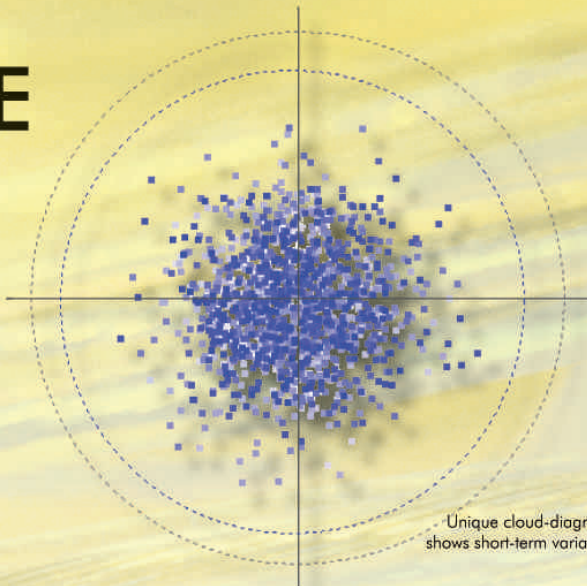


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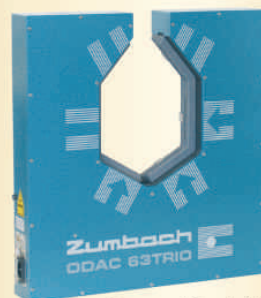
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Compact 2 axis (X/Y)

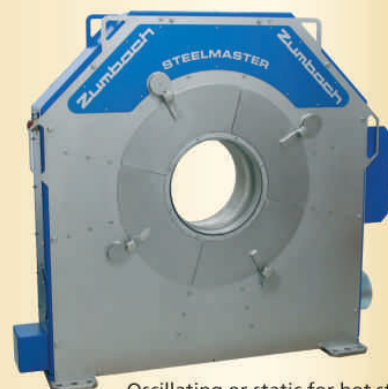


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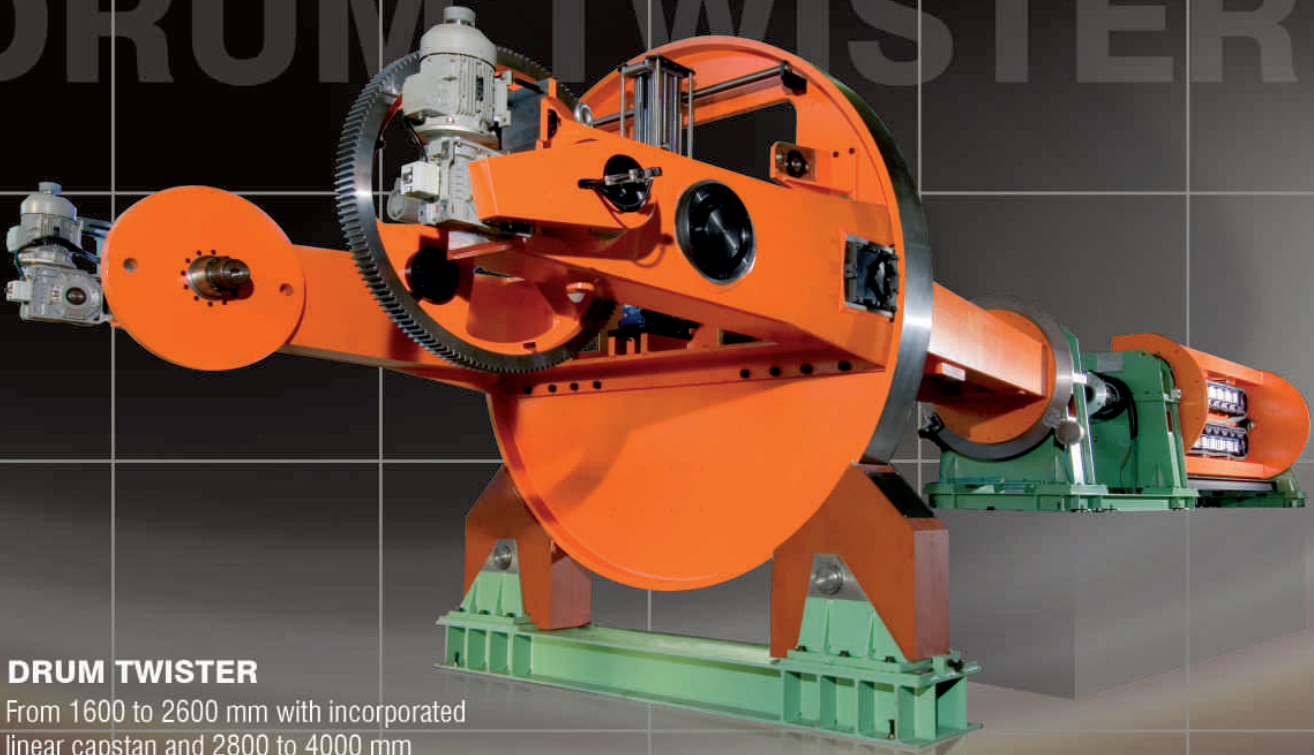
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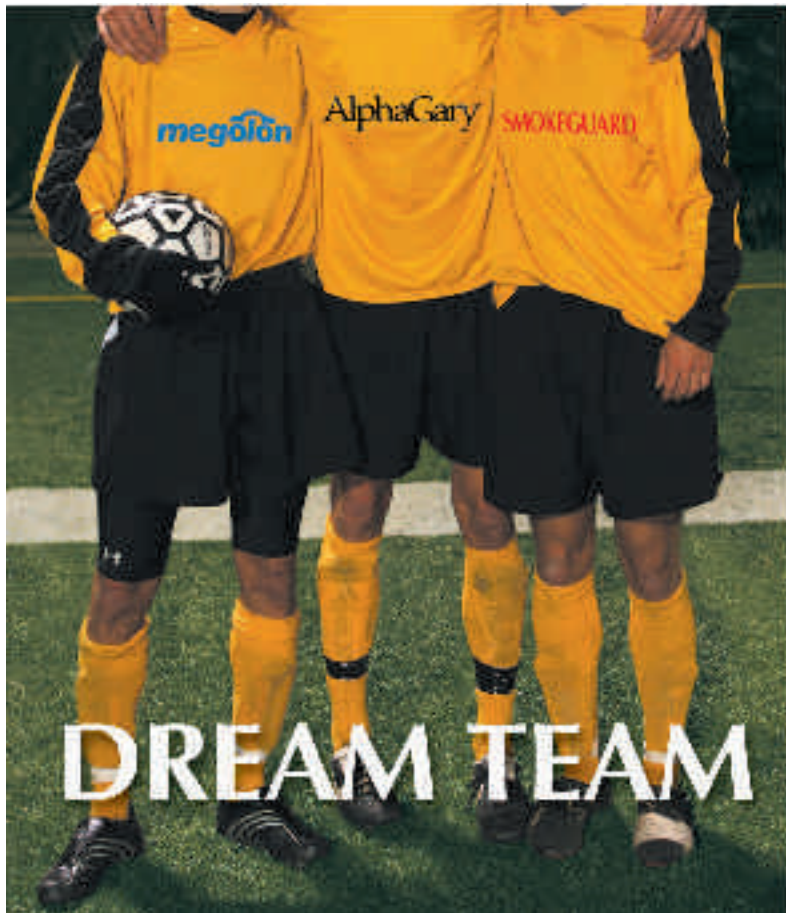
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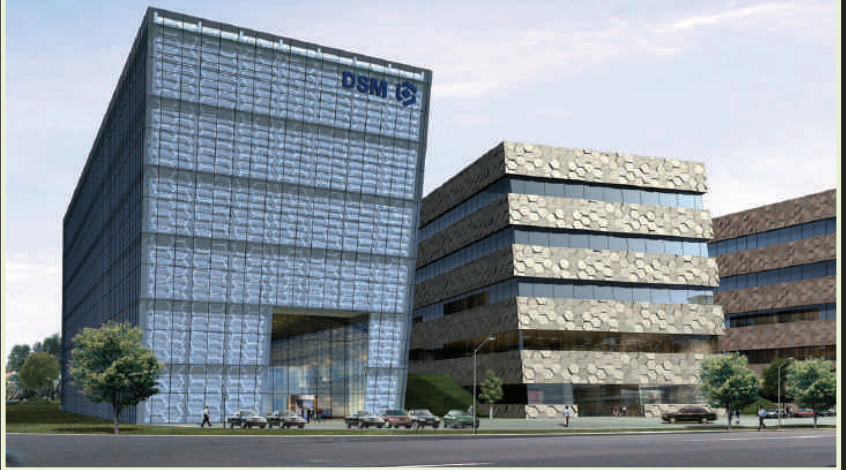


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# When and where



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**11-14 Nov: IWCS – conference**  
 – Florida, USA  
**Organisers: IWCS**  
**Fax: +1 732 389 0991**  
**Email: admin@iwcs.org**  
**Website: www.iwcs.org**

## Central Asia Machinery



Picture © and courtesy of Justin Vassallo

**13-16 Nov: Central Asia Machinery – trade exhibition**  
 – Almaty, Kazakhstan  
**Organisers: Central Asia International Exhibitions**  
**Fax: +7 3272 663684**  
**Email: info@expocentralasia.com**  
**Website: www.expocentralasia.com**

### 2008

#### March/April

**31-04:** wire Düsseldorf – trade exhibition – Düsseldorf, Germany  
**Organisers:**  
 Messe Düsseldorf GmbH  
**Fax: +49 211 45 6087 7793**  
**Email: info@messe-duesseldorf.de**  
**Website: www.messe-duesseldorf.de**

#### June

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

**17-20:** Cabling and Wiring 2008 Ukraine – trade exhibition – Kiev, Ukraine  
**Organisers: TDS & Intras**  
**Fax: +44 526 9374**  
**Email: olga@welding.kiev.ua**  
**Website: www.weldexpo.com.ua**

#### September

**23-26:** wire/Tube China – trade exhibition – Shanghai, China  
**Organisers:**  
 Messe Düsseldorf China  
**Fax: +86 21 5027 8138**  
**Email: info@mdc.com.cn**  
**Website: www.messe-duesseldorf.de**

#### October

**21-25:** EuroBLECH – trade exhibition – Hanover, Germany  
**Organisers: MackBrooks**  
**Fax: +44 1727 814 401**  
**Email: info@euroblech.com**  
**Website: www.euroblech.com**

#### November

**20-22:** Wire and Cable India – trade exhibition – Mumbai, India  
**Organisers:**  
 Confederation of Indian Industry  
**Fax: +91 22 2493 9463**  
**Email: darryl.dasilva@cionline.org**  
**Website: www.wirecableindia.com**

### 2009

#### May

**2-7:** Interwire/IFE – trade exhibition – Cleveland, USA  
**Organisers:**  
 Wire Association International  
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○ View over the Sikora business premises in Bremen

# Sikora expansion full steam ahead!

Sikora's purchasing department has just moved into a new building adjoining the company's headquarters in Bremen, Germany.

The move follows the move in January which gave production, research and development 1,000m<sup>2</sup> more space.

The move follows a 15% increase in turnover compared to the previous year.

The expansion in the measuring and control technology sector follows an increase in contract volume and workforce.

Sikora has increasingly invested in research and development in order to meet all requirements for powerful and innovative products.

The success is already reflected in various new measuring devices such as X-Ray 8000 NXT, Laser 2003 XY, Centerview 8000 or the processor-based system Ecocontrol 1000. See our technology section for more on the Centerview 8000.

**Sikora AG – Germany**  
**Fax:** +49 4214890090  
**Email:** sales@sikora.net  
**Website:** www.sikora.com

## New Vietnam office



The Zwick Roell Group has opened a new office in Ho Chi Minh City, Vietnam. Guest of honour was Dr Heinz-Peter Seidel, Consul General to Vietnam of the Federal Republic of Germany.

*Full story inside*



○ An artist's impression of the new DSM campus in Shanghai

# Construction begins on China campus

Construction has begun of the DSM China Campus in the Zhangjiang Hi-Tech Park in the Pudong new area of Shanghai (PRC).

The campus will comprise both Shanghai offices of the DSM (China) Ltd Holding and several business groups and the R&D labs of DSM in China.

The DSM China Campus will house about 600 people and, as well as being the headquarters of DSM China, it will be the company's biggest and most important research facility outside Europe and the USA.

During the groundbreaking ceremony, Jan Zuidam, deputy chairman of DSM's managing board of directors, said: "China is important for all three drivers of DSM's strategy Vision 2010 – Building on Strengths: market-driven growth and innovation, increased presence in emerging economies and operational excellence.

"The ground-breaking ceremony is a major milestone for us in China.

"The DSM China Campus will act not only as the headquarters of DSM in China, but also as the new incubator of our innovation competences."

In its design and execution, the DSM China Campus will aim to achieve 'Gold' certification within the LEED programme.

LEED stands for Leadership in Energy and Environmental Design.

"DSM takes sustainable and responsible entrepreneurship very seriously," said Weiming Jiang, president of DSM (China) Ltd.

"For the third consecutive year we have been elected the most sustainable

chemical company worldwide in the Dow Jones Sustainability Index. Therefore it was only logical that we would go for a 'green' design for our new DSM China Campus."

**DSM – Netherlands**  
**Fax:** +31 45 571 9753  
**Email:** media.relations@dsm.com  
**Website:** www.dsm.com

## Buy-out strengthens Prysmian's hold in Asia Pacific

Prysmian Cables and Systems has bought New Zealand cable manufacturer, International Wire & Cable Company Limited (IWC).

The acquisition further strengthens Prysmian's presence in the Asia Pacific region. In Australia, Prysmian already has a well established presence with two manufacturing plants supplying a wide range of power and telecommunications cables as well as accessories for joining and terminating power cables.

IWC has been producing power cables, with expertise in the aluminium/neutral screened cables, in New Zealand for more than 60 years and employs 65 people with approximate revenues of €20m in 2006.

The Prysmian investment will build on IWC's existing infrastructure in the North and South islands of New Zealand and will add to its supply capabilities through the expanded product range and research and development facilities of the Prysmian Group.

The acquisition of IWC's Auckland operations will allow Prysmian to extend its market in New Zealand, particularly in power distribution, whilst also exploiting Australian wind farm expertise.

**Prysmian Telecom Cables & Systems – Italy**  
**Fax:** +39 02 6442 2640  
**Email:** info@prysmian.com  
**Website:** www.prysmian.com

## SMS modernisation of Tata mill in India

Tata Iron and Steel, India, has awarded SMS Demag a contract for the modernisation of its hot strip mill in Jamshedpur.

For the roughing mill the contract includes the replacement of the drive trains, the installation of new hydraulic adjusting systems, as well as a new Level 1 automation system with gauge and width control. For the finishing mill SMS Demag will supply new drive trains for mill stands F1 to F5.

The SMS-designed and built compact hot strip mill went in operation in 1993, producing around 3.1 million tons of hot strip per year. Production after the revamp can be raised to more than 3.5 million tons per year.

The rise in production will be accomplished by increasing the drive power in the roughing stand and finishing mill. An important factor is the 25% rise of power level in the roughing stand, which allows the number of passes to be reduced and makes the design of pass schedules easier.

To be able to transmit the higher torques, new drive spindles, larger work rolls and Morgoil® bearings with higher load-bearing capacity as well as modified roll chocks will be installed.

In the finishing mill the power of the motors will be increased by around 10%. SMS Demag will replace the main gear units of F1 to F4 and the pinion gear units of F1 to F5 or their

gear wheel sets. On F1 and F2, new Sieflex® gear spindles will be installed.

A detailed concept was developed together with Tata Steel in order to minimise the times of production stoppages that are needed for the revamping job.

The roughing stand area will be modernised in the autumn of 2008 as part of an 18-day shutdown and work in the area of the finishing mill has been scheduled for the summer of 2009 during continuous shutdown periods.

**SMS Group – Germany**  
**Fax:** +49 211 881 4386  
**Email:** info@sms-group.com  
**Website:** www.sms-group.com

## 300<sup>th</sup> CV line for Mallefer

An important signing commemorating the 300<sup>th</sup> CV line ordered took place between Mallefer SA and Energya Industries during the Interbuild show in Cairo, Egypt, in June.

Hesham H El Sewedy, CEO of Energya Industries, and Pentti Hätälä, CEO of Mallefer SA, took up the pen for the event and a handshake between the two men sealed the deal.

The order represents the 300<sup>th</sup> complete CV line sold in the history of Mallefer. Manufacturing is underway on the equipment, which is scheduled to ship from the company's Finnish facility during the latter part of this year.

Energya Industries has earmarked the new Continuous Vulcanization (CV) line for its Jeddah Cable plant in Jeddah, Saudi Arabia. Building preparations and tower construction are underway to accommodate the line, which measures around 115m high.

The CV line ordered is a vertical tower model destined to the production of high-voltage and extra high-voltage insulated cables of up to 500 kV and a cross-section of 3,000mm<sup>2</sup>.

It incorporates unique technology for quality production, which is characterised by cable roundness and homogeneity across all insulation and semi-conductor layers.

Mallefer CV lines are designed as best in class for manufacturing energy cables that offer long-term reliability in the field.



○ Pentti Hätälä, of Mallefer, left, and Hesham H El Sewedy, of Energya, on the right, signed the agreement for the CV line

An option was signed to deliver an identical line to the Energya Cables operations in Egypt where major expansions are underway to increase capacity and expand the product range of Energy Cables.

Mallefer has been a privileged partner to Energya Industries and, in particular, Jeddah Cable Company for more than 20 years.

JCC is a leading manufacturer of a complete range of cable products in

the ME&A region with the most recent and most modern manufacturing processes in the region.

A large majority of cable manufacturing equipment installed originates from Mallefer. The 300<sup>th</sup> CV line once again confirms the high level of confidence that both partners place in each other.

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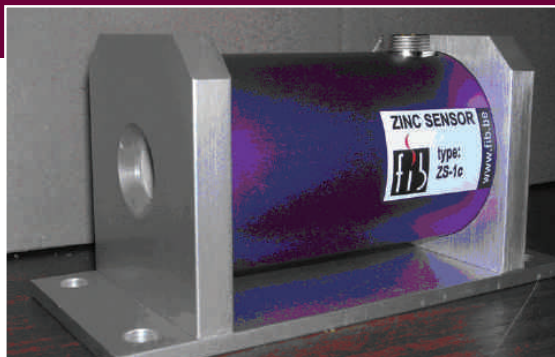
www.properzi.com  
hq.properzi.it

## Orders booming at FIB

Le Four Industriel Belge (FIB), Belgium, has picked up a third order from UZPS in Yekaterinburg, Russia, for two annealing and galvanising lines. Both are provided with specific bath and wiping system for Galfan®. These two lines come in addition to two others in 2003 and 2005.

