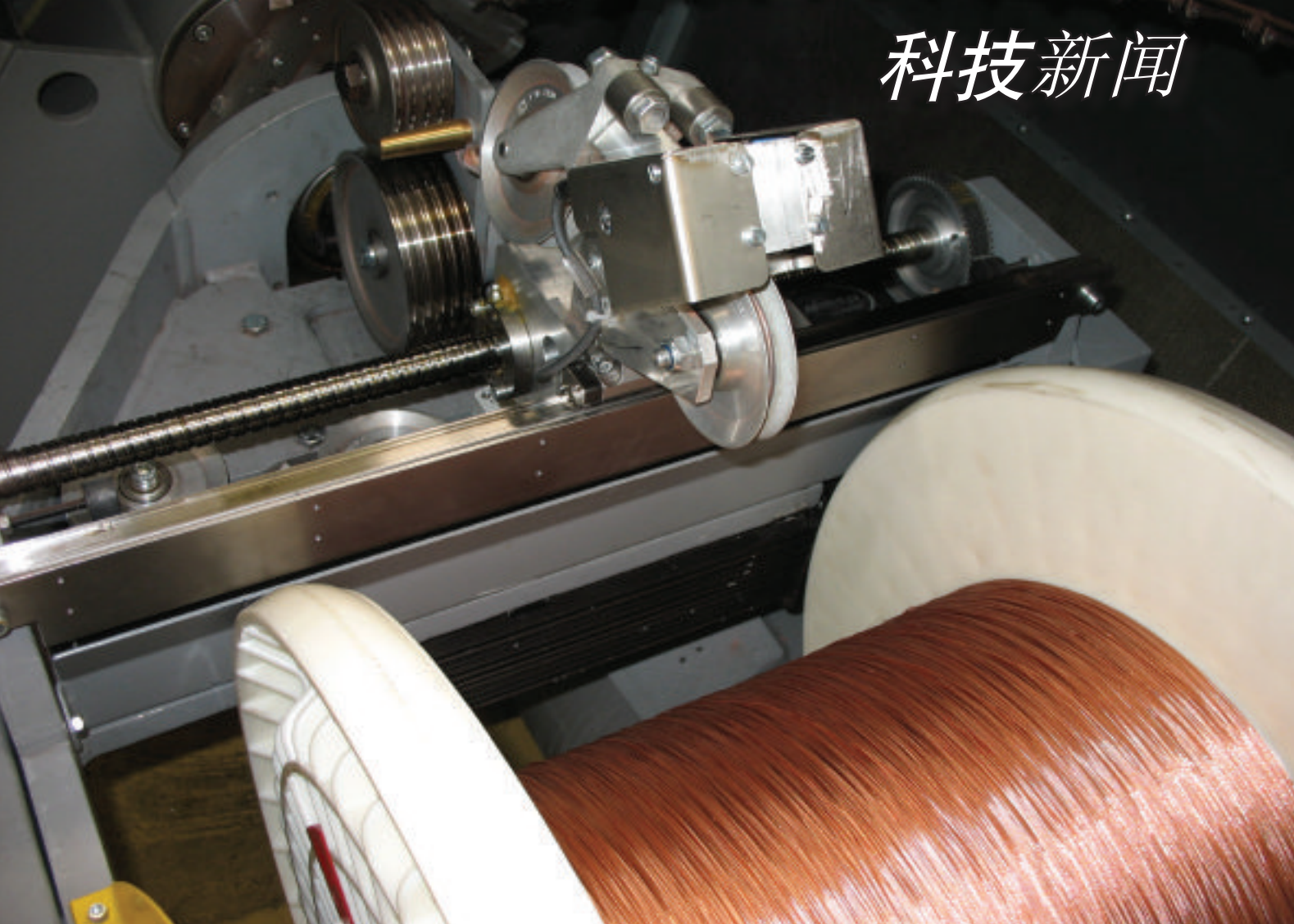
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○ Niehoff束线机采用的NBAT自动光电排线系统

# 自动纠错绞合线排线系统

Maschinenfabrik Niehoff为其生产的束线机开发一种自动光电排线系统NBAT (Niehoff束线自动排线)。在绞合线收到线盘上的时候,排线方向发生变换的位置,即靠近线盘法兰缘的地方,是非常重要的地方。如果排线单元的变换点没有设置得当的话,绞合线或可能相互重叠,或可能之间留出较大空隙,导致它们滑动到彼此上方并打结。这种情况会造成下一步操作时候放线质量差,线缆可能过度拉伸,可能断开。

新排线系统经实地验证,可以保证绞合线卷绕的一致性。NBAT由一个独立的电子单元和两个位于排线辊上的激光传感器组成。新系统可以执行两项重要功能,这样无论使安置新线盘或者是在绕线过程中重新进行排线设置,操作员都无需对机器进行设置。该系统能够在排第一股线的时候自动探测线盘的法兰缘,并在绕线过程中不断调整排线变换点。系统还能自动扫描绕线表面。如果它探测到“峰”或者“谷”,它就向排线系统的步进电机发出控制信号,确保这种情况立刻得到纠正,保证绕线的一致和平顺。

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## 新型自动线材拉直和切割机

意大利Vitari推出NR222自动线材拉直和切割机,可加工直径2毫米到10毫米的线材。进线速度电子可调,为每分钟30米到200米。

该机的特色在于采用编码器进行杆材长度测量以及采用无刷伺服电机进行线材切割。该机的收线台为模块化设计,可由3米、6米、9米或者12米的切割台构成。该机配备可移动停止装置。操作人员可根据显示器显示的杆材长度要求,手工把停止装置移动到准确位置,以获得更加精确的杆材长度。Vitari投身线材加工设备生产已有80余年历史,产品包括制钉机、制链机、金属管编织机、链环栅栏机、高强度有刺铁丝网机和衣架机。

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○ KC Industrie生产控制电缆的专业厂家

## 用于线缆对接的液压卷边钳

Petig推出了一种把线尾与新线卷的开头对接的新解决方案。新方法采用一个短管完成两线的对接，但要求对线缆进行酸洗或者退火处理。Petig的液压剪线钳非常适合这种应用。新方法不使用剪线钳，而使用带有锯齿的卷边钳。

在卷边之前，先把连接管一头套在前一卷的线尾，另一头套在下一卷的线头，然后使用液压卷边钳（型号：HC 530-3W）进行两次卷边即大功告成。根据张力测试，连接处可承受25到30千牛的拉力。具体受力能力取决于线缆的强度和卷边的深度。卷边钳和液压装置为便携式设计，便于携带使用。

**Friedrich Petig GmbH – 德国**  
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○ Petig生产的液压卷边钳，用于线缆对接



## Sonobond Ultrasonics 的点焊技术

Sonobond Ultrasonics是超声波焊接和接头技术的专业厂家。公司称采用其微处理器控制点焊技术的客户群体日益壮大。

据公司总裁Janet Devine表示，使用SonoWeld® 1600数字金属点焊机系列的用户认为该机可靠、高效且便于使用。Janet Devine还以Lake Cable, LLC为例，说明采用该机的优良成效。Lake Cable, LLC是一家提供金属铠装线缆和采用挤塑成形技术生产控制、仪器和电力线缆的厂家。

Lake Cable需要升级其在印第安纳州占地10万平方英尺的Prairie Cable厂中的点焊机。据该厂维护经理Chris McLaughlin表示，他们已经很了解Sonobond技术的多种优势。“我们是Sonobond产品20年的老用户，使用感觉非常好。

我们也了解有其他类似功能的产品，不过和超声波技术相比，这些产品效率较低且需要耗材。我们不需要这样的产品。有次我们丢失了用户手册，联系Sonobond更换。他们认为应该根据我们的情况定制，以帮助提升我们工序的效能。”

Sonobond迅速提供了免费焊样，并建议Lake Cable, LLC用2.5KW的SonoWeld 1600数字金属点焊机的某种特别改型更换现有的机器。新机采用定制的滑动砧板和经修改的型框，可以固定最宽4.5英寸的材料。该机还可以调整焊接角度，使压力得到扩散，得到强度更高的焊点。焊点的强度可以达到母材的90%，0.75英寸宽材料的焊接时间仅需0.5秒。

使SonoWeld 1600在用户中大受欢迎的其他特性包括内置微处理器的电源，可以存储和调用超过250种焊接方式。该机可以进行自动频率控制、超负荷保护和自动质量监控，便于使用。

该机的高效点焊头经过热处理，其锥度锁头采用工具钢制成，可完成30万次焊接。该机还配有数字显示器，可根据焊接时间、焊接功率或者焊层厚度选择焊接模式。

在超声波焊接中，高频超声波通过焊接头传导到要焊接的金属表面。该能量能够分解工件之间的氧化物和表面薄膜，在不融化材料的情况下实现真正的金属连接。超声波焊接环保、无污染且成本低廉。获得专利的Wedge-Reed接头机可以进行精确可靠的焊接，并可以多种角度安装，以便特殊应用。

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## Ocean Optics推出有史以来最快光谱仪

瞄准高速化学和生化反应监控应用，Ocean Optics推出有史以来最快光谱仪。USB2000+微型光纤光谱仪可通过USD2.0端口接入计算机，每秒传送1,000个扫描，可测量波长200纳米到1,000纳米的光谱。该光谱仪使用可定制光栅，将分解的光谱投射到2,048元的CCD阵列探测器上，产生分辨率达0.35纳米的图像(半值宽度)。

USB2000+光谱仪的使用十分简便，用户只需要安装用户界面软件SpectraSuite，然后用USB线把光谱仪连接到计算机即可，无需单独供电。SpectraSuite是一种完全模块化、基于Java的光谱软件，可在Windows、Macintosh和Linux上运行。USB2000+采用可编程微控制器，能通过通用输入输出借口输入输出数字和模拟信号，对光谱仪进行控制。该光谱仪可采用多种触发模式。内置的EEPROM存储了波长校准信息，可自动被操作软件采用。Ocean Optics还向用户提供14种光栅、6种光隙和数百种光纤配件。

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## Sikora的第一种带有LED光源的测试仪

Sikora推出新开发的LED 8025 XY测试仪，用于各种类型电缆的测量，包括带透明绝缘层的类型。该测试仪由最新型的发光二极管和高分辨率CCD阵列构成。在强大的软件支持下，可以计算被测物的影宽，从而精确测定被测物的外径。对采用透明绝缘体的线缆，LED 8025 XY的测量结果非常可靠。测试头采用先进的表面组装器件(SMD)技术，尺寸小巧，可以安装到任何生产线上。LED 8025 XY可测试直径0.25毫米到25毫米的产品。



○ Sikora生产的LED 8025 XY测试仪能够精确测试透明绝缘层产品

测试头配备垂直安装的玻璃窗口，可以防尘。此外，该测试仪的底部是开口的，可防止灰尘和水污染测试区。该测试仪采用RS 485串行界面和RS 232诊断界面，可直接驳接生产线控制系统或者Sikora's Remote 2000以及Ecocontrol 600、1000和2000控制设备。还可选配以太网RJ45端口，Profibus界面或者模拟输出端口。