Based in Brussels, FIB has also received five orders for specific lines for zinc/aluminium coating during the past 12 months – three in western Europe and two in Asia.

It has also received an order from Has Celik, Turkey, for a patenting and galvanising line.



○ A zinc sensor from FIB

**Le Four Industriel Belge SA – Belgium**

**Fax:** +32 2 376 37 11

**Email:** info@fib.be

**Website:** www.fib.be

## Zwick's new office in Vietnam



○ Staff at the new Vietnam office of the Zwick Roell Group

The Zwick Roell Group recently opened its 56<sup>th</sup> local office in Ho Chi Minh City, Vietnam.

Guest of honour at the event was Dr Heinz-Peter Seidel, Consul General of the Federal Republic of Germany to Vietnam.

The event, held at the company's office in the prestigious e-Town building, was also attended by customers and key partners from Ho Chi Minh.

The stable growth and increasing need for improved technology in Vietnam has resulted in demand for advanced material testing systems.

The Zwick Roell Group aims to promote and enhance this growth by bringing together advanced testing solutions and the specific needs of companies in Vietnam.

**Zwick GmbH & Co KG – Germany**

**Email:** info@zwick.de

**Fax:** +49 7305 10200

**Website:** www.zwick.com

### Latest member

Sylvin Technologies has become the latest company to join the WCISA. Sylvin is an ISO 9001:2000 certified manufacturer of PVC and thermoplastic alloy compounds for electrical wire and cable insulation and jacketing applications, and also offers a complete line of electrical grade injection moulding compounds. All materials used are RoHS compliant.

**WCISA – USA**

**Fax:** +1 330 864 5298

**Email:** info@wcisaonline.org

**Website:** www.wcisaonline.org

# Zumbach leading the field . . .

It has been a case of 50 not out for Swiss on-line measuring and control system manufacturer, Zumbach.

For the company, based in Orpund, celebrated its 50<sup>th</sup> anniversary in May and continues to offer the wire and cable industry the most complete line of measuring and monitoring instruments using the highest technology.

Zumbach Electronic operates globally with 13 companies throughout Europe, USA, South America and Asia – and an additional 40 agents.

Zumbach is a world leader in several key technologies such as lasers/optics, ultrasonics, x-ray, high-voltage technology, computer hardware and software.

This enables the company to apply to each application the most appropriate technology, and allows it to develop new and unique solutions.



○ Zumbach headquarters and main facility in Orpund, Switzerland

Numerous patents obtained around the world demonstrate the company's strength in innovation.

**Zumbach Electronic AG – Switzerland** Fax: +41 32356 0430 Email: sales@zumbach.ch Website: www.zumbach.com

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## Altana posts robust growth in the first six months of 2007

Speciality chemicals company Altana AG substantially increased sales and earnings in the first six months of 2007 compared to the previous year.

Sales increased by 7%, rising from €659m to €705.7m. Adjusted for negative exchange rate effects of 3%, as well as slightly positive acquisition effects, the operating sales growth rate was 9%. The growth in sales was particularly strong in Europe (+10%) and Asia (+8%).

Earnings before interest, taxes, depreciation and amortisation (EBITDA) grew by 22% from €103.1m to €125.2m, based on double-digit earnings increases in all divisions.

"In the first half-year of our new group structure as a pure speciality chemicals company we have demonstrated a very satisfying development and were able to increase sales and earnings substantially," said Dr Matthias Wolfgruber, CEO of Altana AG.

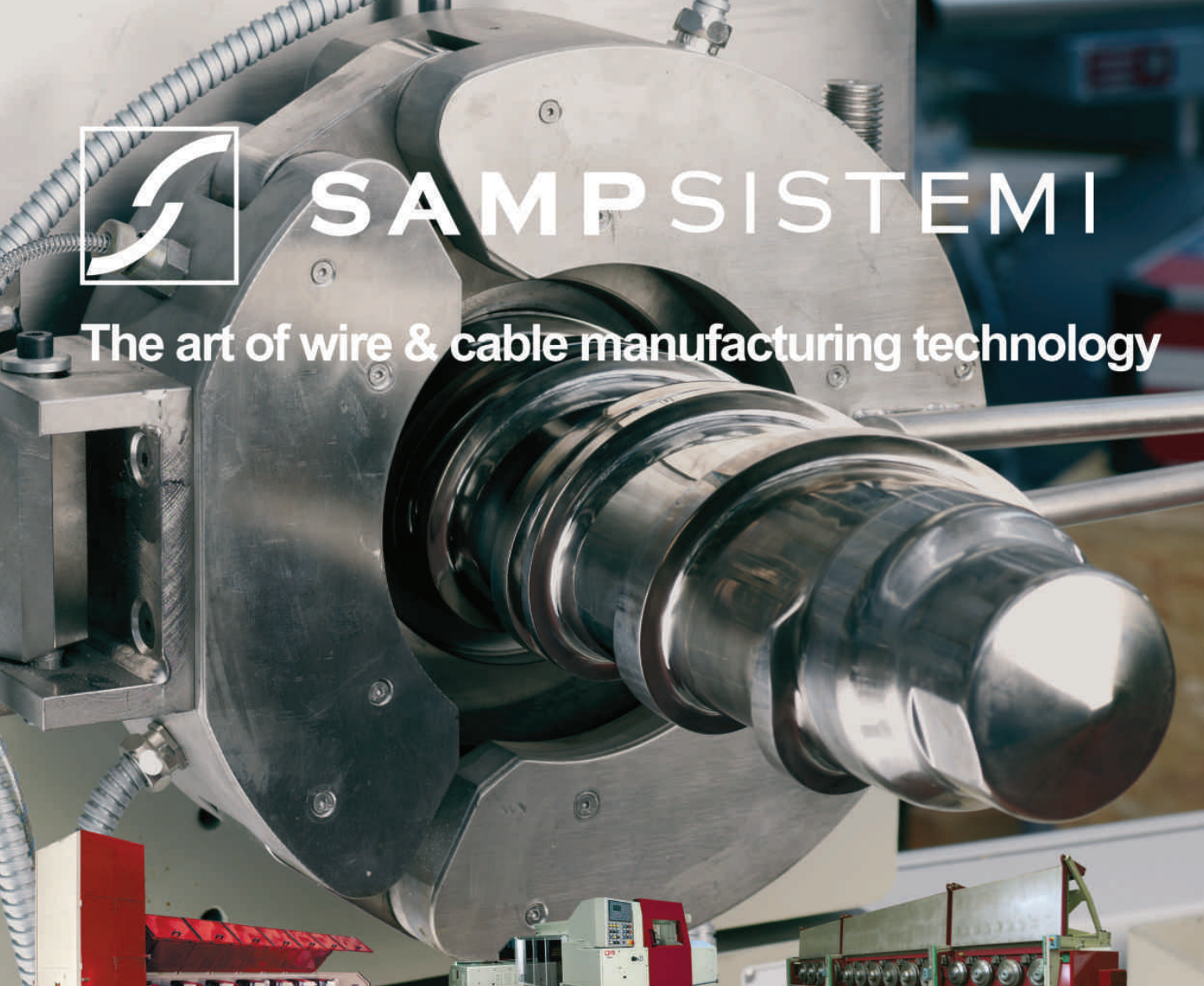
"We have successfully lived up to the confidence placed in us by the capital markets and the general public after the new start of Altana and we are well positioned to continue our path of profitable growth into the future."

**Altana AG – Germany**  
**Fax:** +49 281 670 1114  
**Email:** info@altana.com  
**Website:** www.altana.com



# SAMP SISTEMI

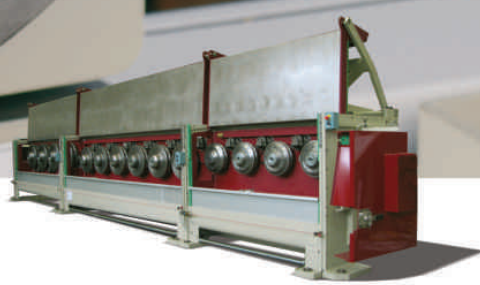
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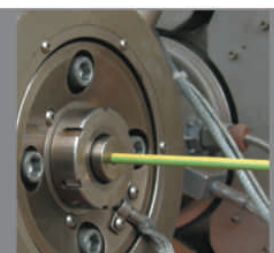
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www.samp.com.cn

# Bulgarian contracts for Tenova

Tenova strip processing business unit has been awarded two contracts by the Bulgarian company Intertrust Holding, of Botunetz, Sofia.

These acquisitions are part of a cold mill complex, a strategic project for Tenova strip processing, which also involves other Tenova business units.

The commissioning includes the design of the plant's global lay-out and the definition of the production cycles.

The automation of both lines will be supplied through Presind, the Tenova internal department dedicated to strip processing lines automation.

The first order is for a push-pull pickling line with acid regeneration plant. The pickling line will have a production capacity of 400,000 tons/year, while the acid regeneration plant will provide capacity of 2,500 litres/hour. The facility is scheduled to begin operations in the latter part of 2008.

The technology of acid regeneration, a field in which Tenova possesses full in-house know-how after the acquisition of Key Technologies, permits the construction of lines with extremely low environmental impact.

The second order is for a hot dip galvanising line.

The 250,000ton/year line is equipped for the future installation of an additional galvanising dip tank for the production of an aluminum-zinc alloy that enhances metal resistance to corrosion in countries with hot climates.

The project has been granted together with the Italian office of Tenova LOI Italmianti, which will be responsible for the design and supply of the thermic section.

**Tenova Srl – Italy**  
**Fax:** +39 02 469 3026  
**Email:** info@techint.it  
**Website:** www.techint.it

# Diamond celebrations for Krenn

The champagne corks have been popping in the German city of Neusäß as Krenn staff celebrated the company's 60<sup>th</sup> anniversary – the diamond anniversary!

In 1947 the spring specialist Albert Krenn senior founded the company at Augsburg for the production of technical springs, lathing the springs by hand with his wife, Zenta.

Two years later the company founder and skilled toolmaker developed a new kind of steel cutter for the building industry – a tool that is still in production today.

At its 10<sup>th</sup> anniversary the fast-growing company moved into newly-built rooms in the neighbouring city of Neusäß, and in 1975 Albert Krenn junior, the son of the company founder, took over the business.

In order to better concentrate the company's resources, the manufacturing of springs was stopped and the production of steel cutters with three-edged replaceable blades was extended.

Krenn now represents Europe's most extensive steel cutter programme, and apart from the 'classic steel cutters', the manual steel cutters, and pneumatic tools have been part of production since the 1980s.

This production has also now extended to include electro-hydraulic steel cutters, as well as special tools for the cutting of chains, wire ropes and other



○ Albert Krenn, managing director, outside the newly built offices at Neusäß near Augsburg, Germany

material. The most powerful cutting tools have a cutting capacity up to 50mm in diameter.

During the last few years the accessories range has been enlarged by products for more efficient working processes, among them steel strapping cutters, balancers and suspension bars.

"We are looking ahead with a positive feeling, because we have cutting solutions for all kind of needs," said

managing director Albert Krenn. "Due to our policy of enlarging our product range, it was possible to conquer important business fields."

Krenn also produces a catalogue for the complete product range, which is also listed on the company's website.

**Werkzeugfabrik Albert Krenn – Germany**  
**Fax:** +49 821 207 9330  
**Email:** info@krenn.de  
**Website:** www.krenn.de



# Cables

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## Three more years for WCISA president

Thomas Copp, president of Reellex Packaging Solutions, and current WCISA president, has been elected to a second, three-year term as the organisation's chief.

The following existing WCISA board members were elected to new three-year terms: William E Crowle, president, QED Wire Lines Inc; David Kiddoo, global business manager, AlphaGary Corp; Mike Patel, industry man-ager, Wire & Cable Compounds, Teknor Apex Co; Rahul Sachdev, vice-president sales and marketing, Wire & Plastic Machinery Corp; Joseph Snee, sales manager, Huestis Industrial; and John Zachow, business area manager, Davis-Standard Corp.

Long time board members, Bob Fulop, president, Wire Lab Company, and Jeff Swinchatt, president, Sikora International Corporation, decided not to seek re-election.

The following have been elected to three-year terms as new WCISA board



○ Tom Copp

members: Neville Crabbe, president, Leoni Wire Inc; John Falls, sales representative, Fiber-Line Inc; Rob Fulop, vice president and general manager, Wire Lab Company; Rene Mayer, technical sales, Mossberg Reel LLC; and Terri Terry, senior marketing specialist, CommScope BiMetals Product Group.

**WCISA – USA**  
**Fax:** +1 330 864 5298  
**Email:** info@wcisa.org  
**Website:** www.wcisa.org

## Getting wired!

CableOrganizer.com, one of the leading purveyors of cable, wire and equipment management-related products for use in business and at home, has been named in the 26<sup>th</sup> annual 500 list of fastest growing private companies in America, in the September issue of Inc magazine.

The company ranked in the top third of companies named on the coveted list after an astounding three-year sales growth of 1,413%!

CableOrganizer.com landed a coveted spot on Internet Retailer magazine's 'Top 500 Retail websites' list – the one and only ranking of America's 500 largest e-retail businesses based on 2006 online sales.

**CableOrganizer.com Inc – USA**  
**Fax:** +1 954 861 2001  
**Email:** sales@cableorganizer.com  
**Website:** www.cableorganizer.com

# Record levels for fibre optics in 2007 – CRU

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**Web:** http://www.qunye.com.cn  
**E-mail:** qunye@qunye.com.cn

Cable market analysis group, CRU, UK, has reported that the fibre optic cable market has recovered from the collapse of 2001.

CRU's wire and cable team, which includes newly acquired KMI Research, has documented double-digit growth in demand for 2005 and 2006.

Fibre demand in 2007 is likely to exceed the previous peak year, 2001. Quarter-by-quarter analysis of markets for fibre and cable is given in CRU's bi-monthly Optical Fibre and Fibre Optic Cable Monitor.

The recent surge has been driven by local-loop upgrades, mainly to provide faster Internet access and new services, such as IPTV.

CRU concludes that the current rise in the market is more solidly based than the telecom bubble that burst in 2001.

In the last boom too many competing telecom carriers invested to serve the same geographic markets. Carriers are now funding network upgrades without excessive borrowing, keeping capital expenditures within safer limits.

New in-depth reports from CRU-KMI, such as Worldwide Optical Fibre and Cable Markets and Markets for Fibreoptics in Broadband Access Networks, show that FTTx (fibre to the curb, home or node) will account for most demand growth over the next five years.

In North America, where AT&T and Verizon have massive projects underway, FTTx already accounts for more than half of single-mode demand. In other regions, FTTx is a smaller percentage of demand, but is growing fast.

The amount of fibre installed for FTTx globally will increase with 23% CAGR from 2006 to 2010. This contrasts with only 3% CAGR for fibre in other applications.

**CRU the Independent Authority – UK** **Fax:** +44 207 903 2152  
**Email:** sarah.webster@crugroup.com **Website:** www.crumonitor.com

## New technical manager at UK site

Teknor Apex has appointed Bhawan Patel as thermoplastic elastomer (TPE) technical manager for the European operations of the company's Thermoplastic Elastomer Division.

Patel will be based at the UK headquarters of Chem Polymer Ltd, a Teknor Apex subsidiary.



○ Bhawan Patel

Patel brings 30 years of management, research, and technical support experience with polymer technology, practically all of it in the rubber industry. As an inventor or co-inventor, he has received 12 patents involving rubber formulation and processing.

Patel comes to Teknor Apex from Milliken Specialty Elastomers Ltd, which he joined in 1983 and served in technical management positions before becoming director of development in 2001. He holds several certificates and degrees in polymer technology, including a Master of Science degree from De Montfort University in Leicester, UK.

**Teknor Apex – USA**  
**Fax:** +1 401 728 5680  
**Email:** tpe@teknorapex.com  
**Website:** www.teknorapex.com

## New office and warehouse for Goodwin Machinery

Goodwin Machinery Ltd has moved to new office and warehouse facilities in Bolton, near Manchester, UK, where it has 100% covered storage with easy access to the UK motorway network and convenient for Manchester and Liverpool airports.

The premises offer many advantages over the previous warehouse, including increased storage capacity and full overhead crane facilities for loads up to 10 tons.

Goodwin is one of the largest and most proactive UK used cable and wire machinery stockist, offering everything from complete factory evaluations and purchases including dismantling, removal and re-installation.

The company can also offer machinery to suit customer need ie 'as seen', cleaned and painted or completely refurbished.

**Goodwin Machinery Ltd – UK**  
**Fax:** +44 1204 534415  
**Email:** goodwin-ltd@btconnect.com  
**Website:** www.goodwinmachinery.co.uk

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## Jamey on-board

Windak Inc, supplier of automated packaging and material handling solutions, has a new mechanical service engineer in the form of Jamey Cook.



○ *New recruit Jamey Cook*

Mr Cook joined the service team at the Hickory, North Carolina, USA, location in May and is helping to implement, modify, and upgrade new and existing equipment. He has a BS in Mechanical Engineering technology and was formerly a mechanical service engineer for Georg Manufacturing Systems.

### Windak Inc – USA

**Fax:** +1 828 322 1716

**Email:** info@windakusa.com

**Website:** www.windakusa.com

## Export To South East Asia In 2008

With the market for machine tools, tooling and associated metrology in South East Asia worth a combined revenue of around US\$2,205 million a year, MTA Malaysia 2008 is the ideal event for companies to break into this ever-expanding market.

The event, between 7<sup>th</sup> and 11<sup>th</sup> May 2008 at the Putra World Trade Centre in Kuala Lumpur, is expected to attract more than 25,000 visitors and includes a large number of Government-sponsored conferences, vendor presentations and association meetings.

### Overseas Exhibition Services Ltd – UK

**Fax:** +44 207 840 2153

**Email:** atodd@oesallworld.com

**Website:**

www.allworldexhibitions.com/metal

# Condat buys Henkel lubricant business

Condat's purchase of Henkel will expand its core business – and increase turnover by €10m. The two companies have agreed on the closing date for the French company to assume control of Henkel's wire drawing lubricant business.

Due to Henkel's technology, its worldwide presence and product range, together with the experience of its personnel, this acquisition was seen as a perfect opportunity for Condat to further expand its core business. The transaction involves production equipment including 'pellets' technology, allowing the manufacture of soaps that generate no dust.

### Condat – France

**Email:** info@condat.fr

**Fax:** +33 47807 3539

**Website:** www.condat.fr

## Kelvin D Spain, Radyne

Kelvin D Spain, president of Radyne, died on 21st September after a short illness.

Kelvin – highly respected in the field of heat treating – had just been promoted to president of Inductoheat, Radyne's sister company, but never started his role there.

Born in London, UK, he moved to America in 1978 and held a number of positions during his 40 years with Radyne, including vice president of sales, general manager and president.

He leaves a wife, Barb, and daughters Joanna, Vickie and Jess.