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### 线缆涂敷解决方案

比利时Bekaert是线缆涂敷技术、带状线缆和成形线缆方面的专业厂家。公司推出新的涂敷材料以支持新应用。Bekaert产品包括：涂PVC层的成形线缆、采用特殊化合物的高耐侵蚀涂敷材料、设计工程使用的特殊颜色涂敷材料、复杂形状的钢构件或者不锈钢构件。

**Bekaert – 比利时**  
 电子邮箱: info@bekaert.com

传真: +32 5623 0543  
 网站: www.bekaert.com

## 多模涡流测试仪

Magnetic Analysis Corp (MAC)推出一款型号为MultiMac™的新型多模涡流测试仪。该测试仪采用Windows系统，配备环绕/扇形测试线圈(探测浅表缺陷)或者旋转探头(探测纵向缝状表明缺陷)。新的多模式工作能力把MAC的分立环绕测试线圈产品和旋转探头产品的功能融为一体。

MultiMac有八条测试信道，具备宽范围的测试参数选择范围，并有特殊的线路确保信噪比。采用成功的EchoHunter®图形显示软件，该测试仪的测试屏可显示一个信道的情况。

如果配有多个屏幕，则可同时显示8个信道的情况。测试屏提供了MultiMac设置和操作的所有信息。所有屏幕能够同时以极坐标和线性坐标显示测试结果和所有测试参数，包括各种阈值。

MultiMac的每条信道都可以按不同频率和信道模式独立配置。例如，“差别”模式适合探测短焊缝的缺陷，而“绝对”模式适合探测长且连续的表面缺陷以及开焊。

每个信道的三种阈值——“全面测试”、“扇形测试”、“横向测试”可映射到八个输出端口中的任何一个端口，并可对时间、检测长度、一般拒绝模式、闭锁模式进行独立配置。

由于具有这些特性，MultiMac可测试各种非磁性产品，或在使用直流饱和系统的情况下测试磁性材料。该仪器还能够利用漏电流现象探测隐藏在铜杆或者铝杆表面下的微量钢铁残余物。仪器的测试速度范围从每分钟1英尺到数百英尺不等。MultiMac还配备有消尾电路，采用光纤传感器，防止线缆头尾造成的信号误报。

MultiMac的数据记录能力有明显提高，并可通过内部网络或者因特网进行遥控。用户可在输出的数据和报告中添加定制信息，如客户信息、产品信息、测试位置、时间、幅度和相位。报告可存储在本地网络服务器中，也可通过USB端口存储在闪存中。

操作人员可通过键盘和鼠标操作基于Windows的界面。为要求严格的生产现场开发的全套合一系统由一个坚固的密封机柜和内置的17寸显示器、空调和伸缩式键盘构成。其他的一般型号则由伸缩式键盘、空调和独立的可选显示器组成。



○ 来自Magnetic Analysis Corp的MultiMac测试仪

**Magnetic Analysis Corp – 美国**  
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 电子邮箱: info@mac-ndt.com  
 网站: www.mac-ndt.com

# *Dies & tooling*

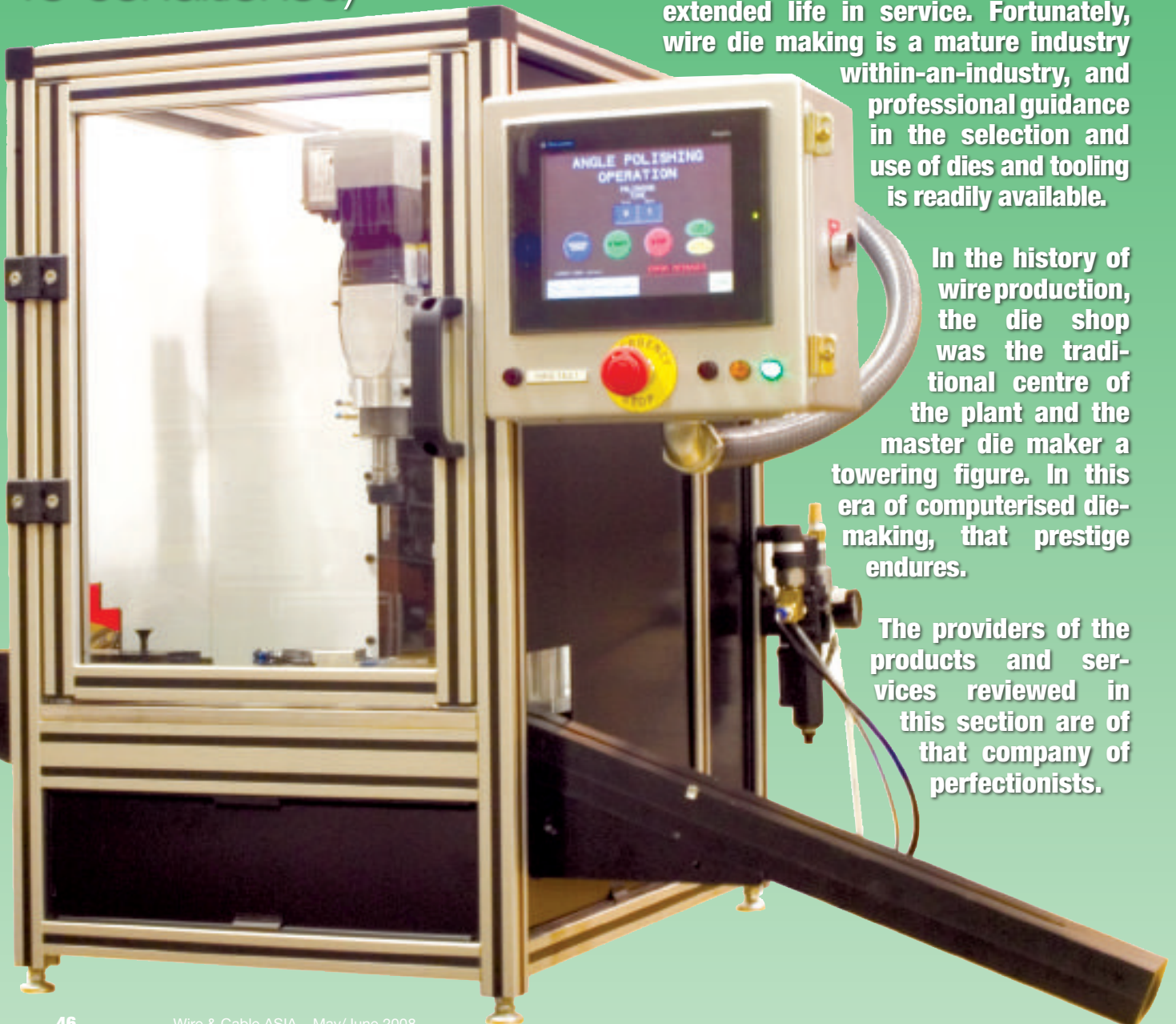
(new & re-conditioned)