## Tenova buys Takraf

The Techint Group has announced the acquisition of Takraf GmbH, Leipzig, Germany, which produces mining and bulk handling equipment.

The acquisition is conducted through Tenova, a Techint fully-owned organisation, specialised in technologies and equipment for the steel and bulk handling industries. The operation is subject to the approval of the Anti-trust authorities.

Takraf, with about 550 employees and an estimated turnover for 2007 of more than €200m, is a company that can boast a strong international presence and high skills in the engineering and supply of open pit mining and bulk material handling equipment.

Takraf has subsidiaries in India, Brazil, Chile, Australia, South Africa, Bulgaria, United States and Canada, and operates worldwide, serving mining companies, especially iron ore, copper ore and coal extraction companies, port terminals and final users of the bulk materials.

"The operation will allow Tenova, thanks to the broad portfolio of products, to compete with the major players in a rapidly growing sector," declared Gianluigi Nova, CEO of Tenova.

### Tenova – Italy

**Email:** tenova@tenovagroup.com

**Fax:** +39 02469 3026

**Website:** www.tenovagroup.com

**Wire & CABLE ASIA** 线纜 ASIA

**the leading trade magazine in Asia for the wire and cable industries**

## New offices for QED

QED Wire Lines Inc has relocated to a new central office, located between its Eastern and Western offices, at 5261 Route Harwood, Vaudreuil-Dorion, Québec, Canada.

The company has also announced the appointment of Carla Kerkhoven, whose duties will include handling the accounting, office management and spare parts contracts.

The company's latest contracts include its first venture into the Chinese market with Baoan International, a FastHeat™ Fluidbed furnace for a customer in Turkey, two new galvanising lines for South East Asia, and a HighTurbulence® pickling system sold to Iowa Steel & Wire, USA.

QED's latest FastHeat™ Fluidbed furnace uses precision flow valves and the company's Production Proportional Algorithm PLC control to provide both austenitising and annealing heat treatment. The system gives tight control of fluidising rates and increased furnace efficiency.

QED is also supplying its CWC automatic coating weight control system to a North American company.

This technology accurately and consistently controls coatings on multiple wires in high speed process lines.

Using an innovative sensor, computer interface and flow control valves with precision nitrogen wiping nozzles, the system promises improved quality, higher production and savings on zinc, aluminium or Galfan®.

**QED Wire Lines Inc – Canada**  
Email: [qed@qedwire.com](mailto:qed@qedwire.com)

**Fax:** +1 450 451 6465  
**Website:** [www.qedwire.com](http://www.qedwire.com)

## Freight dates for IWMA members

The IWMA and ITA have confirmed that Schenker in the UK has been appointed the official freight forwarder for the UK and associations' group of exhibitors at wire/Tube Düsseldorf, Germany, in March 2008.

The association will also be using Schenker for Fabtech 2007 in Chicago, Tube India 2008 in Delhi, Tube Russia 2008 in Moscow and wire/Tube China 2008 in Shanghai.

Contact details for the UK office are:

**Schenker Ltd – UK**  
Fairs and Exhibitions Services,  
Unit 6, West Mayne Industrial Park,  
Bramston Way Southfields Industrial  
Estate, Laindon, Essex SS15 6TP,  
United Kingdom.  
**Fax:** +44 1268 416 490  
**Email:** [craig.yiasoumi@schenker.com](mailto:craig.yiasoumi@schenker.com)  
**Website:** [www.schenker.co.uk](http://www.schenker.co.uk)

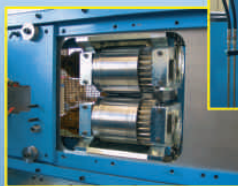
**IWMA – UK**  
**Fax:** +44 1926 314755  
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**Website:** [www.iwma.org](http://www.iwma.org)

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[www.karl-fuhr.com](http://www.karl-fuhr.com)



## Prysmian take the show on the road!

Prysmian Telecom Cables and Systems really have put the show on the road – with a major roadshow covering much of Europe.

The latest initiative to support the growing uptake of Fibre To The Home (FTTH) technology in Europe got underway on 4<sup>th</sup> September in the UK and visited the Netherlands, Denmark, Norway, Sweden, Germany, Czech Republic, Slovakia, Poland, Hungary, Austria, Slovenia, Italy, Spain and France.

The adoption of FTTH is expanding rapidly around the world and activities in Europe are now finally gathering momentum with many municipalities and local authorities – as well as the more traditional telecom operators starting to build optical ‘last mile’ networks.

The roadshow featured a specially constructed, interactive exhibition trailer full with Prysmian’s latest FTTH passive product solutions blown fibre, miniature blown cables, pre-connectorised

customer solutions, new vertical riser systems for multi dwelling units and a range of new FTTH connectivity products. Information was also available on Prysmian’s range of optical fibres, including CasaLight™, the bend insensitive fibre developed by Prysmian specifically for FTTH applications.

**Prysmian Spa – Italy**

**Fax:** +39 02853 54451

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**Website:** www.prysmian.com

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## Morgan ventures into the Czech market

Morgan Construction Company will provide a bar in coil outlet for wire rod and bar producer Trinecké Železářny AS in Trinec, Czech Republic, that incorporates a heat retention tunnel to achieve specific mechanical properties.

With the new equipment, Trinecké will be able to produce bar coils from 16mm in diameter up to 50mm with coil sizes of 1,350mm in outside diameter, using special steels – high-alloyed and micro-alloyed steels as well as cold heading grade steel.

Attached to Trinecké’s pre-existing bar mill, the bar in coil outlet will also be capable of producing small lots of half-weight coils up to 2 tons.

The contract also includes the supply of two strap compactors and a belly banding strap machine. Start up is expected by the end of April 2008.

**Morgan Construction Company – USA**

**Fax:** +1 508 755 6111

**Email:** sales@morganco.com

**Website:** www.morganco.com

## Gearing up for '09

Fastener Tech™ '09 – the second of the unique concept in fastener industry trade shows – is scheduled to take place in Rosemont, Chicago, USA, between 8<sup>th</sup> and 10<sup>th</sup> June 2009.

The biennial event will feature an exhibition, education seminars, conferences, a keynote breakfast, and all-industry reception, amongst other networking opportunities.

**FastenerTech™ '09 – USA**

**Email:** tlh@fastenertech.com



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Sikora AG - 德国  
电子邮箱: sales@sikora.net

传真: +49 4214890090  
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## 2009年 Fastener Tech™ 紧固件技术博 览会

在紧固件行业排名第二的贸易博览会Fastener Tech™ '09预计将于2009年6月10日在美国芝加哥Rosemont召开。

被称为“紧固件行业心脏的全紧固件行业的盛会”，Fastener Tech™ '09力图为参展者和参观者提供一个有价值的、高回报和便于参展的机会，使各种紧固件行业专家、制造商、分销商、用户和供应商能够从中受益。

该展会两年一度，提供展览、教育研讨会、会议、招待早餐会、接待和其他联系服务。

FastenerTech™ '09 - 美国  
电子邮箱: tlh@fastenertech.com

## 在电子商务时代驰骋

CableOrganizer.com是一家经营商业和家用线缆及设备管理相关产品的大型供应商，最近被《公司》(Inc)杂志9月号评为美国增长最快企业500强中的第26强。公司属于这500强中排名前25%(126位)以前的最强者之一，3年来销售额增长了1413%。

由于一再打破销售预期，今年初CableOrganizer.com再次成为Internet Retailer杂志的评定的零售网站500强之一。该500强是按照2006年的在线销售业绩评定的最大电子零售企业。

CableOrganizer.com Inc - 美国  
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网站: www.cableorganizer.com



# NYDG

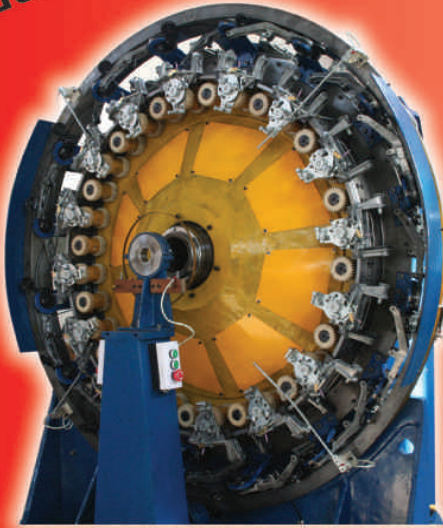
NYDG

NEW

## 卧式高速编织机系列

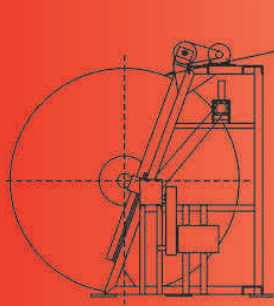
### HORIZONTAL BRAIDING MACHINE SERIES

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



#### Specification

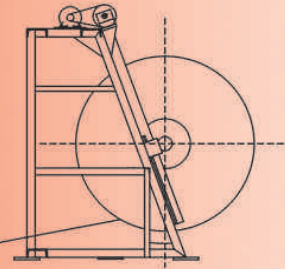
Braiding thread dia.	Φ0.15~0.4mm
Braiding outer dia.	Φ90mm (max)
Braiding pitch	27~270mm
Number of bobbins	36
Braiding direction	horizontal
Bobbin speed	30r.p.m (max).
Main motor	7500W



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 Tel: 0086-21-50429026/50429027  
http://www.shanghai-nanyang.com E-mail: sales@shanghai-nanyang.sina.net



# SMS将对Tata的钢铁厂进行现代化改造

印度Tata Iron and Steel最近与SMS Demag签定合同，进行其位于贾姆谢普尔（Jamshedpur）热轧机的现代化改造。

在粗轧机部分，改造内容包括改换驱动链、安装新的液压调节系统以及安装带测量和宽度控制的Level 1自动化系统。对于完成的轧机，SMS Demag将给F1到F5机座提供新的传动链。

这部由SMS设计和建造的紧凑型轧机从1993年投入运营以来，每年累计生产310万吨热轧钢板。在进行现代化改造以后，这部轧机的年产量可提高到350万吨。

产量的提升是通过提高粗轧机座和精轧机的驱动力来实现的。重点在于提高了粗轧机座25%的驱动力，使过孔数目减少并可简化孔型系列的设计。未来适应更大的力矩，改造后的轧机将采用新型驱动心轴、更大的工作轧辊、具有更大承受力的Morgoil®轴承以及改进型轧辊座。

精轧机的动力将提高大约10%。SMS Demag将更换F1机座到F4机座的主齿

轮箱，以及F1机座到F5机座的传动齿轮箱以及齿轮组。在F1和F2机座安装齿轮驱动心轴。

公司正在和Tata详细讨论减少改造工作需要的生产停顿时间的方案。粗轧机将在2008年秋停机18天进行现代化改造。

精轧机将在2009年夏进行改造，时间为常规维保时间和专门安排的连续时间。

**SMS Group – 德国**  
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 电子邮箱: info@sms-group.com  
 网站: www.sms-group.com

## Tenova购并Takraf

Techint Group宣布购并德国莱比锡的Takraf GmbH，一家生产采矿和散货运输设备的公司。进行购并的主体是Tenova，一家完全由Techint拥有、专业从事钢铁和散货运输行业技术开发和设备制造的公司。目前这项交易正在等待反垄断部门的审批。

Takraf目前有大约550名雇员，2007年年收入超过2亿欧元。公司在国际市场有较大份额，并在露天矿采矿设备和运输设备方面具有技术领先地位。Takraf在印度、巴西、智利、澳大利亚、南非、保加利亚、美国和加拿大设有子公司，并在全球开展业务。公司的客户主要是采矿公司，尤其是铁矿、铜矿、煤矿以及港口公司和散装货物的最终用户。

Tenova的首席执行官Gianluigi Nova表示：“这项购并将使已经拥有大量产品种类的Tenova在高速发展的行业中与主要对手竞争。”

**Tenova – 意大利**  
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 传真: +39 02469 3026  
 网站: www.tenovagroup.com

# Maillefer售出第300条连续硫化生产线

Maillefer SA在埃及开罗6月份举行的国际建筑建材展览会上与Energya Industries签定了出售其生产的第300条连续硫化生产线的合同。

Energya Industries的首席执行官Hesham H El Sewedy和Maillefer SA的首席执行官Pentti Hätäälä签署了协议并握手祝贺协议的成功签定。

这条生产线是Maillefer售出的第300条生产线。设备的生产目前已经在进行中，预计将于下半年从公司的芬兰工厂装船运出。

Energya Industries计划把这条新的连续硫化生产线用于沙特吉大港的吉大线缆厂。用于安装这条高约115米的生产线的建筑和塔楼正在建设中。

这条连续硫化生产线属于垂直塔式，用于生产可耐500千伏高压和超高压、截面积为3,000平方毫米的绝缘电缆。

由于采用了独特的技术，产品质量十分优异，尤其是在线缆的圆度和绝缘层以及半导体层的均匀度方面。

Maillefer的连续硫化生产线是生产电力线缆的最优设备，其产品实地使用中长期可靠。双方还就为买方在埃及的线缆工厂提供同样的生产线达成了意向。该厂正在扩建过程中，以扩充产能和产品类型。Maillefer是Energya Industries最



○ Maillefer, 的代表Pentti Hätäälä (左) 和Energya的代表Hesham H El Sewedy, (右) 签定了连续硫化生产线的采购协议

密切的合作伙伴，尤其对吉大线缆公司而言，合作期已经超过20年。吉大线缆公司是中东以及非洲地区拥有最先进生产工艺的系列线缆产品制造商。

吉大线缆公司采用了大量来自Maillefer的制造设备，这第300条连续硫化生产

线再度证明了两家公司的亲密合作关系。

**Maillefer SA – 瑞士**  
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 电子邮箱: info@mailliefer.net  
 网站: www.maillieferextrusion.com

# JIANGSU JINTAILONG

江苏金泰隆



2

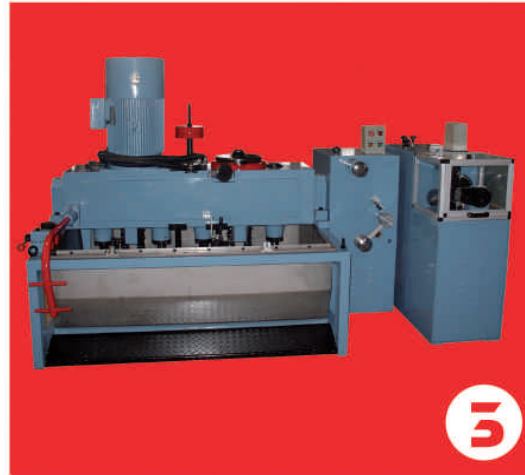
江苏金泰隆作为中国最大的钢帘线成套设备生产厂家，在持续数年为客户提供高性价比设备的同时，还致力于高新产品的创新和研发。并和世界一流的轮胎帘线公司建立了长期稳定的合作关系，快速将研发成果投向市场。为中国和全球各大轮胎钢帘线公司提供高质，价廉，世界领先水平的全套设备。

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.

1



5



4



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

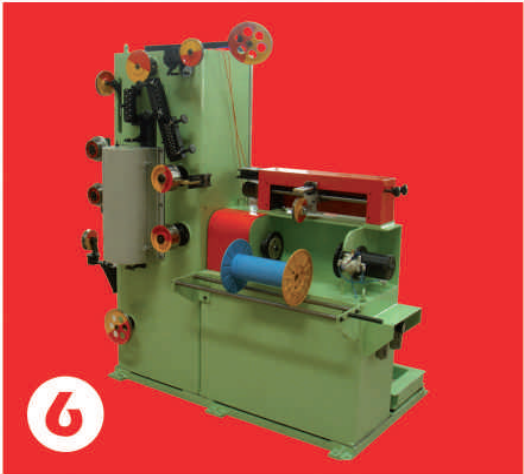
6

CL 外绕机  
wrapping machine

5



6



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

ADDRESS: NO.288 DAQING E.RD.TAIXING CITY,

JIANGSU PROVINCE P.R.CHINA

邮编 (AREA CODE): 225400

电话 (TEL): 0086-523-7668197

传真 (FAX): 0086-523-7760660

EMAIL: jstl@vip.163.com

cellphone: 0086-13905264693

网址 (website): www.jsjintai.cn

# Krenn庆祝公司成立60周年

Krenn的员工在德国城市Neusäß开香槟庆祝公司成立60周年。

Krenn是于1947年由弹簧专家Albert Krenn在Augsburg成立的，主要生产专用弹簧。产品是他和他夫人Zenta手工加工的。两年后公司创始人和他雇佣的熟练工具专家为建筑行业开发了一种新型钢刀。这种钢刀至今还在生产。

公司成立后10年搬入了临近的城市Neusäß的新办公室。到1975年，公司创始人之子小Albert Krenn接手了公司。

为了更好地集中公司的资源，公司停止了弹簧生产，扩大了用三棱可更换刀片

的钢刀的生产。在欧洲Krenn提供的钢刀产品系列最为丰富，除了“传统钢刀”，公司还从80年代开始手动钢刀和气动工具。

公司目前还生产电动一液压钢刀以及用于切割链条、绳索和其他材料的特种工具。功能最强的切割工具具有50毫米到1厘米的切割性能。在过去数年中，公司生产的促进加工效率的配件产品的范围也有所扩大，包括钢带剪刀、平衡器和悬挂扭杆。

公司的执行董事Albert Krenn表示：“我们对未来充满希望，因为我们有满足各种需求的切割解决方案。我们正在扩大产品品种以赢得更大的市场份额。”



○ 执行董事Albert Krenn在德国Augsburg附近的Neusäß的新建办公室外

在Krenn的网站上可查询到Krenn的全部系列产品。

**Werkzeugfabrik Albert Krenn – 德国**  
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 网站: www.krenn.de

## Condat买下Henkel的拉丝润滑剂业务

通过购并Henkel, Condat将扩展其核心业务并增加营业收入1,000万英镑。两公司经协商,已经确定Condat接手Henkel的拉丝润滑剂业务的日期。

由于Henkel在技术、市场和产品方面都具有世界领先地位,加上其工作人员富有经验,此次购并对Condat来说是一次扩张其核心业务的良好机会。此次交易还涉及转让“小球”技术。这种技术可以实现肥皂制造的无尘化。

此外,在其知名的Vicafil牌系列产品外, Condat还提供品牌为Steelskin、Galvasmooth、Stearlube和Steagel的各种产品。

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 传真: +33 47807 3539  
 电子邮箱: info@condat.fr  
 网站: www.condat.fr

## Altana 2007年上半年发展势头迅猛

与上年同期相比,特种化学品公司Altana AG的销售额和销售收入2007年上半年有强劲增长。销售额增长7%,从6.59亿欧元上升到7.057亿欧元。在调整了汇率造成损失3%以及购并造成的收入之后,经营性销售额增长9%。增长最迅猛的地区为欧洲(10%)和亚洲(8%)。由于各部门收入有两位数的增长,利息、税收、折旧和分期偿还前收入(EBITDA)增长22%,从1.031亿欧元增长至1.252亿欧元。

Altana AG首席执行官Matthias Wolfruber博士表示:“今年上半年,我们集团公司做为单纯的特种化学品公司显示了非常令人满意的发展,销售和收入都有显著增长。”

“在Altana重组以后,我们达到了资本市场和公众对我们的期望。我们将在将来继续我们的利润增长之路。”

**Altana AG – 德国**  
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 传真: +49 281 670 1114  
 网站: www.altana.com

## 2008年线缆博览会,准备好了吗?

2008年国际线缆博览会将于明年3月3日到3月5日在德国科隆举行。第八届国际线缆博览会将秉承过去的传统,为行业提供一个独一无二的商业论坛,并着重于线缆行业聚集体产品的应用以及发现未来的新商业机会。博览会同时提供展览和赞助服务。

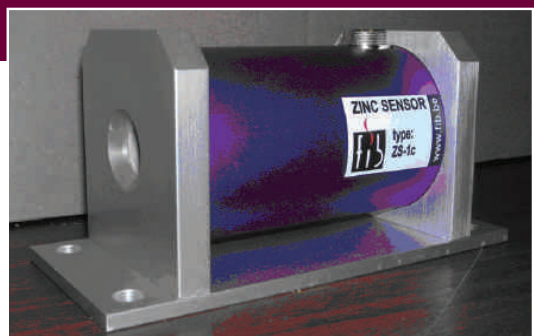
**AMI Plastics – UK**  
 电子邮箱: info@amiplastics.com  
 传真: +44 117 989 2128  
 网站: www.amiplastics.com

## FIB接到大量订单

比利时Le Four Industriel Belge (FIB)已经接到来自俄罗斯耶卡特林堡的第三个订单,购买两条退火和电镀生产线。两条生产线都将采用Galfan®品牌的特殊水浴和喷洗系统。

这是在2003年和2005年的订单之后的又一订单。位于布鲁塞尔的FIB在过去一年里已经收到六个定购镀锌/镀铝的特种生产线的订单,其中三个来自西欧,两个来自亚洲。另有一个来自土耳其HAS CELIK定购铅淬火和电镀生产线的订单。

**Le Four Industriel Belge SA – 比利时**  
 传真: +32 2 376 37 11  
 电子邮箱: info@fib.be  
 网站: www.fib.be



○ FIB生产的锌传感器

## 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

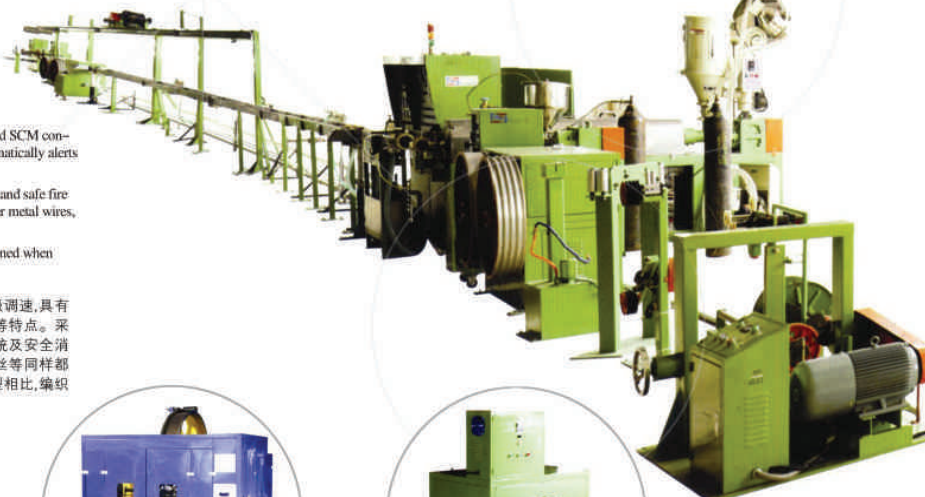
#### Characteristics:

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

Quiet, strong and reliable, the spindle stand has an automatic lubrication system and safe fire fighting cover. This kind of machine weaves 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的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,故障自动警示,低噪音,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,锭子座具有自动张力控制机构,并有自动润滑系统及安全防护罩。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,本编织机锭子容积大,满载时可达1.5公斤铜丝,与其它机型相比,编织线规格,本机不需要换弹簧,只需微调弹簧张力即可。



HGSB-32/36/48 High Speed Braiding Machine



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



Teflon Extruder  
铁氟龙挤出机

**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  
Phone Number: 13706815061  
http://www.hztongda.com  
E-mail: fyt@hztongda.com



SANP MACHINERY

Sub-Branch: DongGuan Sanp Electrica  
CO., Ltd  
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Ling, TangXia Town, DongGuan City  
Tel: 86-769-87901169  
Fax: 86-769-87901161  
Contact: Mr. Bao      13038867612

## IWMA会员展品运输指定货代

国际线材机械协会 (IWMA) 和国际管件协会 (ITA) 确认英国 Schenker 并指定为参加 2008 年 3 月杜塞尔多夫线缆/管件博览会的英国商家和协会会员运输展品的货物代理公司。协会还指定 Schenker 为 2007 年芝加哥举办的国际金属加工机械展、2008 年德里举办的印度管件展、2008 年莫斯科举办俄罗斯管件展以及 2008 年上海举办的中国线缆/管件展的货物代理公司。

Schenker 英国办事处联系方式为: Craig Yiasoumi, Schenker Ltd, Fairs and Exhibitions Services, Unit 6, West Mayne Industrial Park, Bramston Way Southfields Industrial Estate, Laindon, Essex SS15 6TP, United Kingdom.

IWMA - 英国  
电子邮箱: info@iwma.org

传真: +44 1926 314755  
网站: www.iwma.org

## 2008年聚烯烃添加剂会议

2008 年聚烯烃添加剂国际会议将于 2008 年 4 月 14 日到 16 日在德国科隆的 Maritim 宾馆举行。此会议的目的是为材料标准组织、最终产品厂家、原材料供应商和设备制造商提供一个国际论坛。国际组织的发言人和代表将应邀与会, 参加各个领域的讨论, 使与会者全面了解最新的原材料、技术和业务发展趋势。

AMI - 英国  
传真: +44 117 989 2128  
电子邮箱: info@amiplastics.com  
网站: www.amiplastics.com

## 女学生参与技术设计比赛

来自英国南约克郡的 70 多名年龄在 12 岁到 14 岁之间的女中学生参加了一项设计和技术挑战赛。这项赛事的目的是向女学生展示工程方面的良好就业前景。这项由谢菲尔德哈勒姆 (Sheffield Hallam) 大学组织的“女生宏观微观工程日”是与国家金属技术中心 (NAMTEC) 联合举办的, 地点选在罗瑟勒姆的 Swinden House。

参赛的学生都对科学和工程学科表示出兴趣。比赛的科目是设计并制作一个吹泡器, 并在当天用有机玻璃制作。涉及的工程技术包括焊接、成型和建模, 另外还测试了她们的信息技术、设计和市场营销能力。

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○ 工程比赛中的女学生



## QED搬入新办公室

QED Wire Lines 的中心办公室迁入了处在东办公室和西办公室之间的加拿大魁北克 Vaudreuil-Dorion 的 Harwood 路 5261 号。公司还宣布对 Carla Kerkhoven 的任命, 授予其管理帐务、行政平台和零部件合同的职责。

公司最近的合同包括与宝安国际合作进入中国市场的第一家合资企业, 为土耳其客户提供的 FastHeat™ 牌沸腾炉、为东南亚客户提供的两条电镀生产线以及为美国 Iowa Steel & Wire 提供的一套 HighTurbulence® 牌酸洗设备。

QED 最新出品的 FastHeat™ 沸腾炉采用精确流阀和公司的生产比例算法程控系统, 以提供奥氏体热处理和退火热处理。系统能够精确控制沸腾比例, 增加沸腾炉的效率。QED 还为一家美国公司提供了 CWC 自动涂层重量控制系统。该技术能够在高速生产线上精确一致地控制多条线缆上的涂层。采用改进型传感器、计算机界面和带精确氨喷洗喷嘴的流量控制阀的该系统可提高产品质量、产量并节约锌、铝或者 Galfan®。

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## Prysmian产品欧洲巡回展示

Prysmian Telecom Cables and Systems 正在进行产品的欧洲巡回展示。巡回展示的目的是支持欧洲的不断增长的光纤到户技术需求 (FTTH), 巡回展示车辆 9 月 4 日到达英国, 然后访问了荷兰、丹麦、挪威、瑞典、德国、捷克、斯洛伐克、波兰、匈牙利、奥地利、斯洛文尼亚、意大利、西班牙和法国。

光纤到户技术正在迅速在世界各地投入运用。在欧洲, 由于许多城市 and 当地政府的支持, 其运用也在加速。越来越多的传统电信厂家开始建设这“最后一英里”的网络。巡回展示采用了一辆改造过的互动式拖车, 用于展示 Prysmian 最新的全系列被动光纤到户解决方案, 包括充气光纤、微型充气光纤、用户预连接解决方案、多层单元式住宅采用的新型垂直立管系统以及一系列新型光纤到户连接产品。

巡回展出还展示了 Prysmian 的系列光纤产品, 包括 Prysmian 开发的特别用于光纤到户应用的 CasaLight™ 抗折光纤。

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## Thomas Copp连任 WCISA 总裁

Reelx Packaging Solutions 总裁, 同时任美国电线电缆工业供应商协会 (WCISA) 总裁的 Thomas Copp 最近连任 WCISA 总裁, 任期三年。

下列 WCISA 董事会成员也得到连任三年的机会: QED Wire Lines Inc 总裁 William E Crowle、AlphaGary Corp 全球业务经理 David Kiddoo、Teknor Apex Co 线缆聚合物部产业经理 Mike Patel、Wire & Plastic Machinery Corp 销售和市场部副总裁 Rahul Sachdev、Huestis Industrial 销售经理 Joseph Snee 和 Davis-Standard Corp 商业领域经理 John Zachow。

长期董事会成员, 包括 Wire Lab Company 总裁 Bob Fulop 和 Sikora International Corporation 总裁 Jeff Swinchatt 不希望连任。

下列人士为新入选 WCISA 董事会的成员: Leoni Wire Inc 总裁 Neville Crabbe、Fiber-Line Inc 销售代表 John Falls、Wire Lab Company 负



○ Tom Copp

经理 Rob Fulop、Mossberg Reel LLC 技术销售部经理 Rene Mayer、CommScope BiMetals Product Group 高级营销专员 Terri Terry。

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## 引导行业的Zumbach

瑞士生产在线测量和控制系统制造商Zumbach已经成功营运50年了。这家设在Orpund的公司在5月份庆祝其成立50周年。公司将继续为线缆行业提供最先技术装备的测量和检测仪器系列。

Zumbach Electronics现在世界各地设有13家公司，分布在欧洲、美国、南美和亚洲，并有40个代理商。Zumbach在多项关键性技术方面处于领先地位，如激光/光学技术、超声波技术、x光技术、高压技术、计算机硬件和软件。这些优势使公司能够在每项应用中采用最恰当的技术，并开发新的独特的解决方案。公司在世界各地取得的专利显示了公司在创新方面的能力。

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○ Zumbach在瑞士Orpund的总部和主厂房

### 塑料阻燃技术科隆会议

塑料阻燃技术会议将于2007年11月19日到21日间在德国科隆的Maritim宾馆举行。此次会议将为所有与阻燃技术和阻燃塑料有关的公司提供一个了解影响行业的最新技术的良好机会。

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### Goodwin的新办公室和库房

Goodwin Machinery Ltd已搬迁到英国曼彻斯特附近Bolton的新办公室和库房。这里的仓储面积全部为Goodwin所有，并可通过附近的英国高速公路网络直达曼彻斯特以及利物浦的机场。与过去的仓储相比，新库房具有许多优势，包括仓储能力增加及全部采用可起重10吨的高架起重机。

Goodwin是英国线缆机械行业最乐于聘请的仓储公司，能提供仓储有关的各种服务，包括厂房全面评估、设备拆卸、搬迁和重装。公司还为客户提供旧设备翻新服务，包括清洁、重新油漆和全面翻新。

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### Prismian在亚太扩张

Prismian Cables and Systems买下了新西兰电缆制造商International Wire & Cable Company Limited (IWC)。此次购并增强了Prismian在亚太市场的地位。Prismian在澳大利亚已经通过两家制造厂建立了良好的市场地位，并提供一系列电力电信电缆以及电力电缆连接和端接的附件。

IWC主要生产电力电缆，在新西兰已经有60多年历史，在铝/中性屏蔽电缆方面有专长。公司目前雇员65人，2006年营业收入大约为2千万欧元。Prismian此次的投资将用于IWC在新西兰北岛和南岛的现有设施的建设，并根据扩大的产品系列扩建其供货能力以及Prismian Group的开发设施。

这次对IWC奥克兰业务的兼并将帮助Prismian扩大其在新西兰的市场份额，尤其是在电力传输领域的市场份额，同时利用澳大利亚在风力发电方面的专长。

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### CRU报道光纤市场达到历史新高

线缆市场研究机构，英国CRU在报告中指出光缆市场已经恢复到2001年市场崩溃前的状况。

CRU的线缆研究组和新购并的KMI Research合作，发现对光缆的需求在2005年和2006年以两位数增长。

报告表示2007年对光纤的需求很有可能超过2001年的最高峰。线缆市场的季度分析刊登在CRU的双月刊《光纤和光缆检测者》杂志上。最近的需求增长来自为因特网接入速度和像IPTV一类新

服务的本地环路的升级。CRU认为目前需求增长的支撑比2001年电信泡沫崩溃时牢靠的多。

在上一次高峰中，大量相互竞争的电信公司投资于同一地域的市场。当下的电信公司在进行网络升级的时候不进行过多借贷，把资本开支控制在安全范围内。

来自CRU-KMI的新的深度报告，如《世界光纤和光缆市场》和《宽带接入网络光纤市场》显示今后五年FTTx（光纤到路边、光纤到户和光纤到节点）将导致最大的需求。

在北美，AT&T和Verizon已经在建造大量项目，FTTx已经占单节点需求的一半。在其他地方，FTTx的比例要小一些，但增长迅速。

用于FTTx的光纤数量从全球来看在2006到2010年间将以23%的年度复合增长率增长，与之相比其他应用的光纤的年度复合增长率仅为3%。

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### Jamey加入Windak

自动包装和材料处理解决方案供应商Windak Inc最近聘请Jamey Cook担任机械服务工程师。Jamey于5月份在美国北卡罗来纳加入公司，从事新设备的实施和改进以及旧设备的升级工作。Jamey拥有机械工程理学学士学位，原供职于Georg Manufacturing Systems的机械服务工程师。

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○ 新员工Jamey Cook

## With competition reviving broadband growth in Europe, the European Union closes the gap with Japan and the US

On 5<sup>th</sup> September the European Competitive Telecommunications Association (ECTA) published the results of its latest bi-annual broadband scorecard, showing that broadband penetration in the European Union has reached an all-time high and has drawn even with Japan and the US. The 16% growth achieved in the EU was attributed largely to increased competition from new-entrant telecom providers using LLU (local loop unbundling), cable, and alternative technologies. The favourable results followed a slowdown in growth recorded for the previous six-month period.

ECTA reported from Brussels that eight EU countries now have broadband penetration levels above 20%, with Northern Europe leading the field. The Netherlands has the highest penetration (33%), followed by Denmark, Finland, and Sweden. For the first time, average penetration in the EU15 countries is, at 19.9%, comparable with the average penetration of 20.2% in Japan and 19.6% in the US. (Data as of December 2006 from the Paris-based Organisation for Economic Cooperation and Development [OECD].) [Note: EU15 comprises the following countries: Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden, and the United Kingdom. These were the 15 members of the European Union prior to the accession of 10 more countries in May 2004.]

Key findings of the most recent ECTA broadband scorecard are:

- total broadband lines increased by 16% in the six months to September, from 73 million lines in the third quarter of 2006 to 84 million lines in the first quarter of 2007
- northern European countries remain world leaders in broadband. At the other end of the scale, penetration in Greece, Poland, Slovakia, and Cyprus remained below 10%
- in the EU15, growth was particularly strong in Germany (an estimated 20%), Ireland (38%), and Greece (69%, although from a particularly low base). Growth was less than 10% in Finland, Belgium, and Portugal
- countries with the highest levels of broadband penetration in Europe could be characterised as having strong competition through a combination of LLU and cable. Lower-ranked countries often lacked significant unbundling competition
- incumbents' market share of the overall retail broadband market in the EU stayed static at 46% and, when re-sale services are taken into account, remained at more than half of total broadband lines. In Italy the incumbents' market share remained at a very high 70%
- DSL (digital subscriber line) maintained its share of the European market at 83% (slightly above the third quarter of 2006), while cable remained at 15% of end-user retail connections
- overall, compared with the previous period there was a dramatic increase in full unbundling, while bitstream declined as competitors climbed the ladder of investment

### Elsewhere in telecom . . .

- © Telephone service has quadrupled worldwide over the past decade to 4 billion lines, according to a report published 4<sup>th</sup> September by the International Telecommunication Union, a UN agency.

The ITU counted 1.27 billion fixed lines and 2.68 billion mobile accounts, but notes that the total number of users is uncertain because many people, particularly

in industrial countries, have both kinds of service. The increase is most evident in developing countries that have been able to offer cellular service at lower rates than fixed-line to tens of millions of people. As a result, the ITU said 61% of the world's mobile subscribers are in developing countries.

China and India together added almost 200 million mobile subscribers to the global total in the first three months of 2007.

- © The Paris-based telecom equipment maker Alcatel-Lucent on 13<sup>th</sup> September issued its third profit warning of the year, causing its shares to immediately slide as much as 14% in Paris trading. Blaming weakness in its wireless network business, Alcatel-Lucent forecast third-quarter operating profit at 'around break-even', and full-year revenues as 'flat or slightly up'. Since concluding its transatlantic merger less than a year before, the French-American combine had shed more than 40% of its market capitalisation.

Writing in *Business Week* (13<sup>th</sup> September), Paris bureau chief Carol Matlack noted that, five years after the telecom crash, Alcatel and Lucent had 'looked to be back on track in 2006', with combined sales of \$25.3 billion at current rates and \$724 million in net earnings. Now, a London-based analyst predicted to *BW*, the company will likely show a net loss for 2007 of \$1.6 billion, on a 3.2% decline in revenues to \$24.49 billion. By comparison, Ms Matlack wrote, market watcher Infonetics Research forecast growth in the global market for telecommunications equipment of 4% in 2007, to \$225 billion.