There is a sense in which every wire reduction operation is a custom treatment, so exact must be the 'match' between the die and the wire being drawn. Precision is everything in a wire die. And that precision is a considerable achievement in a component that is all angles – calling for a quality of craftsmanship several degrees higher than that imposed by a flat-plane mechanism.

Remarkably, when it shows signs of wear, this technical marvel may be re-cut and reconditioned for an extended life in service. Fortunately, wire die making is a mature industry within-an-industry, and professional guidance in the selection and use of dies and tooling is readily available.

In the history of wire production, the die shop was the traditional centre of the plant and the master die maker a towering figure. In this era of computerised die-making, that prestige endures.

The providers of the products and services reviewed in this section are of that company of perfectionists.





## New machines from Agir Technologies

The new range of Mouton machines that were introduced at wire 2008 Düsseldorf are now designed, built and sold by the company Agir Technologies.



○ Machines from Agir Technologies

There are two new machines for the automatic working of tungsten carbide dies: the TCLD-C-CNC, to work and automatically repair the working cone of the dies, and the TCLD-B-CNC which automatically works the cylindrical bearing of the dies. They are both equipped with an automatic die feeder and, in the first part of 2008, they will be linked by a PLC that will allow the automatic working of the cone and bearing length.

The concept of this design is important because, for the first time, the operator is able to simply adapt his working method according to the time and the quantity of dies to be repaired or manufactured.

Agir Technologies also introduced the new SH, a small machine dedicated to the lapping of diameters from 0.20 to 2mm on a length of over 10mm. This machine manages its working cycles thanks to a programmable PLC. It can be used to recondition tungsten carbide dies. The company, thanks to Mouton products, is now one of the European leaders in tungsten carbide tools for wire and cable manufacturing and other wire transformations. The product range includes wire drawing dies (round, shaped, pressure), drawing dies and plugs, cable extrusion tools, straightening tools, wire-guides, tools for welding rods and plated wires.

For more than a century, the Rivom workshop has specialised in the design and manufacturing of tungsten carbide tools for metal forming (heading dies and punches, extrusion tools, plate-cutting and ironing tools and compacting tools. Agir Technologies has a wide range of tools for metal forming, from the simplest wire drawing dies to very complex dies and punches in addition to its complete range of tungsten carbide die reconditioning machines.

### Agir Technologies – France

Fax: +33 380 51 81 36 Email: ferret@agir-technologies.com

Website: www.agir-technologies.com

## Precision dies from Teknodiam

Teknodiam guarantees the clean, precise and constant profiles of the working parts of the die (cone and cylinder) required for perfect wire drawing. These attributes are secured by high precision grinding to guarantee wire quality, long die life and high machine performance. The company produces drawing dies, shaped dies, wire extrusion nipples and component part dies in natural diamond and mono or polycrystalline diamond.

Customers are provided with a reliable and prompt reconditioning service for worn dies. The drawing angles and the length of the cylindrical parts are ground to the exact measurements requested, maintaining correct die geometry.

Teknodiam Srl – Italy  
Email: tkt@tktgroup.it

Fax: +39 025 455832  
Website: www.tktgroup.it

## GAUDER RESALE EQUIPMENT

We could present here a sample list of the equipment we have in stock.

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[sales.gauder@gaudergroup.com](mailto:sales.gauder@gaudergroup.com)

## Quality control systems from Conoptica

The Conoptica Production & Quality Control Systems are unmatched. The company's fast and accurate measuring techniques help to improve production efficiency, reduce the number of unintended wire production halts and enhance die quality.



○ The Conoptica Production & Quality Control Systems

The full range of Conoptica Production and Quality Control Systems cover applications from fast, accurate and low cost measurement of round/shaped die and/or wire diameter to high-end 3D full profile measurement of any geometrical object (drawing/shaped/enamelling die/wire/rod/pin/needle/tube) within systems range (0.010mm – 400.00mm).