- © As consumer product prices continue to rise in China, telecommunications companies have raised their international long-distance calling rates by more than 300% in some cases. According to Shanghai's *Oriental Morning Post* (20<sup>th</sup> August), China Unicom, China Netcom, and China Telecom have all announced substantial increases in their mainland international call rates. The newspaper reported that the China Telecom increases that took effect on 1<sup>st</sup> September for 47 countries and regions range from (approximately) \$0.59 to \$1.94 per minute, for a maximum increase of 329%. The new China Unicom rates that commenced 1<sup>st</sup> June were up over 200%.
- © A Dow Jones report of 31<sup>st</sup> August gave Chunghwa Telecom's first-half audited net profit as \$774 million, representing a 10.9% rise from \$671 million in the year-earlier period. The report said the result was in line with the unaudited net profit of \$743.9 million the company posted in July. Dow Jones added that the firm's

consolidated revenue in the first half was \$2.9 billion, up from an unconsolidated \$2.7 billion a year earlier. Chunghwa, Taiwan's largest phone company by revenue, said in a statement that its results were boosted by higher Internet and mobile phone services revenue.

- ① Taiwan's Hon Hai Technology Group plans to invest \$5 billion in Vietnam. In an agreement signed in Hanoi on 30<sup>th</sup> August, the Taiwanese company agreed to quintuple its planned investment there, where it intends to build factories in six provinces across the country over the next five years, according to the Vietnamese Ministry of Planning and Investment. Hon Hai produces computer components and other electronic products at plants in Asia, Latin America, and Europe, and its customers include Hewlett-Packard and Apple, of the US.
  - ② The Hon Hai venture in Vietnam, which boasts one of the world's fastest-growing economies, highlights the growing attraction that country holds for high-tech manufacturers drawn by its comparatively low wage scale and large pool of young, well educated workers. The appeal of Vietnam to investors has also grown since it joined the World Trade Organisation in January.
  - ③ Connect Holdings, of Singapore, said in mid-September that it plans to merge its Pacific Internet unit with cable operator Asia Netcom (formerly Asia Global Crossing), of Hong Kong. Connect had already commenced a merger of its C2C network with Asia Netcom. The C2C link has a capacity of 7.68Tbps (terabits per second), and delivers fully diversified city-to-city connectivity in a 10,500-mile span across major Asia Pacific markets. The tie-in with PacNet is expected by June 2008 as Connect seeks to strengthen its position as a provider of next-generation communications in the region. The holding company expects the enlarged group to generate revenues of some \$500 million in 2008.
  - ④ In an initiative that could promote competition and spur mergers in an industry moving toward consolidation, the Telecommunications Regulatory Authority of India (TRAI) in late summer recommended the removal of limits on the number of participants in this sector. As reported by the *Economic Times* (Mumbai), TRAI is also pushing for the relaxation of rigorous merger and acquisitions norms, a neutral stance on the technology for telecom licenses, payment of an entry fee by both CDMA and GSM players, and the drafting of new spectrum-allocation criteria to replace the subscriber base-linked policy currently in effect.
- These positions strongly suggest that TRAI intends to withstand pressure from India's powerful GSM sector, which has been lobbying for a cap on the number of operators, retention of the existing M&A norms, a ban on offering dual (CDMA and GSM) technology under the same license, and retention of the existing spectrum-allocation norms.
- ⑤ AT&T Inc is adding \$100 million to the \$750 million already budgeted for 2007 to build up its global communications network, mainly in the Asia Pacific region. That area is the fastest-growing global market for AT&T, the largest telecom in the US, and it expects growth there of 30-40% per year over the next five years. The company's focus for revenue growth in Asia Pacific is the provision of increasingly sophisticated services to global clients with operations in the region. Even so, AT&T has only about 1,400 employees working for it or wholly-owned subsidiaries in the region, compared to 300,000 globally.
  - ⑥ Shares of Ericsson, the world's largest maker of wireless phone network equipment, climbed 5.4% in Stockholm trading on 12<sup>th</sup> September, the most in more than a year, after the company predicted strong industry growth in the third quarter on higher data traffic. Reiterating an earlier projection, the Swedish company said its main network market would grow about 5% in 2007.
- Bloomberg News* reported that Ericsson's chief executive Carl-Henric Svanberg told a group of investors in London: "We have good reason over time to reach our old levels. We expect to continue to do well in all our areas."
- ⑦ Deutsche Telekom reported a fifth consecutive drop in quarterly profits for the second quarter, after a six-week strike in the spring led to more fixed-line customer losses. The largest phone company in Europe reported that net income fell to \$831 million from \$1.4 billion a year earlier. Sales rose 2.9%, to \$21.3 billion. In the quarter, Deutsche Telekom lost 516,000 traditional phone lines in its home market but added mobile phone customers in the United States. For the first time, the company's revenue from abroad exceeded that from its sales in Germany.
  - ⑧ In other news of Deutsche Telekom, the company on 17<sup>th</sup> September said its mobile phone division T-Mobile USA had agreed to buy SunCom Wireless Holdings Inc, also of the US, for about \$1.6 billion. SunCom, founded in 1999, operates in the southeastern US and the Caribbean. It had more than 1.1 million customers at the end of June and posted second-quarter revenues of \$242.5 million. Deutsche Telekom, which will also take on SunCom debt of almost \$800 million, said it saw synergies from the transaction of about \$1 billion. The deal is expected to close in the first half of 2008. Europe's largest operator as measured by sales, Deutsche Telekom in August won permission from the European Commission for its T-Mobile Netherlands unit to buy the Dutch unit of rival France Telecom's Orange division.
  - ⑨ M:Tel, the largest wireless network operator in Bosnia and Herzegovina by number of subscribers, has chosen Nokia Siemens Networks for the implementation and optimisation of a mobile network extension that will pave the way for M:Tel's evolution to a unified IP (Internet protocol) network. As reported by *TeleGeography* (14<sup>th</sup> September), the \$41 million multi-contract deal commits the Finnish-German firm to providing M:Tel with a range of mobile network solutions, products, and services.
- It will yield a physical extension of the GSM (global system for mobile communications) network and is expected to allow Telekom Srpske to offer advanced GSM services to M:Tel's almost 700,000 mobile subscribers.



## 竞争复苏欧洲宽带增长，与美日差距缩短

据欧洲电信竞争协会 (ECTA) 9月5日公布的最新每2年宽带评分情况，欧盟的宽带渗透率达到了有史以来的最高水平，已经与美国和日本齐平。欧盟16%的增长率主要是采用本地环路开放 (LLU)、铜缆和替代技术的新进营商贡献的。这是在过去6个月增长水平一直下降的情况下达到的新高。

欧洲电信协会自布鲁塞尔报告说，八个欧盟国家目前的宽带渗透率已经超过20%，其中北欧排在最前。在北欧国家中，荷兰的渗透率最高，为33%，其次是丹麦、芬兰和瑞典。15个欧盟国家的平均渗透率第一次达到了19.9%，与此相比较日本和美国的渗透率分别为20.2%和19.6% (数据为位于巴黎的经合组织 (OECD) 2006年12月公布的数据)。

[注：欧盟15国由如下国家构成：奥地利、比利时、丹麦、芬兰、法国、德国、希腊、爱尔兰、意大利、卢森堡、荷兰、葡萄牙、西班牙、瑞典和英国。这是在2004年吸纳新加入的10个国家之前的15个成员国。]

欧洲电信竞争协会评分情况最新的结果包括：

- 到9月为止的6个月中，宽带总体上升了16%，从2006年的7,300万线上升到2007年一季度的8,400万线。
- 北欧国家在宽带方面仍处于世界领先地位。渗透率最低的国家包括希腊、波兰、斯洛伐克和塞浦路斯，低于10%。
- 欧盟15国中增长最快的包括德国 (估计20%)、爱尔兰 (38%) 和希腊 (69%，虽然整体水平仍居末列)。芬兰、比利时和葡萄牙的增长低于10%。
- 欧洲宽带渗透率最高的国家同时是采用LLU和电缆混合技术竞争最激烈的国家。渗透率低的国家往往缺乏环路开放竞争。
- 传统电信公司在整个宽带零售市场的份额仍然维持在46%，如果把零售服务考虑进去，则超过宽带市场的一半。意大利传统电信公司的市场份额非常高，为70%。
- 数字用户环线 (DSL) 在欧洲市场的比例为83%，略高于2006年3季度的份额，而铜缆的比例仍为最终用户零售连接的15%。
- 总体而言，与过去相比全环路开放有显著增长，但随着竞争者投资的增加，比特流有所下降。

## 其他电信新闻...

⑤ 根据联合国下属机构国际电信联盟 (ITU) 9月4日的报告，过去20年里电话服务有了四倍的增长，达到40亿条线路。据ITU的统计，其中12.7亿为固定电话，26.8亿为移动电话，但总体用户数量无法估计，因为许多人，尤其是工业国家的人，同时拥有两者。在多数发展中国家这种增长十分明显，因为发展中国家可以用比固定电话低的资费水平提供移动电话，为千千万万大众服务。因此，ITU报告指出世界上61%的移动电话用户在发展中国家。仅在2007年头三个月，中国和印度增加的移动电话用户就达到约2亿人。

⑥ 位于巴黎的电信设备制造公司阿尔卡特朗讯9月13日公布了今年第一份利润预警，使其股价在巴黎证交所立刻下滑了14%。阿尔卡特朗讯表示由于其无线网络业务增长乏力，其三季度营运利润“基本为零”，而全年利润持平或者略有上升。自从跨越大西洋的两家公司不到一年前合并以来，这家美法联合公司的市值已经下降了40%以上。据《商业周刊》9月13日的报道，《商业周刊》巴黎分部的负责人Carol Matlack撰文称自五年前电信泡沫破灭以来，阿尔卡特和朗讯“2006年已经步入正轨”，两公司的销售总额按目前的汇率计算为253亿美元，净利润为7.24亿美元。目前，据位于伦敦的一名分析人士对《商业周刊》预测，公司

2007年的净亏损可能达16亿美元，销售收入将下降3.2%，为244.9亿美元。与此相对照，Matlack在文中称市场调研机构Infonetics Research预计2007年全球电信设备市场的增长为4%，达2,250亿美元。

⑦ 由于中国的消费品价格持续上涨，电信公司把部分长途电话服务的资费水平上调了3倍以上。据上海的《东方早报》8月20日报道，中国联通、中国网通和中国电信都宣布在中国境内上调国际长途资费。据该报报道，中国电信从9月1日起把拨往47个国家和地区的国际长途资费从大约0.59美元每分钟上调到1.94美元每分钟，增长了329%。而中国联通的资费水平则从6月1日起上调了200%以上。

⑧ 根据道琼斯8月31日的报告，台湾中华电信的审计半年净利润为7.74亿美元，比一年前的6.71亿美元上升10.9%。报告称该数据与公司在7月份公布的审计前数据7.439亿美元一致。道琼斯报告还表示该公司的上半年合并收入为29亿美元，高于一年前的非合并收入27亿美元。中华电信是按收入计算台湾最大的电信公司。据报道其业绩受因特网和移动电话收入增加影响很大。

⑨ 台湾的Hon Hai Technology Group计划在越南投资50亿美元。根据8月30日在越南河内签订的协议，该台湾公司同意把原计划的投资增加五倍。据越南计

划与投资部提供的消息，该公司计划在今后五年在越南的六个省份建设工厂。Hon Hai在亚洲、拉美和欧洲均设有生产计算机部件和其他电子产品的工厂，其客户包括美国的惠普和苹果。Hon Hai在越南的投资计划，彰显了越南这个世界增长最快的经济体之一对高科技厂商日益增长的吸引力，因为越南的薪酬水平较低，且拥有大量年轻、教育好的劳动力。自越南1月份加入世贸组织以来，其对投资者的吸引力与日俱增。

⑩ 新加坡Connect Holdings在九月中旬宣布计划把下属的太平洋因特网 (Pacific Internet) 部与香港的电缆营运商Asia Netcom (前Asia Global Crossing) 合并。Connect已经开始把其城际网与Asia Netcom合并。该城际链路的通讯能力为7.68太比特，长度为10,500英里，为环亚太主要市场提供多种城际接入服务。Pacific Internet与Asia Netcom的合并预计将在2008年6月完成，因为Connect寻求强化其作为该地区下一代通讯提供商的地位。该控股公司预计合并以后2008年的收入将达大约5亿美元。

⑪ 为迎合行业合并的趋势，促进竞争和合并，印度电信监管局 (TRAI) 在夏末建议取消对电信公司数量的限制。根据孟买《经济时报》的报道，印度电信监管局正在寻求放松对合并和购并的限制，在电信牌照发放方面对技术采取中立态度，要求CDMA和GSM营运商都支付市场进入费，并起草新的频谱分配方案以取代目前生效的与基于用户数的方案。这些政策走向表明印度电信监管局顶住了来自印度强大的GSM板块的压力，后者一直要求对营运商的总数进行限制、维持目前对合并和购并的规定、禁止在同一个牌照下提供双模 (CDMA和GSM) 服务并维持目前的频谱分配政策。

⑫ AT&T Inc在其7.5亿美元的2007年年度预算的基础上追加了1亿美元，以建设其全球通讯网络，主要部署在亚太地区。亚太地区是AT&T全球范围内增长最快的市场。作为美国最大的电信公司，AT&T预计今后五年的年度增长率为30%到40%。公司在亚太的收入重点是其在亚太地区开展业务的全球客户提供日益先进的服务。即便如此，AT&T在亚太地区的全资子公司的雇员仍只有1,400人，而其全球雇员人数为30万人。

⑬ 在爱立信预计三季度数据流量增长带来行业强劲增长后，这家世界最大无线电话网络设备厂商的股价9月12日在斯德哥尔摩股市上上升了5.4%，是近一年来最大幅度的上扬。在重申了之前的预计后，这家瑞典公司表示其主要网络市场2007年将增长大约5%。Bloomberg News报道称爱立信首席执行官Carl-Henric Svanberg在伦敦对投资者表示：“我们有足够的理由来达到原定的目标。我们预计在所有领域都会取得良好的业绩。”



## Trade

### Even as Chinese exporters seek non-US custom, those using the California portal go for a bigger piece of the American market

As recently as July, this column took note of the dwindling importance of the American consumer to Chinese manufacturers. That shift away from exports to the US market continues, with the tacit blessing of Beijing. But of the \$340 billion in merchandise that came into the US from China in 2006, more than \$130 billion worth entered through the ports of Southern California; and those Chinese exporters, far from giving up on the US market, see opportunity.

According to officials in Beijing and economists who have testified before the US Congress, Chinese manufacturers exporting to the American market have had to content themselves with extremely narrow margins. Typically, they receive 20% or less of the revenue from the goods they send to the US.

James Flanigan, whose monthly column 'The Entrepreneurial Edge' in the *New York Times* covers small-business trends on the West Coast, described the sequence: American companies design and order the products, receive them at stateside ports, distribute and market them across the country, and sell them at retail – retaining 80% or more of the revenue.

That may be about to change, as growing numbers of Chinese companies set up operations in the US. Already, Mr Flanigan noted, more than 500 Chinese companies have offices or operations in California, from which they hope to either launch businesses or work with American companies to increase their share of the proceeds from the trade between China and the US. ('Chinese Want to Cut Slice Going to US Middlemen,' 16<sup>th</sup> August)

In July, to promote the wider distribution in the US of Chinese products and services, the Asia Pacific-USA Chamber of Commerce of Pasadena, California, organised an event in Los Angeles. The China Global Conference brought together as many as 300 American businesspeople and the owners and executives of 45 Chinese companies seeking partnerships with American concerns in the small-to-medium size range.

Identifying 'a clear trend', Mr Flanigan observed: "Although it is too soon to tell whether they made deals, the Chinese companies that sent delegates are part of the pattern of reaching directly for the American market."

He also noted the irony that this quiet pursuit of mutually rewarding partnerships is taking place even as trade with China remains a fiercely contentious issue at the US government level.

❖ Direct Chinese investment in businesses and buildings in the US is still minimal (an estimated \$1.3 billion to \$10 billion), but the US State Department has said that it seems likely to grow.

By way of comparison, the US Bureau of Economic Analysis reports that companies based in Hong Kong have invested \$1.8 billion in factories and offices in the US; Japanese companies, \$177 billion; British companies, \$252 billion.

❖ On 28<sup>th</sup> August, optimism over China's economic growth caused the biggest rally in 3½ years in Chinese stocks trading in the US. The China American Depository Receipt index of the Bank of New York Co climbed 6.6%, the most since January 2004, to 474.02. The advance in the measure helped limit a loss in the broader Asian index.

### The new Washington insiders: Indian outsourcing companies

Like the California-centric Chinese exporters of the first item, many Indian outsourcing companies – whose work enables their American clients to cut application development and maintenance costs – are intensifying their efforts in the US. They are doing it from the nation's capital, no less, with a former official in the current administration as their chief lobbyist.

Most notably, in the view of Anand Giridharadas, who is South Asia correspondent for the *International Herald Tribune*, the Indian companies 'have mastered the Washington art of waging proxy battles through local organisations, which allows them to not appear to be foreigners with an agenda.' ('Lobbying in US, Indian Firms Present an American Face,' 15<sup>th</sup> August)

Writing from Mumbai at a time when, in the US, the extended and acrimonious electioneering period was in full swing, Mr Giridharadas identified the impetus behind the Indian firms' new urgency: fear that the pressures of the presidential election set for November 2008 will induce candidates to assail Indian companies with the more or less chronic complaint that they take work away from Americans.

The focus of the Indian firms' concern appeared to be two candidates for the Democrat Party nomination: Sen Barack Obama, who had dropped hints of opposition to outsourcing, and John Edwards, a former senator running a populist (ie working-class activist) campaign. Many Indian executives consider Sen Hillary Rodham Clinton, also a Democrat, more of a friend. But the heat of an American election campaign can very quickly warp even a reasoned position; and job loss is a hot-button issue with a voting public deeply conscious of the costs of the war in Iraq.

For the Indian companies, a recent attempt in Congress to restrict use of the H-1B visa was a worry-point. [Enacted in 1990, the H-1B visa law allows skilled, specialised foreigners to work in the US for up to six years and then pursue permanent residency.] But if the movement against outsourcing were to re-emerge, wrote Mr Giridharadas: "It will find itself jousting with a changed opponent."

❖ The National Association of Software and Service Companies (Nasscom), which represents the Indian outsourcing industry, engaged as its chief Washington lobbyist Robert D Blackwill, a former senior adviser

to President George W Bush who also served as his ambassador to India. Mr Blackwill heads Barbour Griffith & Rogers (BGR), whose lobbyists have worked in the White House, in Congress, and in senior positions in federal agencies and top-level political campaigns.

No one visiting Barbour Griffith's website will miss the note of massed power. (Some might say of threat.) Hear this declaration: "BGR is also effective at stopping or changing harmful policy before it can take effect." As if preparing for such exertions, BGR has hit the ground running. One of Mr Giridharadas's sources told him that, over the year to midsummer, Mr Blackwill and the Indian companies' executives met with staff members of more than 100 Washington lawmakers.

## US Treasury chief favours diplomacy over import duties to nudge China toward a completely convertible currency

US Secretary of the Treasury Henry Paulson has warned congressional lawmakers not to approve import sanctions against Chinese goods, saying a trade war would cripple growth during a vulnerable time for the US economy. Speaking in mid-September at a factory in Chicago, Mr Paulson said: "Punitive trade legislation could have enormous repercussions, especially when we are working to extend our economic expansion and get through a turbulent time in our markets."

The administration of President George W Bush is trying to muster support in Congress for approval of four free-trade agreements that would lower export and import barriers with Peru, Colombia, Panama, and South Korea. As noted by John Brinsley, of *Bloomberg News*, the growing US trade deficit with China has complicated that effort. ("Paulson Warns Congress China Sanctions May Spark 'Trade War,'" 14<sup>th</sup> September)

According to the most recent Commerce Department figures, the overall US trade deficit in July was \$59.2 billion, representing an excess of imports over exports 42% wider than it was five years earlier. China is the biggest contributor to the imbalance, accounting for \$141.3 billion through July, a 16% rise from the comparable period of 2006.

Mr Paulson's remarks were made at the height of the primary election season that would determine who will compete to succeed Mr Bush in the general election of November 2008. The trade imbalance with China is elevating trade into the national debate, as Democratic candidate Hillary Clinton and others express scepticism about the trade liberalisation sought by Mr Bush and championed by his Treasury chief.

"Globalisation is here to stay and it's important that we continue to benefit from it rather than retreat into isolationism," Mr Paulson said in Chicago, claiming to discern a 'rising protectionist sentiment in the US and around the world.'

A number of lawmakers have argued that China has kept the value of its currency – the yuan, or renminbi – artificially low to boost exports, and have threatened to enact legislation to impose import duties on Chinese products if revaluation is not speeded up.

"I am impatient with the pace of change in China, and I know Congress is impatient," Mr Paulson said. "But legislation that would impose unilateral, punitive trade sanctions isn't the answer. I don't want to start a trade war."

❖ Mr Brinsley, of *Bloomberg News*, pointed out that the opening of markets around the world to US companies was a top agenda item for Treasury Secretary Paulson when he took on the job in mid-2006, declaring in his very first speech that he was 'very concerned about the anti-trade rhetoric' he was picking up from Congress and elsewhere. A scant six months later, in a *Bloomberg/Los Angeles Times* poll conducted in January 2007, 41% of respondents said trade had hurt the economy, to 28% who said it had helped. Moreover, trade issues are very closely allied in the public mind with the loss of jobs at home; and, in August, manufacturing jobs in the US numbered 14 million – the lowest total since June 1950.

### In brief . . .

❖ Americans are living longer than ever, but not as long as people in 41 other countries, according to international data collected and analysed by the Census Bureau and domestic numbers from the National Centre for Health Statistics. For decades, the US has been slipping in international rankings of life expectancy, and countries that now surpass it include Japan and most of Europe, as well as Jordan, Guam, and the Cayman Islands.

A baby born in the US in 2004 will live an average of 77.9 years. That life expectancy ranks 42<sup>nd</sup> – down from 11<sup>th</sup> two decades earlier. Andorra, a tiny country in the Pyrenees Mountains between France and Spain, had the longest life expectancy, at 83.5 years, according to the Census Bureau. It was followed by Japan, Macau, San Marino, and Singapore.

❖ Asians are achieving notable population gains in New York City. According to Census Bureau results released 8<sup>th</sup> August Asians comprised the only major group to increase its numbers since 2005 in all five counties of the city. And, since 2000 the New York metropolitan area has recorded the greatest increase in Asians (309,773) of any metropolitan area in the country.

Its county of Queens ranked fourth among all 3,100 counties in the US, with a gain over the period of 58,515 residents of Asian extraction. In addition, from 2005 to 2006 the number of Asians increased by more than 10% in three counties of neighbouring New Jersey: Gloucester, Salem, and Warren.

❖ Like the span over the Mississippi River that collapsed at Minneapolis on 1<sup>st</sup> August, more than 70,000 bridges across the US require repairs that the American Society of Civil Engineers estimate would cost at least \$9.4 billion a year over 20 years. At the start of 2007, at least 73,694 of the nation's 596,808 bridges, or about 12%, were classified as 'structurally deficient' by the Federal Highway Administration.

These include 816 built as recently as the early 1990's and 3,871 that are nearly a century old. It is unclear how many of the spans pose actual safety risks. The official toll of the bridge collapse in Minnesota stands at 13 dead.



❖ Following a bid by Dell Inc of the US to enhance its presence in China's booming personal computer market, Beijing-based Lenovo Group Ltd said 4<sup>th</sup> August that it will set up a rural sales network of 5,000 dealers to offer a basic machine aimed at that vast potential market and priced as low as \$199. The new PC, which will use a buyer's television set as a monitor, was to go on sale before the end of the year. Lenovo acquired IBM Corp's PC division in 2005 and is now the world's third-largest PC manufacturer, behind Hewlett-Packard Co (Palo Alto, California) and Dell (Round Rock, Texas). Dell said in March that it would sell a basic desktop PC designed for the novice Chinese user and priced at \$223 to \$515.

## Automotive

### Asian auto makers in US market score highest on fuel efficiency

The Alliance of Automobile Manufacturers, the US trade group that includes General Motors Corp, Ford Motor Co, Chrysler LLC, and Toyota Motor Corp, has reported remarkable progress in the industry in providing consumers with more fuel-efficient automobiles. Prompted largely by the changing habits of American drivers, the increase in fuel efficiency reflects a continuing effort by auto makers to boost mileage through a variety of technologies: from gasoline-electric hybrids to six-speed transmissions.

Estimates published at the end of August by the National Highway Traffic Safety Administration (NHTSA), a federal agency, gave highest marks for fuel efficiency to the Asian car makers prominent in the US market:

- ❖ Honda Motor Co was calculated to post the best average for cars, at 39.9 miles per gallon (mpg) for its imported models and 33.7mpg for cars made in the US.
- ❖ Honda was followed closely by Toyota at 38.5mpg for its imports and 31.7mpg for its US-made models, both advances due to strong sales of hybrids.
- ❖ Hyundai Motor Co was expected to show the highest average for trucks at 25.2mpg.

The NHTSA also projected all three Detroit auto makers as turning in an improved performance over 2006.

- ❖ The former DaimlerChrysler had the largest projected increase in fuel efficiency, boosting its domestic car average by nearly 3mpg to 28.6mpg, and its truck average by 1.1 to 22.8mpg.
- ❖ The truck average for Ford Motor Co was expected to rise by 1.1mpg to 22.2mpg, and its domestic car average by 0.6mpg to 28.8mpg.
- ❖ Car and truck models from General Motors Corp were expected to rise less than 1mpg to 29.6mpg for domestic cars and 22.5mpg for trucks.

These projections excluded the largest models and could be revised once auto makers and the NHTSA collect

actual sales data of 2007 models. But, as noted by Justin Hyde in the *Detroit Free Press* (31<sup>st</sup> August), an increase of only one mile per gallon could translate to fuel savings in the hundreds of millions of gallons for an increasingly fuel economy-minded American driving public.

### Elsewhere in automotive . . .

The Volvo Car Corp unit of Ford Motor Co began in September to offer a luxury sedan and a sports utility vehicle (SUV) in India as demand for premium vehicles grows in the world's second-fastest-growing major economy.

The American company will send the fully built S80 sedans and XC90 SUV's to India from its factory in Sweden, and sell them through three dealerships: in New Delhi, Mumbai, and the northern city of Chandigarh, Volvo said in a statement reported by the *Free Press* (Detroit) on 29<sup>th</sup> August.

The cars are offered with a gasoline or diesel engine option. At showrooms in New Delhi in late summer the S80 did indeed bear a premium sticker-price: \$96,000 for the gasoline model, about \$1,000 less for diesel.

## Metals

### An acquisition-minded Nucor announces three purchases

Nucor Corp (Charlotte, North Carolina) on 13<sup>th</sup> September said that it had entered into an agreement to acquire substantially all of the assets of Nelson Steel, Inc (New Salem, Pennsylvania) for approximately \$54 million in cash. Nelson is a producer of wire mesh and related products including wire rack decking, light weight galvanised mesh, mine mesh and engineering mesh.

Nucor said the addition of Nelson, with its approximately 80,000 tons of capacity, complements existing mesh operations at Nucor Steel Connecticut and the Harris Steel Group (Toronto, Ontario, Canada).

Nucor had previously (27<sup>th</sup> August) announced its completion of the acquisition of Magnatrx Corp for a cash price of approximately \$280 million, and its merger into a wholly-owned Nucor subsidiary. Magnatrx (Alpharetta, Georgia) is a provider of custom-engineered metal building systems for the growing North American non-residential construction market.

Earlier still (2<sup>nd</sup> August), Nucor had announced its agreement to acquire substantially all of the assets of LMP Steel & Wire Co (Maryville, Missouri) for some \$28 million in cash. LMP is a producer of cold finished bar and operates related businesses serving the construction and OEM markets in North America. With approximately 100,000 tons of capacity it is a substantial presence in the cold finishing industry, and Nucor's chairman Dan DiMicco said LMP's complementary product offering and operations would make a good fit with Nucor's own cold finishing business.

All the Nucor transactions were expected to close before the end of 2007.

- ❖ Alcoa International (Asia) Ltd, a wholly-owned subsidiary of Alcoa, of the US, announced on 12<sup>th</sup> September that it had sold its holdings in Aluminium Corp of China Ltd (Chalco) for approximately \$2 billion. Pittsburgh-based Alcoa was an investor in Chalco since its initial public offering in 2001, and held a 7% stake.

Alcoa – the world's leader in alumina production, with operations in 44 countries – reiterated its commitment to the aluminium industry of China and said it would continue to pursue opportunities there.

Alain Belda, Alcoa's chairman and CEO, cited Chalco's healthy financial position as the reason for the divestiture. He said: "[Alcoa can now] redeploy its capital into other value-adding options, including projects in China."

## Telecom

### Lifting of import ban in the Qualcomm-Broadcom case is good news for Motorola and other cell phone makers

In response to a request by Motorola Inc and several other mobile phone manufacturers to stay an order issued by the federal government in June, a US Court of Appeals judge on 12<sup>th</sup> September halted the import ban on mobile phones made with semiconductors from Qualcomm Inc. In August, the White House refused the request to overturn the ban.

The US International Trade Commission had barred imports of new mobile phone models with chips made by Qualcomm (San Diego, California) on grounds that the company violated a patent held by another California chip maker, Broadcom Corp (Irvine), on technology that conserves battery power. The ruling applied to chips for use in expensive phones that transmit video and data at high speeds.

The order to halt the ban applies to the seven companies that sought the relief: wireless carriers AT&T and T-Mobile USA Inc, and cell phone makers Motorola, Samsung Electronics Corp, LG Electronics, Kyocera Wireless Corp, and Sanyo Fisher Co, Samsung and LG are believed to have had the most to lose if the ban remained in effect.

Both primarily make phones, utilising Qualcomm chips, for sale in the US. But Motorola (Schaumburg, Illinois) would also have suffered.

Motorola and the other appellants argued that, since Broadcom filed its complaint against only Qualcomm, the trade commission lacked authority to block imports by companies other than Qualcomm. The judge agreed with them.

Chicago Tribune staff reporter Mike Hughlett noted that wireless carrier Sprint Nextel had avoided the ban by selling phones reliant on alternative software designs that apparently do not infringe the Broadcom patents.

Verizon Wireless, another major network, dodged the ban by concluding its own licensing agreement with Broadcom, in July.

Qualcomm makes almost all of its chips overseas. If the ban had stood, it could have delayed the launch of high-end cell phones in the US during the Christmas season, vitally important to retailers.

## Economics

### 'Globalization and Its Discontents' author sees East Asia as less vulnerable to America's fiscal woes

The US could face a prolonged economic downturn but is unlikely to plunge into a recession, Nobel economics laureate Joseph E Stiglitz said on 30<sup>th</sup> August.

In Chicago to attend a conference, the former World Bank chief economist observed that East Asian countries may withstand the US fallout well, as the region has built up large reserves and is much more resilient after rebounding from its own financial crisis a decade ago.

Mr Stiglitz, who won the Nobel Prize for economics in 2001 and is author of 'Globalisation and Its Discontents,' is a professor of economics in the School of International and Public Affairs of Columbia University, in New York City.

He cited the defaults on US sub-prime mortgages – which roiled global financial markets in the summer – as having increased the risks to the economy.

Some 1.7 million Americans are threatened with the loss of their homes to foreclosure or bankruptcy, placing even greater pressure on a weak housing market. Wages have stagnated, despite the fact that the gross domestic product of the US is some 20% higher than it was six years ago.

As reported in the *Chicago Tribune* (30<sup>th</sup> August), Mr Stiglitz told reporters on the sidelines of the conference that the credit crunch was a 'totally predictable disaster,' attributable to Bush administration policies of cutting taxes for higher-income taxpayers even as the Federal Reserve reduced interest rates. The effect was to encourage Americans to borrow beyond their means.

Broadening his theme, Mr Stiglitz observed that the entire country is living beyond its means, borrowing heavily even as household savings are negligible.

"The magnitude of total government borrowings in the eight years of [the current administration] will be over \$4 trillion," he said. "President Bush has put America in an impossible place."

Mr Bush's term runs until January 2009. Mr Stiglitz warned that the next US president faces the daunting task of restoring fiscal sanity.

**Dorothy Fabian – Features Editor**

## 贸易

### 选择加州口岸的中国出口商得到更大美国市场份额

7月份本栏目曾经报道中国制造商对美国消费市场出口的下降。在中国政府的默许下,这种从美国市场转移的情况还在继续。不过2006年出口到美国的总值3,400亿美元的中国货中,1,300亿美元是通过南加州的港口进入的。对这部分没有离开美国市场的中国出口商来说,机遇来了。

根据中国政府提供消息以及在国会作证的经济学家的证明,出口到美国市场的中国制造商必须把它们的利润水平控制在非常低的水平。一般来说,它们出口到美国的货物的毛利低于20%。

James Flanigan在《纽约时报》的月度专栏“创业者前沿”中报道了西海岸小型企业的发展趋势,并对中国货物进口的价值链进行了描述:美国公司设计并订购产品,在西海岸港口接货,向全国分销产品,最后零售,最后获得80%以上的毛利。

这种情况即将发生变化,因为越来越多的中国公司在美国开展业务。据Flanigan的报道,已经有500多家中国公司在加州设立了办事处或者开展了业务。它们希望或者独立开业或者与美国公司合作增加它们在中美贸易中的收入份额。(见8月16日《中方要从美国中间商的收益中分一杯羹》)

7月份,为了促进中国商品和服务在美国的销售,亚太—美国加州帕萨迪纳商会在洛杉矶组织了一个活动。中国全球论坛邀请了300名美国商人和45家中国公司的所有人和高管,希望双方能在中小企业领域发展合作关系。

Flanigan评述说:“趋势很明显。虽然短时间内不好判断它们达成业务,中国公司派出的代表表明中国公司直接经营美国市场的趋势的到来。”

他还指出,具有讽刺意味的是,在商界低调追求互利的合作伙伴关系的时候,对华贸易在政界却是一个高调的争论不休的问题。

### 据新的华盛顿知情人士: 印度外包公司

正如上文描述的那些齐集加州的中国出口商一样,许多印度外包公司正在加强它们在美国的力量。这些公司主要为美国客户提供开发和维保外包服务。印度公司把着眼点放在华盛顿,并聘请了一位布什政府的前阁员担任首席游说员。

最引人注目的是《国际先驱者论坛报》南亚通信记者Anand Giridharadas的报道。他称印度公司“掌握了美国政府通过当地组织发动代理人战争的艺术,这样它们就不会以外国公司的身份出现在回忆议程上。”(见8月15日《在美游说: 印度公司以美国面孔出现》)

Giridharadas在孟买撰写本报道的时间正好是美国漫长而火药味十足的大选年进入全面运作的时候。Giridharadas认为驱使这些印度公司急切寻求美国政界代理人的原因是2008年大选带来的压力会诱使总统候选人拿印度外包公司说事,指责它们减少了美国人的就业机会。

印度公司最担心的两个候选人是民主党提名的Sen Barack Obama和John Edwards。前者曾经透露过反对外包的意向,后者则是民粹主义活动分子(工薪阶层代言人)。多数印度人认为另外一名民主党成员Sen Hillary Rodham Clinton要友善一些。但美国选举活动的激烈往往置理性于不顾。在公众对伊拉克战争的代价十分清楚的时候,就业问题是一个良好的热点问题。

对印度公司而言,最近国会中有人试图限制使用H-1B签证的企图是一个忧虑点。(在1990年生效的H-1B签证法案允许有一技之长的外国专业人士在美最长工作六年,并可寻求永久居住权。)但是,如果还有人反对外包的话,Giridharadas报道说“他会发现竞争对手发生了变化”。

### 美财长对采用进口关税迫使人民币完全自由可兑换持冷淡态度

美国财长保尔森警告国会议员不要通过对中国进口商品实施制裁的法案,表示贸易战只会在美国经济处于困难的时候打击经济增长。保尔森是在9月中旬访问芝加哥的一家工厂时说这番话的。保尔森表示:“惩罚性的贸易立法会导致许多难以预测的后果,尤其是在我们正在努力维持经济增长以度过一段市场的困难时间的时候。”

布什政府正在试图获得国会的支持,以批准四项降低与秘鲁、哥伦比亚、巴拿马和韩国的贸易壁垒的自由贸易协定。据Bloomberg News记者John Brinsley报道,中美之间日益增长的贸易赤字使布什政府的努力不是很顺利。(见9月14日《保尔森警告国会中国的制裁可能引发“贸易战”》)

根据商务部最新的数据,美国7月份的贸易赤字总额为592亿美元,其中入超比五年前增加了42%。中国对美国入超的贡献最大,仅在7月份就实现对美贸易顺差1,413亿美元,较2006年同期高16%。

保尔森的发言恰逢决定2008年11月之后的布什总统继任者的大选年进入高潮。与中国的贸易赤字把贸易提升到了举国辩论的高度,民主党候选人Hillary Clinton和其他人对布什总统及其财长追求的贸易自由化提出了质疑。

保尔森在芝加哥宣称他发现在“美国和世界各地保护主义思潮在日益增长,全球化将继续下去,我们将继续从中收益,而不是退出保护主义的怀抱。”

部分议员宣称中国通过贬值人民币来促进出口,并表示将通过针对中国产品征收关税的立法来促进人民币升值。

保尔森表示:“我对人民币的增值速度不满意,我知道国会也不满意,但采取单方面、惩罚性的制裁不是答案。我不想发起贸易战。”