### Conoptica as – Norway

**Fax:** +47 7283 1435

**Email:** conoptica@conoptica.com

**Website:** www.conoptica.com

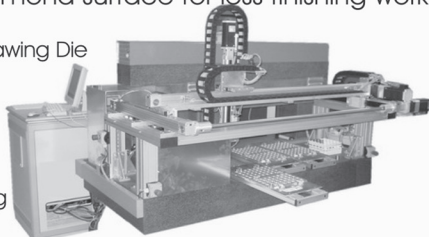
## Diamond Die Laser Drilling Systems



Diode Pumped Nd:YAG-Laser semi-automatic working enables drilling new dies and also refurbishing ND and PCD drawing dies from 0.02 up to 12 mm hole diameter

Ultra smooth diamond surface for less finishing work

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## Dies – a relationship with wire

Ajex & Turner is a fast-growing, technology-driven company engaged in the manufacturing of wire drawing dies and die polishing, reconditioning machines and their consumables.

The company is focussed on the direct relationship between the wire drawing machine, the design of die and the importance of the lubricant. The five zones of a typical wire drawing die are the entrance zone or bell, the reduction angle, the bearing, the back relief and the countersink.

In a typical wire drawing operation, a number of parameters need to be addressed besides the draw forces, which are cumulative effects of all passes. These include the degree of non uniformity of deformation, changes in mechanical properties of wire, temperature of wire at the contact interface and history of temperature, residual stresses and cumulative effects on wire breakage.

In the geometry of wire drawing dies, people are now considering the importance of Contact zone. This zone should be well designed and defined on the basis of contact length.

Contact length means the length of reduction angle where the actual deformation of wire takes place. During wire drawing it is necessary to check the contact length to achieve a better result.

A good contact length and right profile of die produces very good results such as negligible wire breakage. Using the existing experience some parameters of contact length have been developed.

For instance in copper wire drawing the contact length with 40 to 50% of wire diameter gives good results.

For proper wire drawing, a certain area is needed for deformation. When there is proper deformation then there will be no typical change in the physical properties of wire like a sudden increase in hardness and low torsion.

For example, in steel, if the contact length is less the deformation area will also be low. The deformation time will also be low causing excessive heat generation.

The excessive heat generation will spoil the physical properties of the wire like torsional bending. But if the area of contact length is more than wire, it will take more time for deformation.

The heat generated during deformation will be dispersed in a long contact area and the physical properties will not cause negative effects.

### Ajex & Turner Wire Dies Company – India

**Fax:** +91 11 2745 2640

**Email:** ajexturner@gmail.com

**Website:** www.ajexturner.com

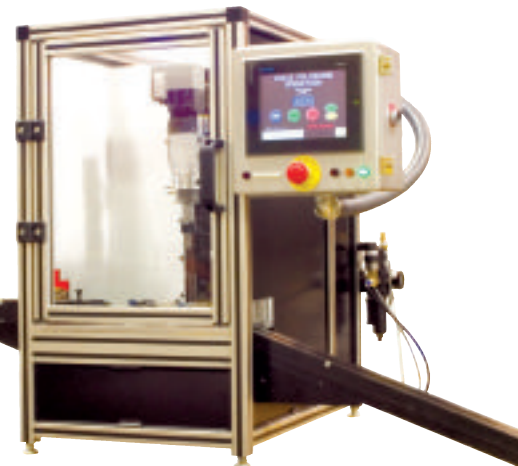


## New automated angle polishing and sizing machine

Die Quip has released its new Die Flex XA automated angle polishing and sizing machine that automatically cycles a die from a preloaded magazine into the working chuck. After polishing or sizing, the robotic arm places the worked die back into the magazine for additional processing or into a collection bin. The unique removable magazines allow for multiple magazines to be loaded or for a new die size set up while the machine is running. The magazines can be flipped up or down to size the bearing from either direction to produce the desired bearing geometry. A fully loaded machine will run unattended for 1 to 1½ hours, dramatically reducing overhead while boosting throughput. The dies are gripped in a 3-jaw air chuck to insure die concentricity, which reduces out of round wire.

The Die Flex XA is a valuable addition to Die Quip's heavy duty die grinding and polishing equipment. The rigid design of the company's equipment makes sure that the dies geometry and roundness are accurate and consistent from one die to the next. Along with the rigid autofeed, the powerful electric spindles provide the cutting ability to remove wear, take dies to larger sizes and work on large diameter dies.

**Die Quip Corporation – USA**  
**Fax:** +1 412 835 6474  
**Email:** diequip@diequip.com  
**Website:** www.diequip.com



○ The new Die Flex XA automated angle polishing and sizing machine

## Quality assured

Koner Dies inspects all components of the production process of their dies to the company's exacting specifications. All the dies undergo rigorous quality control procedures. The companies qualified die grinding service guarantees the allowance of the geometrical tolerances of the drawing dies.

The user is assured of buying new drawing dies with precise technical specifications together with specific controls to verify their tolerances.



Worn dies are given the same rigorous quality control procedures, saving on uncontrollable wire drawing conditions, unexpected machine downtimes, wire out of specification with consequent loss in production and non-homogeneous quality of the wire.