### 短讯...

◆ 根据吉尼斯收集和分析和国家健康统计中心提供的本土数据,美国人比以往活得更长了,但寿命仍然低于另外41个国家。数十年来,美国人的寿命在世界排名中一直下滑,目前超过美国的国家和地区包括日本、欧洲多数国家、约旦、关岛和开曼群岛。

2004年美国出生的婴儿的平均寿命是77.9岁,世界排名为第42位,而20年前美国的排名是第11位。根据吉尼斯的统计,位于法国和西班牙之间,深入比利牛斯山脉的安道尔共和国人均寿命最长,达83.5岁。其次是日本、澳门、圣马力诺和新加坡。

◆ 在纽约的亚裔人口增长迅速。根据吉尼斯8月8日公布的数据,亚裔是纽约市2005年五大族群中唯一人口增长的族群。而且,自2000年以来,纽约市区的亚裔人口人数有了创纪录的增长(309,773),为全国城市中最高。其中皇后区在全国共3,100个县级地区中亚裔人口增长数排名第四,为58,515人。此外,在2005到2006年,亚裔人口在邻近的新泽西的三个县,包括格洛斯特、塞伦和沃伦的增长率超过了10%。

## 汽车行业

## 亚洲汽车厂商在美国市场赢得燃油效率最高分

美国汽车制造商联盟是包括通用、福特、克莱斯勒和丰田在内的美国汽车贸易组织。该联盟报告称为消费者提供高燃油效率的汽车方面取得了明显进步。在美国人驾驶习惯变化的驱使下，燃油效率的增长反映了美国车商通过采用各类技术提升行驶里程的努力，包括汽油电力混合燃料技术和六级变速技术。根据联邦机构美国全国公路交通安全管理局（NHTSA）公布的估计，燃油效率最高的车辆是目前在美国市场上表现优异的亚洲车商制造的：

- ❖ 本田制造的汽车燃油效率最高，进口车型为每加仑39.9英里，美国本土制造车型为33.7英里。
- ❖ 其次是丰田制造的汽车，进口车型为38.5英里，美国本土制造车型为31.7英里。两家日本公司的优异表现均来自混合动力车型的强劲销售。
- ❖ 现代制造的卡车在卡车中燃油经济性最高，为每加仑25.2英里。

全国公路交通安全管理局报告还称底特律三巨头2006年的表现也有进步。

- ❖ 前戴姆勒克莱斯勒燃油经济性提升最高，其本土轿车车型每加仑提高3英里达到美加仑28.6英里，卡车每加仑提高1.1英里达到每加仑22.8英里。
- ❖ 福特汽车公司的平均水平每加仑提高1.1英里达到每加仑22.2英里，其本土轿车车型每加仑提高0.6英里达到每加仑28.8英里。
- ❖ 通用的本土轿车车型每加仑提高不到1英里达到每加仑29.6英里，卡车为每加仑22.5英里。

这些数据均没有考虑排量最大的型号，并将在汽车制造商和全国公路交通安全管理局收集到2007年型号的销售数据后重新审核。但是，正如Justin Hyde在8月31日的《底特律自由新闻报》的报道指出的那样，每加仑只增加一英里算下来将使越来越重视燃油经济性的美国驾驶人节省上千万加仑的燃油。

## 金属行业

## 购并成癮的Nucor再掀三个购并

Nucor Corp（北卡罗莱纳州夏洛特）9月13日宣布Nucor已经签署一项协议，以现金大约5,400万美元购并Nelson Steel（宾夕法尼亚New Salem）的所有资产。Nelson是生产金属丝网和类似产品的厂家，产品包括网状搁板、轻质电镀网、矿用网和工程用网。Nucor表示购并Nelson将增加大约8万吨的产能，是对Nucor Steel在辛辛那提和Harris Steel Group（加拿大安大略省多伦多）的产能的补充。Nucor此前在8月27日还宣布以大约2.8亿美元现金购并了Magnatrx Corp.以及将其与另一家Nucor控股子公司合并的消息。Magnatrx（佐治亚州Alpharetta）是一家提供客户定制建筑金属构件的公司，主要供应增长中的北美非住宅建筑市场。

而在更早期的8月2日，Nucor还宣布已签订出资大约2800万美元购并LMP Steel & Wire Co（密苏里州玛利维尔）的所有资产的消息。LMP是一家冷轧钢杆制造厂，主要供应北美的建筑和OEM市场。由于其年产量达到大约10万吨，其在冷轧行业有相当的份额。而且，Nucor的董事长Dan DiMicco表示LMP补充性的产品和经营对Nucor自身的冷轧业务是良好的匹配。所有Nucor的交易将在2007年年底前完成。

## 电信

## 对高通——博通进口限制的解除给摩托罗拉和其他手机制造商带来了喜讯

作为对答复摩托罗拉和其他几个手机制造商要求延缓联邦政府6月发出的进口限制命令的请求的应对，一位美国上诉法院的法官在9月12日暂时中止了对采用高通芯片制造的手机的进口限制。8月份白宫曾拒绝了这项请求。

美国国际贸易委员会曾下令禁止进口采用高通（加州圣迭戈）芯片制造的新手机，理由是该公司侵犯了另一家芯片公司博通（加州欧文）的节省电力的专利。上诉法院的暂停令对在高端手机中进行高速图像和数据传输的芯片适用。

上诉法院的暂停令适用的主体为寻求解禁的七家公司，包括无线营运商AT&T和T-Mobile USA Inc以及手机制造商摩托罗拉、三星、LG电子、京瓷和三洋。三星和LG据认为如果禁令生效的话损失最大。两家公司都主要采用高通芯片制造手机并供应美国市场。但摩托罗拉（伊利诺斯州绍姆堡）也会受损。摩托罗拉和其他上诉方辩称由于博通的诉讼对象是高通，贸易委员会无权禁止其他公司进口高通芯片。上诉法官认为有理。

《芝加哥论坛报》内部记者Mike Hughlett报道称无线营运商Sprint Nextel得以幸免，因为它出售的手机采用的其他软件设计，没有对博通的专利构成侵权。而另一家主要无线营运商Verizon Wireless则通过在7月份与博通签订单独的版权协议避免了禁令。高通的芯片生产基本上都在海外进行。如果禁令持续生效，将导致高端手机推迟在圣诞节期间在美国推出，这对零售商影响很大。

## 经济

## 《全球化和它带来的问题》作者认为东亚受美国次贷危机影响小

美国经济学泰斗斯蒂格利茨8月30日称美国的经济慢速发展将持续很长时间，但不会变成衰退。这位前世界银行首席经济学家在芝加哥参加一个会议的时候表示东亚国家将经受住美国次贷危机的冲击，因为该地区已经建立了大量储备，而且自10年前的金融危机复苏以来，已经更有技巧应对这种冲击。

获得2001年经济学诺贝尔奖的斯蒂格利茨是《全球化和它带来的问题》的作者，同时也是纽约哥伦比亚大学国际和公共事务学院的经济学教授。他表示今夏席卷金融市场的美国次贷危机增加了经济的风险性。有170万美国人可能因为无法偿还按揭或者破产而失去住宅，对已经疲弱的房产市场雪上加霜。虽然美国的GDP较6年前增加了大约20%，但收入基本停滞。

根据《芝加哥论坛报》8月30日的报道，斯蒂格利茨在会议间歇告知记者信用危机是“完全可以预测的”，原因是布什政府削减高收入者的税负同时美联储降低利率。结果就是鼓励美国人超过承受能力进行借款。斯蒂格利茨还更广泛地谈及整个国家都在超过承受力地运行，大量借贷而家庭储蓄基本可忽略不计。他表示：“整个政府的借款在8年中（现政府执政期间）达到了4万亿美元，布什总统把美国置于危险境地。”

布什总统的任期将到2009年1月结束。斯蒂格利茨警告说下一届美国总统将面对恢复财政健康的重任。

Dorothy Fabian — 专栏编辑



○ High-speed tinning line heading for China

## Heading for China!

Tenova has been awarded a contract for a 250,000 tons per year new high-speed electrolytic tinning line with insoluble anodes in China for Jiangsu Dajiang Metal, Sunshine Group.

The electrolytic tin-plating line will be one of the world's fastest lines (700m/minute at entry/exit and 550 at the process section), for annual production of 250,000 tons.

The steel strip will be 700-1,250mm wide and 0.15-0.55mm thick and the line will process all the main grades of steel for a product mix which will satisfy the most recent demand of the high-quality market.

The improvements in technology have been developed and enhanced over the last few years with a project carried on by the strip processing R&D department at Ternium-Siderar in Argentina, jointly with the materials development centre CSM in Italy.

The Tenova patented experience lies in a particular system for the tin disso-

lution reactors where it is possible to achieve a very low tin loss in the sludges (max 4%).

This represents a very positive aspect for both economical and environmental issues. The insoluble anodes will permit an easier handling of the process section with higher safety for operations.

A further improvement in the quality of the tin plate has been achieved through the development of special edge-masks.

These devices prevent the 'white border defects' due to tin overcoating at the edge while processing strips with different widths.

Tenova edge-mask design guarantees easy inspection and access to the cell. The line will be delivered at the end of 2008.

**Tenova Spa – Italy**  
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**Email:** info@techint.it  
**Website:** www.techint.it

### Better flexibility from ExxonMobil



ExxonMobil Chemical Company has introduced Vistalon™ EPM\* rubber 722 which can improve processability and cable flexibility in medium and low-voltage wire and cable applications.

*See inside for full story.*



# New addition to Rosendahl range

Rosendahl has developed a new addition to its Rocomat series – the Rocomat 5L, especially designed for the processing of flame retardant materials.

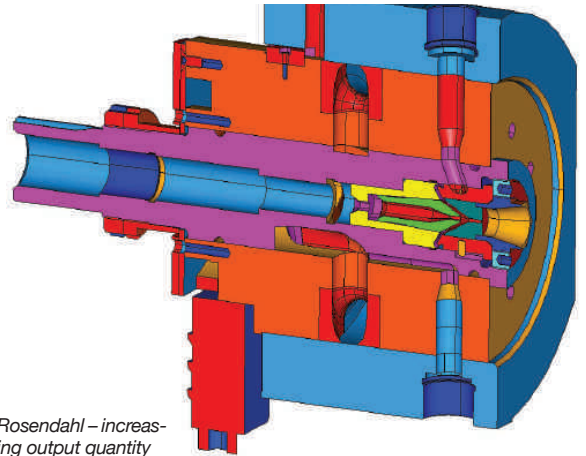
The innovation features the possibility of an increased output quantity, eg 400l/h PVC, which is being mastered by the same system.

The Rocomat 5L is developed with the same design as the preceding model, with a rotating shaft in the crosshead. The crosshead is designed in a larger format with deeper channels in order to reduce the pressure build-up.

A shorter extruder adaptor favours the flame retardant materials, since the colour change takes place inside the shaft, which requires that only the mass within the distributor shaft needs to be rinsed.

Additionally, this process results in minor colour change lengths for the flame retardant materials. This gives the possibility to purge the unused extruder or to use this extruder for an inner skin layer.

The colour change shaft is also used to realise the bypass function on all extruders. This unique solution is applicable in any Rosendahl automotive line.



○ Rosendahl – increasing output quantity

Some processes are: change of layer, which requires two extruders, skin or strip change – three extruders as well as layer and strip changes which requires four extruders.

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## New elastomer from Teknor Apex

Teknor Apex is launching a new Elexar® thermoplastic elastomer (TPE) compound which meets stringent UL criteria for flame retardance while providing the rubber-like flexibility and toughness required over a wide temperature range for flexible cord and industrial cable.

The Thermoplastic Elastomer Division introduced the new compound, designated Elexar® EL-1392B, at IWCS/Focus in Florida, USA.

The RoHS-compliant Elexar EL-1392B styrenic block copolymer TPE compound can be used in insulation, jacketing, and moulded plugs and connectors.

It meets flame test requirements specified in UL 94 V-0 for thicknesses of 0.06" (1.5mm), passes the VW-1 vertical flame test per Method 1080 of UL 1581 as both insulation and jacket, has an oxygen index of 28%, and exhibits no dripping when burned.

The compound has a UL 1581 continuous use rating of 105°C. Wires with both insulation and jacketing made of Elexar EL-1392B have passed 7-day oil-resistance tests at 60°C.

Recommended applications for the new TPE include cable and connector products for outdoor devices, power tools, appliances, industrial robots, welding equipment, and entertainment audio and lighting systems.

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



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## Another highlight from Sikora

The launch of the Centerview 8000 represents another highlight of Sikora's 34 years' success story in the manufacture of measuring and control systems for the wire and cable sector.

Centerview 8000 includes a unique non-contact measuring head that allows continuous on-line measurement. In addition to this, an 8-point eccentricity measurement, 4-axis diameter and 8-point ovality measurement provides the highest precision. The measuring system is perfectly suitable for the production of coaxial cables, LAN-cables as well as automotive and building wires.

Sikora supplies two Centerview 8000 models that are specifically compatible with diverse product dimensions. Centerview 8010 is applicable for products with a diameter from 0.1 to 10mm while Centerview 8025 was conceived for bigger product diameters from 0.5 to 25mm.



○ The new Centerview 8000 from Sikora

In order to receive precise single measuring values even in the sub micrometer area, the design of the measuring head does not include any rotating mirrors, optical lenses or guide rollers.

The device records single measuring values with the highest precision and depicts them in the form of points in a unique cloud diagram display.

The operator gets clear information about eccentricity values that can

optimally and promptly be controlled by means of specific controlling procedures.

Centerview 8000 satisfies customer demands for reliability through its long operation time, which is emphasised by the Mean Time Between Failures (MTBF) of 12.8 years.

Technological innovations provide a system that offers the operator simplicity, reliability, and accurate measuring values.

As a result of the automatic positioning of the gauge head to the cable position, guide rollers or a manual system configuration is not required.

The elimination of moving parts and components ensures reliability at every line speed and guarantees freedom from maintenance.

Calibration procedures are exclusively done during manufacture and are not necessary afterwards.

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

# TBE

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TBE offers the complete solution. We produce machines for Special Springs, Complex Wireforms and Special Assemblies - automatically from coil.

**TBE 30 MULTIBEND – NEW MODEL.**

Furthermore, TBE are currently looking for an agent for the Eastern Europe region. Please contact us for further details.

## Instant delivery from Applied Plastics

Non-flaking, high temperature-resistant forming mandrels that are in-stock for immediate delivery, to help prevent production line shutdowns, are available from Applied Plastics Co, USA.

Applied Plastics' PTFE Natural™ non-flake forming mandrels can withstand 288°C continuous temperatures, with excursions to 371°C, for manufacturing small diameter extruded tubing, formed rubber bladders and similar products. Providing a 0.05 co-efficient of friction per ASTM-1894, these anti-stick forming mandrels are in-stock for same-day delivery to avoid line shutdowns.

Featuring diameter sizes from 0.127 to 1.77mm and numerous half sizes, Applied Plastics' PTFE Natural™ non-flake forming mandrels can be supplied in cut lengths to meet specific customer requirements.

Available bonded to stainless steel or nitinol wire, they are manufactured using a proprietary grit-blasting process to enhance the bonding service and prevent flaking.

**Applied Plastics Co Inc – USA**  
**Fax:** +1 781 769 3349  
**Email:** [davering@appliedplastics.com](mailto:davering@appliedplastics.com)  
**Website:** [www.appliedplastics.com](http://www.appliedplastics.com)

## Cost-effective Vistalon

ExxonMobil Chemical Company has introduced Vistalon™ EPM\* rubber 722 which can cost effectively improve processability and cable flexibility in medium and low-voltage wire and cable applications.

In comparison with conventional EPDM, the metallocene-based product can provide processing improvements while exhibiting similar performance.

Compared with cross-linked polyethylene (PE), it offers improved performance and excellent flexibility at low temperatures. And, it has improved electrical properties compared with metallocene EPDMs.

“We have developed Vistalon EPM 722 for customers looking for improved productivity during cable manufacture and increased flexibility and durability in final cable construction,” said Ulf Nilsson, global EPDM product manager.

The new product is supplied in pellet form, making it clean and easy to use.

### ExxonMobil Chemical Company – USA

**Fax:** +1 281 870 6353

**Email:** info@exxonmobilchemical.com

**Website:** www.exxonmobilchemical.com



○ New Vistalon™ EPM rubber 722 improves processability and cable flexibility in medium and low voltage wire and cable applications

## New system gives PCC control

Process Control Corporation, a supplier of auxiliary equipment for the plastics processing industry, has expanded its product line to include the Gravimetric Inventory Management System.

With an increased number of processors searching for a method to weigh and store either re-pelletised material or delivered raw pellet materials, PCC recognised the need for an inventory management system.

The system will accurately weigh re-pelletised materials prior to being re-processed or stored as inventory. The system can also be used to verify delivered resins before entering them into inventory.

The system can be configured to operate in a continuous mode for loading silos or other surge bins for storage or as a batching system for loading Gaylord boxes for storage.

The system can provide totals for a given production shift, a complete production run or an overall running total of material. It runs automatically with little or no operator intervention logging shift weight totals.

Pellet material is conveyed either from a pelletiser, storage or delivery unit into a surge hopper via a pressure or vacuum system.

The surge hopper has a high level view window for quick visual inspection of the material level within the bin, as well

as a clean-out door and a high-level proximity sensor. The high level proximity sensor is provided to shut down the conveying system and prevent the system from over-filling. The material is then discharged from the surge hopper

through a slide-gate into a weighed hopper. Finally, the material is discharged through a second metering gate into either a Gaylord box or is conveyed to either a storage silo or storage bin via a vacuum or pressure system.

The entire system is controlled with an easy-to-use touch-screen interface. The inventory data can be printed or transferred to an existing supervisory type inventory control system.

### Process Control Corporation – USA

**Fax:** +1 770 449 5445

**Email:** info@process-control.com

**Website:** www.process-control.com



○ Entire system controlled with touch-screen interface

## New annealer from GER

GER SA, a supplier of second-hand wire and cable machinery, has launched a new continuous resistance annealer for copper wire.

This annealer model, with an AC 22 kW motor, has a wire diameter range from 1.0-3.5mm. The rating is 3,000 Amp and the annealing voltage is approximately 45V. The annealing transformer and control system are built in two separate cabinets. A steam generator with sufficient capacity is included.