○ Drawing Dies from Koner

**Koner Dies Srl**  
**– Italy**  
**Fax:** +39 025 455832  
**Email:** tkt@tktgroup.it  
**Website:** www.tktgroup.it



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Messe Düsseldorf Asia

# 模具和加工

(新产品和修复)

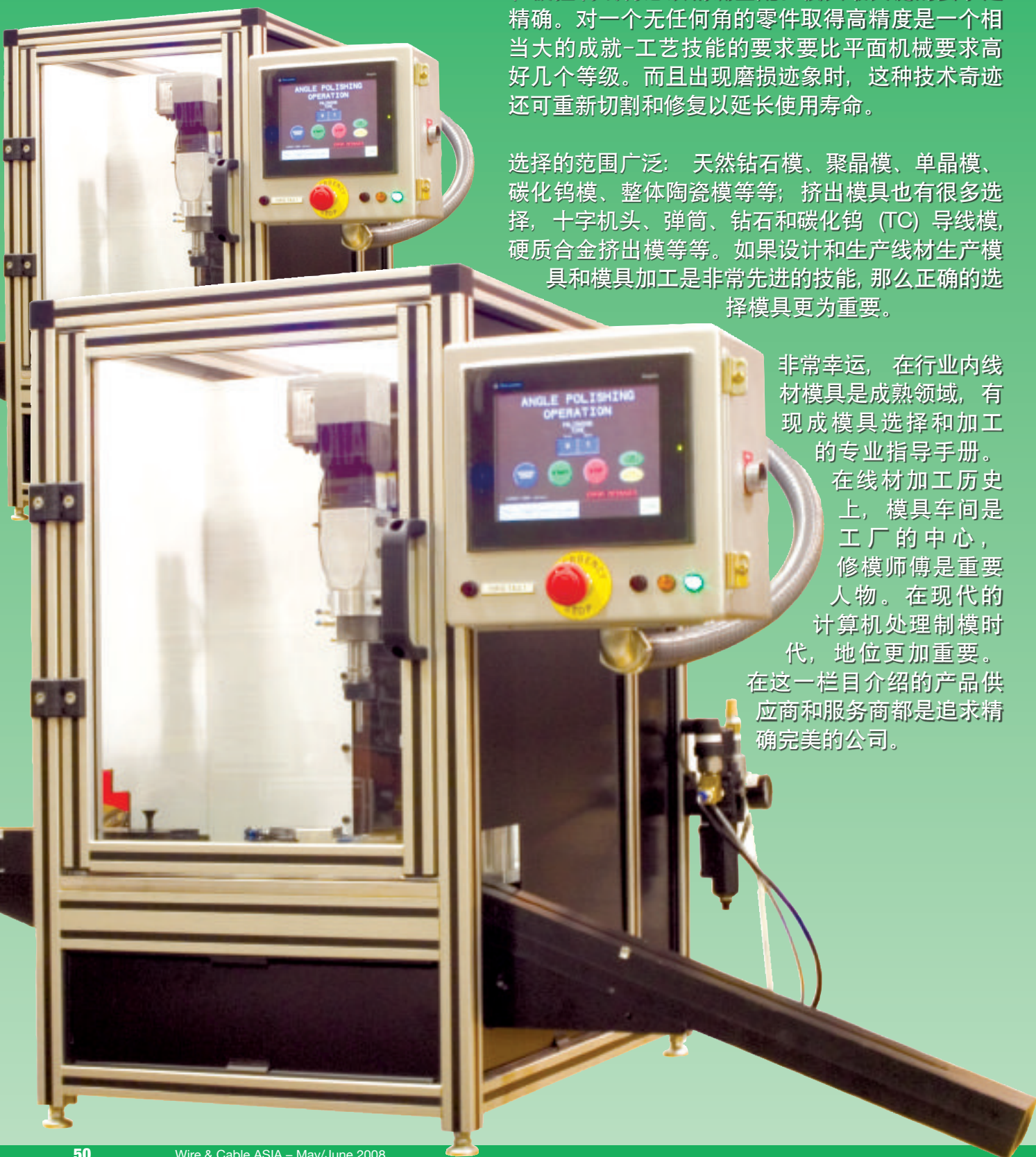
好像每一个线材拉细生产都是定制处理，所以模具和被拉制线材必须精确匹配。模具最关键的要求是精确。对一个无任何角的零件取得高精度是一个相当大的成就-工艺技能的要求要比平面机械要求高好几个等级。而且出现磨损迹象时，这种技术奇迹还可重新切割和修复以延长使用寿命。

选择的范围广泛：天然钻石模、聚晶模、单晶模、碳化钨模、整体陶瓷模等等；挤出模具也有很多选择，十字机头、弹筒、钻石和碳化钨 (TC) 导线模，硬质合金挤出模等等。如果设计和生产线材生产模具和模具加工是非常先进的技能，那么正确的选择模具更为重要。

非常幸运，在行业内线材模具是成熟领域，有现成模具选择和加工的专业指导手册。

在线材加工历史上，模具车间是工厂的中心，修模师傅是重要人物。在现代的计算机处理制模时代，地位更加重要。

在这一栏目介绍的产品供应商和服务商都是追求精确完美的公司。





## Agir 技术公司的新型机器

在2008杜塞尔多夫线缆展览会上展示的各种新型Mouton机器现已由Agir技术公司全面地开始设计、制造和销售。

该公司还提供两种用于硬质合金模的自动化工作的新型机器：TCLD-C-CNC用于加工和自动修理模具的锥体部分；TCLD-B-CNC用于自动加工模具的圆柱部分。这两种机器都配备了模具自动进给装置，将于2008年初与PLC联合以自动加工圆锥体和圆柱体。

至今，这种设计理念非常重要，因为操作者可以很简单地根据要修理或制造的模具就能适应其工作方式。

Agir技术公司还引进了新型的SH机器，一种专门用于长度超过10mm、直径为0.20~2mm的搭接的小型机器。该机器根据可编程的PLC来控制其加工周期。通过扩大直径，该机器还可以用于修复硬质合金模。

由于Mouton产品，该公司现已在欧洲成为线材线缆制造和其他线材改型上使用的硬质合金模具的领先级制造企业。其产品范围包括线材拉丝模(圆形、异形、压延)、拉伸模和插件、线缆挤出工具、矫直工具、线材导轮、以及焊接杆和电镀线材使用的工具。

一个多世纪以来，Rivom车间始终专业化地从事于金属成型行业(锻模和打孔机、挤出模具、剪板机和拉伸工具、紧压模具等)使用的硬质合金模具的设计和制造。

由于Agir技术公司在金属成型工具制造上可提供的范围非常广，除了各种硬质合金模修理机外，从最简单的线材拉丝模具到很复杂的模具和打孔机均可提供，因此，该公司已成为该领域中世界级领先企业。

**Agir Technologies – 法国**

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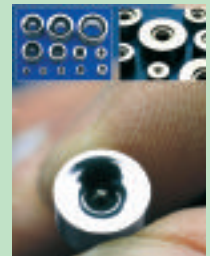
○ Agir技术公司生产的机器

## 质量保证

Koner公司会仔细检查所有模具的生产工艺以便符合该公司的严格规定。所有模具都经过如下严格的控制过程:

- 他们所提供的合格模具研磨服务能确保拉丝模具在允许的几何误差范围内。
- 确保用户购买新的具备精确技术规格的拉丝模具，这样可对这些模具进行规定控制以限制它们的误差。
- 在线材拉丝过程中同样注意已磨损模具，这样可使它们具有新模具的重要特性。
- 这样可避免很多不可控制的线材拉丝条件、减少机器的停工时间、以及降低了由于生产中存在的问题和质量不一致等因素导致的不满足规格的线材数量。

由于拉丝模具常常被误认为与新模具具有完全一样的几何特性，因此对这些模具的维修往往不加以控制，故这些隐含成本往往被忽略。



Koner公司提供全面、迅速和精密的模具研磨和维修服务。

○ Koner公司的拉丝模

**Koner Dies srl – 意大利**  
 传真: +39 025 455832  
 电子邮箱: tkt@tktgroup.it  
 网站: www.tktgroup.it

## Conoptica公司的质量控制体系

Conoptica公司的生产和质量控制体系是独一无二的。该公司的迅速而精密的检测技术有助于提高生产效率，降低线缆生产中不可预料的停工次数，并提高了模具的质量。



○ Conoptica公司的生产和质量控制系统

Conoptica公司整套的生产和质量控制体系覆盖面很广，包括从圆形/异形模具和(或)的快速、精密和低成本检测技术到加工范围内(0.010 mm – 400.00 mm)的任意几何形状物体(拉丝/成型/漆包模/线缆/杆/插针/管)的高尖端3D全轮廓检测。

**Conoptica as – 挪威**

电子邮箱: conoptica@conoptica.com

传真: +47 7283 1435

网站: www.conoptica.com

## 新型自动角度抛光和定径机

Die Quip公司已投放出新型Die Flex XA型自动角度抛光和定径机,该机器能自动地将模具从预载荷送料装置循环至工作结束。将模具定径和抛光后,机械臂可以将这些已加工模具运回初始位置以便进行附加工序或进入收集箱中。

这种独特而可移动的送料装置可在机器运转期间便进行多种物料的加载或新型模具的安装。

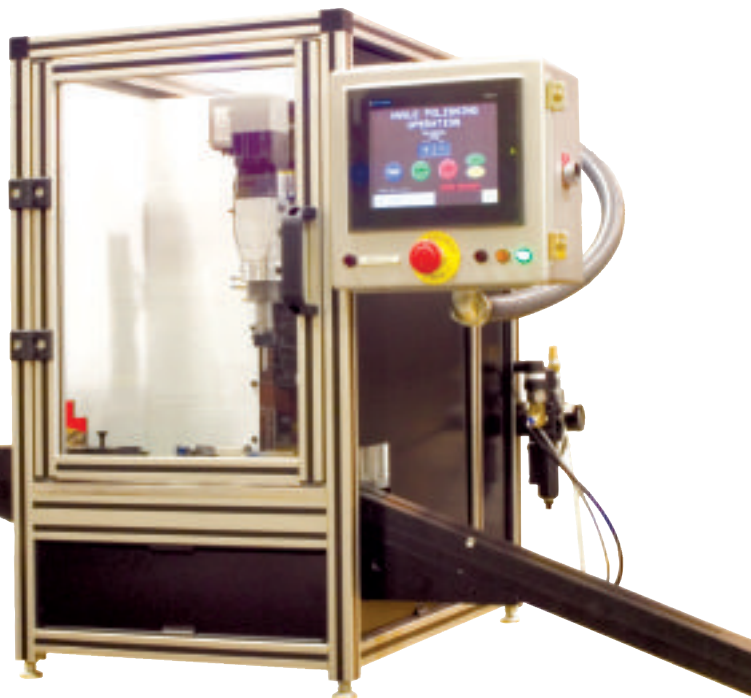
这些送料装置可上下移动并从任何方位来适应轴面以便实现预期的轴面几何尺寸要求。一台被完全加载的机器可以在无人看守的情况下工作一到一个半小时,这样可大大地降低了日常开支并提高了产量。

这些模具配备了三爪气动卡盘以确保模具的同心度,这样可防止圆形线材的串动。像所有的Die Quip机器一样,该Die Flex XA型机器构造了一个坚固的钢座,可满足长期重载工作和延长生产寿命的行业标准。

该Die Flex XA型机器在重载模具研磨和抛光设备方面能创造很多利润。该公司对设备的严格设计确保了所加工的每个模具在几何尺寸和圆柱度方面都非常精确和一致。

随着严格的自动进给,电动轴可提供切削能力以消除磨损,可处理大尺寸以及大直径模具进行加工处理。Die Quip公司有四种手动或半自动化研磨机,以满足任何生产需求。他们的抛光工具允许用户在该机器上进行研磨,并可避免手工研磨,从而提高了模具的生产率。

**Die Quip Corporation – 美国**  
传真: +1 412 835 6474  
电子邮箱: diequip@diequip.com  
网站: www.diequip.com



○ 新型 Die Flex XA型机器是一台自动角度抛光和定径机

## Teknodiam公司的精密模具

Teknodiam公司在精密线材的拉丝方面能确保模具工作部件(圆锥和圆柱形)的清洁、精确,且具有稳定的几何形状。

这些特性可通过高精密研磨以保证线材质量、延长模具寿命,并能维持机器的高性能。

该公司利用天然金刚石和单晶或聚晶金刚石生产各种拉丝模、异形模、线缆挤压喷嘴和组成零件模具。

对于已磨损模具,该公司还为用户提供迅速而可靠的服务。

拉伸角度和圆柱部分的长度是进行精确测量的基本因素,同时确保模具的几何尺寸。

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## 模具——与线材有着连带关系

Ajex & Turner公司是一家在先进技术推动下迅速发展的公司,专业从事于线材拉丝模和模具抛光、维修机器以及它们所使用耗材的制造。该公司特别重视在线材拉丝机、模具设计以及润滑剂三者之间的直接关系。典型线材拉丝模的五个区域为:入口区或响铃、压缩区、定径区、后安全角以及反口区。

在一个典型线材拉丝操作中,除了拉伸力外需要满足许多参数要求,而这些工作往往需要以往经验的积累。这些参数包括变形不一致的程度、线材机械性能的改变、线材在接口处的温度和历史温度、残余应力以及线材裂口处的作用力。

在线材拉丝模的几何尺寸方面,人们目前重视接触区的重要性。该区域要根据接触长度进行精确设计和定义。

接触长度可表明拉模孔圆锥角,这是线材实际变形的部位。在线材拉丝期间,有必要检查接触长度以便取得比较好的效果。

模具的合适接触长度和正确轮廓可以产生很好的结果,如可减少易于忽视的线材裂缝。根据已有经验,与接触长度有关的某些参数已逐渐在改变。如在铜线拉丝方面,40~50%的线材直径在其接触长度上发生变化后均取得了很好的效果。

要进行适当的线材拉伸,某些区域有必要发生一些变形。当适宜变形发生时,线材的物理特性并没有典型的变化,如在硬度和扭矩方面的忽然增大。

例如,对于钢而言,如果接触长度减少,则变形面积也会降低。变形时间将会降低,这势必会产生过渡的热量。这种过渡产生的热量将会破坏线材的物理特性,如扭转弯曲。但是,如果接触长度的区域超过线材,那么变形将会占据大部分时间。在变形期间所产生的这些热量将被散发到长的接触区域内,然而其物理特性并不能引起什么反作用。

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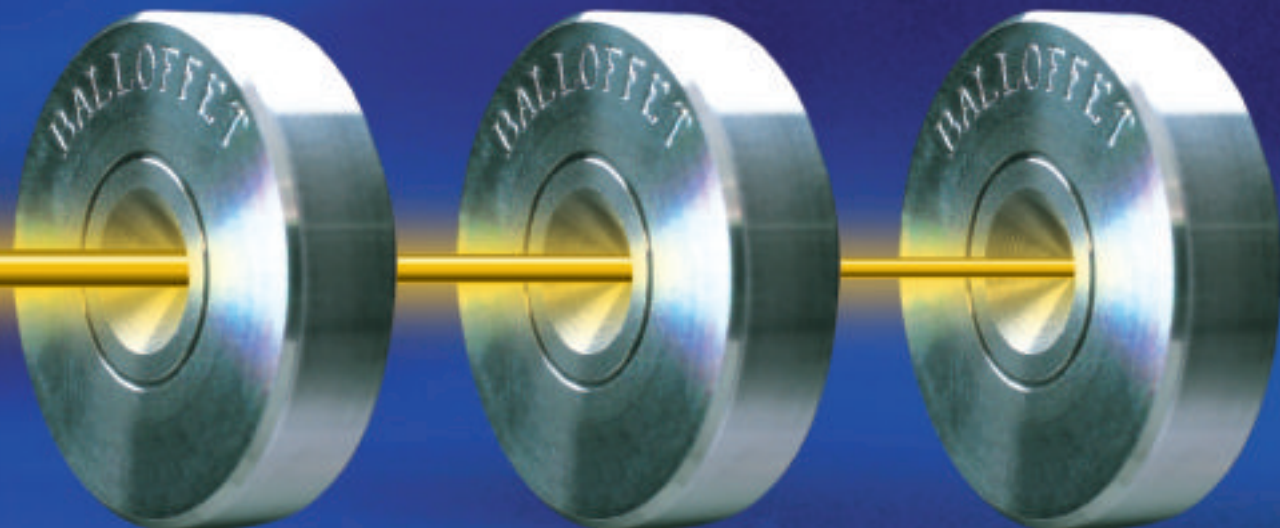



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