### GER SA – Belgium

**Fax:** +32 87 260 201

**Email:** ger@ger.be

**Website:** www.ger.be



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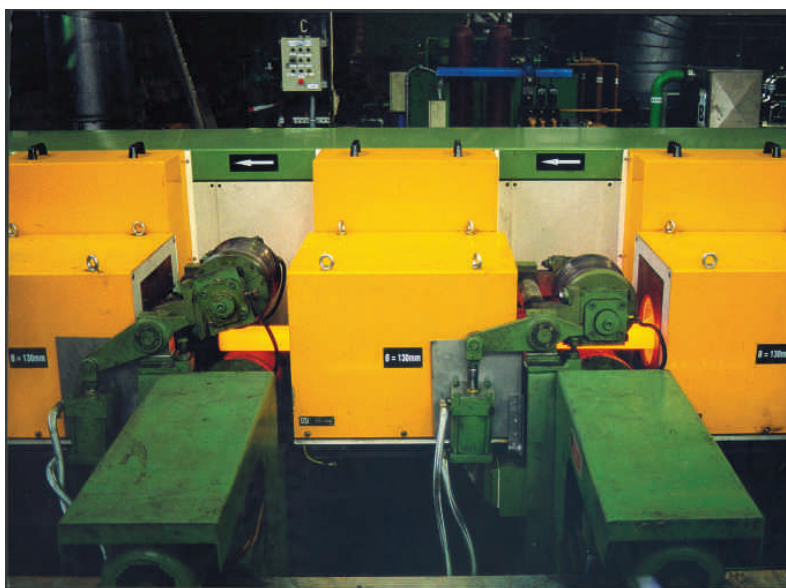
Most of important international industrial firms have been working with our equipments improving their logistics and saving labour costs.

Our sales people at Your disposal

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E-mail: info@meccanicanicoletti.it

## 20 years' experience from ATE



○ Large programme from ATE

ATE Applicazioni TermoElettroniche has been designing and manufacturing induction heating equipment and plants with related control and supervisor systems since 1987.

- induction heat-treatment plants (hardening, tempering and annealing)
- melting furnaces for ferrous and non-ferrous metals and precious alloys
- plants for induction welding and brazing
- equipment for special applications of induction heating

ATE technology and experience not only guarantees all the advantages of induction heating, but also a design capacity targeted towards customer needs, careful testing and fast, accurate after-sales services. ATE's production programme includes:

- plants for through-heating of steel, copper, brass and aluminium

**ATE Applicazioni  
TermoElettroniche srl – Italy**  
Fax: +39 0444 406434  
Email: info@ate.it  
Website: www.ate.it

### ZHANGLI MACHINE FITTINGS CO., LTD

**Bearing tower pulley & idler pulley for wire & cable**



\* Chrome oxide ceramic coated tower pulley for fine-extension machine



\* Mid-extension tungsten carbide coated tower pulley & steel ring



\* Precision ceramic idler pulley

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Add: 中国广东省东莞市长安镇沙头管理区

## Simplifying use of PUR adhesives

The new PURBlue EC melters from Nordson Corporation simplify use of reactive polyurethane (PUR) adhesives.

A unique 'easy-to-clean' design makes clean-up and maintenance quick and effortless. Efficient operation and maintenance helps increase productivity and reduce waste.

Melter components in contact with PUR adhesive, including tank, grid, reservoir and pump block, can be easily dismantled for cleaning. To further simplify maintenance, PURBlue EC melters feature pump shut-off valves and quick-disconnect heater and sensor cables.

Daily operation is also easy with user-friendly controls, week/day timer and I/O interfaces. The tank accommodates 18kg (39.68lb) adhesive slugs measuring 280mm (11") in diameter.

An inert gas blanket protects adhesive from moisture to prevent premature curing.

**Nordson Corporation – USA**  
Email: info@nordson.com

Fax: +1 770 497 3656  
Website: www.nordson.com



○ 为中国提供的高速电镀生产线

## Tenova 登陆中国

Tenova与江苏阳光集团下属的江苏大江金属制品有限公司签定了一个提供年产量25万吨、采用不溶性阳极的新型高速电镀锌生产线。

该电镀锌生产线是世界上最快的生产线之一(吞吐速度700米/分钟,加工速度550米/分钟),年产量25万吨。生产线可加工的钢板宽度为700到1,250毫米,厚度为0.15到0.55毫米,并可加工各种主要等级的钢材,以满足市场近期对高质量产品的需求。

该生产线采用的新技术是过去几年里由阿根廷Ternium-Siderar的钢板加工研发部以及意大利CSM的材料加工中心联合开发的。此项由Tenova注册的专利技术是一种安装在用于融解锌的感应线圈里的特殊系统。通过该系统,在废渣中残余锌可以降到最低(最多4%)。这对成本和环保都有益处。

采用不溶性阳极可以简化加工操作,提高操作安全程度。另一项提高电镀质量的革新是新开发的特种边沿遮板。

这些设备可以防止所谓“白边偏斜”。这种现象是在加工不同宽度钢板时锌层过厚造成的。Tenova的边沿遮板设计能保证方便地进行检测和进入加工室。预计Tenova将在2008年底向江苏阳光交付这套电镀生产线。

**Tenova Spa - 意大利**  
 传真: +39 02469 3026  
 电子邮箱: info@techint.it  
 网站: www.techint.it

## 来自GER的新型退火器

GER SA, 是一家提供优质二手线缆设备的公司。公司推出了一部新的用于电热式铜线连续退火设备。该设备自带动力,可独立运作,也可与任何铜杆连轧设备同步运行

该设备采用22千瓦的电动机,可加工直径1.0毫米到3.5毫米的线缆。

该设备电流为3,000安培,退火电压大约为45伏特。退火变压器和控制系统安装在两个独立的箱体中。设备还包括一个有足够容量的蒸汽发生器。

公司还可提供其他规格的退火设备,以及中段或者末段的拉丝机。



○ 专业的二手设备公司GER

**GER SA - 比利时**

传真: +32 87 260 201

电子邮箱: ger@ger.be

网站: www.ger.be

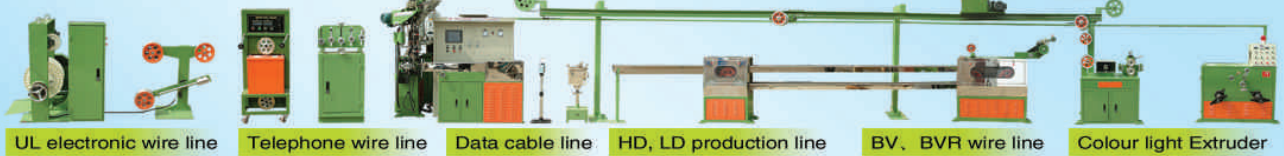


# 漢鼎綫 HANDING CABLE

HD - 1995

中國  規格實力專業電綫、電  
Leading manufacturer of wire, cable,

Handing Cable Machinery is a leading manufacturer of wire, cable, data cable equipment from China, services clients from all over the world. Technology, innovation and quality is Handing's priority, always keeps pace with the world latest technology. Handing covers an area more than 8,000 sq. meters, has over 100 employees. Handing own experienced engineers and production team, supply high quality wide range of machinery to worldwide wire & cable industry.



UL electronic wire line Telephone wire line Data cable line HD, LD production line BV, BVR wire line Colour light Extruder



Power wire, building wire and low smoke non-halogen insulating & jacketing line

∅30 + ∅120 Hi-speed wire & cable extruding line series (full PLC control panel)



∅45, ∅65, ∅90 Hi-speed physical foaming extruding line



∅30, ∅45, ∅65, ∅90 PLC control, PTFE (Hi-temperature) extruder

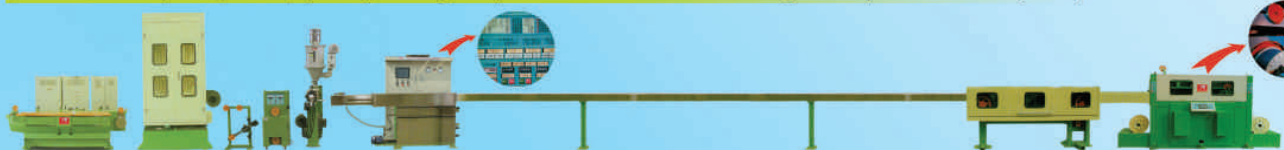


∅80, ∅90, ∅100, ∅120, ∅150, ∅200 PLC, Wire & cable insulating & jacketing extruding line

Special insulation & jacket equipment for data cable, cat. 5, ultra 5, 6 cables



∅70 data cable (cat. 5, ultra 5, 6) PLC jacketing line (also used for framework cabling & 4-25 pairs data cable jacket)



∅70 + ∅35 data cable (cat. 5, ultra 5, 6) PLC full automatic tandem insulating line

精益求精 漢鼎機械 滿足實力 綫纜企業

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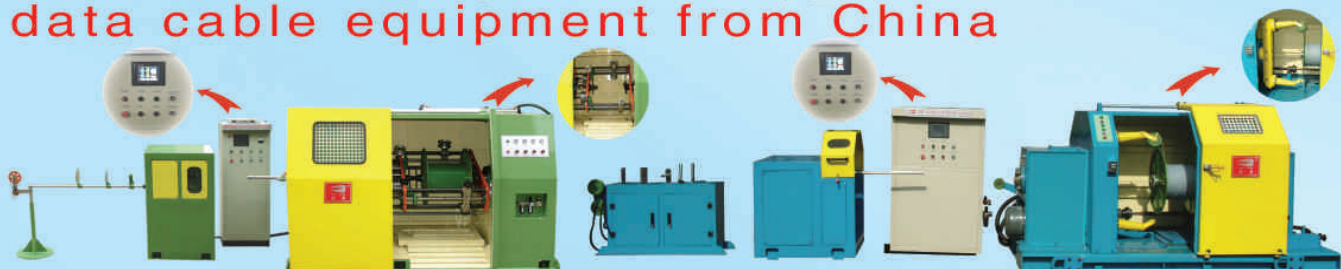
# 纜機械

## MACHINERY

詳情請點擊[www.handingmachinery.com](http://www.handingmachinery.com)  
或來電索取樣本

### 纜、數據纜機械設計製造企業

#### data cable equipment from China



HD- $\phi$ 630- $\phi$ 1600 Hi-speed automatic single twister (cabling)  
(PLC control panel)

HD- $\phi$ 630- $\phi$ 800- $\phi$ 1000- $\phi$ 1250 Hi-speed dancer single twister  
(PLC control panel)



Patent No. 200420024417.3

HD- $\phi$ 300A- $\phi$ 1200A Hi-speed automatic single strander, twister series (PLC control panel)



HD- $\phi$ 300B- $\phi$ 630B Hi-speed automatic single strander, twister series (PLC control panel)



HD- $\phi$ 300D- $\phi$ 2500D strander (bunching machine)

Productivity of energy saving and operating friendly stranding bow equipment is over eight times of rigid strander.



$\phi$ 400- $\phi$ 630 Back-twister



Hi-speed automatic bundling machine



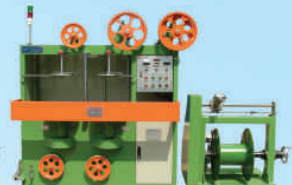
HD30-3200 Caterpillar



Micro-computer automatic winding machine (PLC control panel)



$\phi$ 630- $\phi$ 800 single layer super-hi-speed paper wrapping machine



$\phi$ 630- $\phi$ 800 double & triple layer super-hi-speed paper wrapping machine

### Special twisting, cabling and coiling equipment for data cable, cat. 5, ultra 5, 6 cables

$\phi$ 500 upright driven back-twister

$\phi$ 500 twister

Double-axis driven pay-off

$\phi$ 500 twister

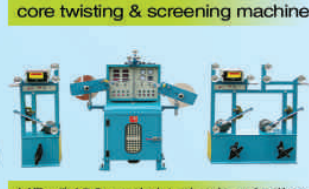
HDMI, DVI, 1394 etc. HF wire core twisting & screening machine



HD- $\phi$ 500 PLC LAN data cable hi-precision back-twister



HD- $\phi$ 500 PLC hi-precision twister line



HD- $\phi$ 400 upright single winding machine



HD- $\phi$ 800 PLC 4-pairs twisting cabling (optional framework cabling)



HD- $\phi$ 400 cross coiling machine



HD- $\phi$ 500 PLC box coiling machine



HD- $\phi$ 1000- $\phi$ 1250 PLC (4-25pairs) dancer single strander

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Website: [www.handingmachinery.com](http://www.handingmachinery.com) Email: [handing@handingmachinery.com](mailto:handing@handingmachinery.com)  
Address: Hedong Industrial Zone, Nanxiashu Town, Changzhou City, Jiangsu, P R China  
Post code: 213166

## 产品系列新成员

Rosendahl为其Rocomat系列产品添加了新成员—Rocomat 5L。这是种专门为加工阻燃材料设计的产品。该产品的创新之处在于可在同一系统下提升加工能力到400l/h PVC。

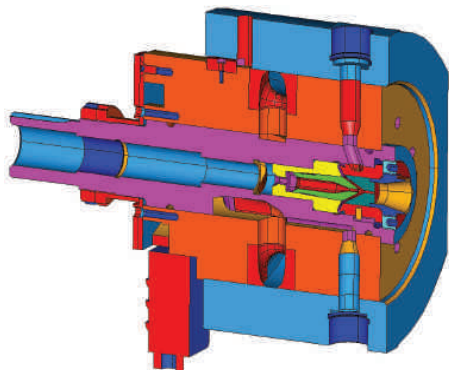
Rocomat 5L与之前的型号采用同种设计，均采用丁字头转轴设计。该产品的丁字头尺寸更大并刻有更深的槽以释放压力。

该产品采用更短的挤塑成型头以更加适合阻燃材料。由于颜色更换在轴内调整，因此仅需要清洗分配轴中的组件。此外，该工艺还可缩短更换不同颜色阻燃材料的时间。这样，未使用的挤塑成型头可进行净化或者用于内层成型。颜色更换轴也可用于所有挤塑成型头的旁路。

这种独有的解决方案可用于任何Rosendahl的自动化生产线，部分工艺包括：需要两个挤塑成型头的层更换，需要三个挤塑成型头的外皮更换以及需要四个挤塑成型头的层和外皮更换。

**Rosendahl Maschinen GmbH – 奥地利**  
 传真: +43 3113 510059  
 电子邮箱: office@rosendahlustria.com  
 网站: www.rosendahlustria.com

○ Rosendahl – 提高生产能力



## Applied Plastics承诺当日交付

美国Applied Plastics Co可随时交付防剥落耐高温成型心轴以防止生产线停工。Applied Plastics生产的PTFE Natural™牌防剥落耐高温成型心轴能够耐受288°C的高温，短时可达371°C，可用于制造小直径管材成型、橡胶球胆成型以及类似产品。

该产品具有符合ASTM-1894标准的0.05摩擦系数，故具有良好的防粘性能。随时备有现货，可保证同日交付以防止生产停顿。该产品直径从0.127毫米到1.77毫米不等，可以各种长度供货，以满足客户的特殊需求。成品用不锈钢丝或者镍钛诺丝捆扎。通过采用专有的喷砂工艺，可加强捆扎，防止剥落。

**Applied Plastics Co Inc – 美国**  
 电子邮箱: davering@appliedplastics.com

传真: +1 781 769 3349  
 网站: www.appliedplastics.com

## 聚氨酯粘合剂的简化使用

Nordson Corporation生产的新型PURBlue EC融胶机可以简化反应型聚氨酯粘合剂的使用。

采用独特的“便于清洗”设计，使机器的清洗和维护方便快捷。高效的操作和维护帮助提高生产效率和降低浪费。

与聚氨酯粘合剂接触的融胶机部件，包括融胶槽、格栅、蓄胶槽和泵室都可以方便地拆下用于清洗。为方便维护，PURBlue EC融胶机采用泵闸阀、快断式加热器和传感式电缆。

由于采用用户友好的操作界面、周/日计时器和输入/输出界面，日常操作也十分简便。熔胶槽可容纳18公斤(39.68磅)、直径280毫米(11英寸)的胶片。为防止胶片受潮导致的过早固化，该机采用了惰性气体垫保护技术。

**Nordson Corporation – 美国**  
 传真: +1 770 497 3656  
 电子邮箱: info@nordson.com  
 网站: www.nordson.com

## 标准化组织支持Sylvin

Sylvin Technologies是一家定制乙烯基聚合物的制造商。该公司得到了加拿大标准国际协会对其耐热105°C、无铅且符合RoHS标准的乙烯基聚合物系列产品的认证。该系列产品设计用于软线和软线缆。加拿大标准国际协会的认证是该公司取得的第一个，这也强化了该公司在线缆产品方面加大投入的战略举措。

Sylvin新推出的105°C乙烯基绝缘和外套聚合物产品获得了加拿大标准国际协会7999-01类线缆产品原材料认证。

总共有四类产品获得了加拿大标准国际协会的认证，用于线缆绝缘的5170-85型和5175-92型乙烯基以及用于线缆外套的6168-80型和6185-80型乙烯基。每种产品还获得了105°C SJTOOW认证以及-40°C低温认证。

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 电子邮箱: info@sylvin.com  
 网站: www.sylvin.com

## 高性价比的 Vistalon橡胶

ExxonMobil Chemical Company推出Vistalon™牌弹性塑膜(EPM) 722型橡胶。这种产品能够高性价比地改善中低压线缆的可加工性和线缆的弹性以及线缆的应用。与普通的三元乙丙橡胶相比，这种基于茂金属的产品在改善加工效率的情况下保持同等性能。与交联聚乙烯(PE)相比，该产品性能超过，而且在低温下有非常好的弹性。而且，与茂金属三元乙丙橡胶相比，该产品电性能超出。

公司的全球三元乙丙橡胶产品经理Ulf Nilsson表示：“我们的Vistalon EPM 722是为寻求提高线缆生产的效率以及最终线缆产品的弹性和耐久性的客户开发的。”

“由于具有良好的电性能，该产品在多种商业应用中都十分成功。Vistalon EPM 722仅仅是ExxonMobil的茂金属技术带给客户的多种机遇之一，我们还有更多的产品在开发中。”

该产品以粒状供货，便于清洁和使用。

**ExxonMobil Chemical Company – 美国**  
 电子邮箱: info@exxonmobilchemical.com

传真: +1 281 870 6353  
 网站: www.exxonmobilchemical.com



○ 新型Vistalon™ EPM rubber 722能改善中低压线缆的可加工性和线缆的弹性以及线缆的应用



## 采用程控的新系统

为塑料加工业提供辅助设备的Process Control Corporation在其产品系列中新推出了重量分析存货管理系统。由于越来越多的加工商要求提供能够对重新加工成小球状的原材料以及小球状的新原材料进行称重和存储的方法，PCC认为有必要提供存货管理系统。

该系统能在重新加工成小球状的原材料在再加工前或者仓储前进行精确称重。该系统还可以在树脂入库前检测其质量。该系统可连续工作，向储料罐或者其他储料斗输送原料，也可以分批装入托盘箱存储。该系统可按工作班次送料，或者进行按整批生产送料。在班次倒换之间该系统可自动运行，无需人工干预。

小球状原料或从小球加工器中送来，或者通过压力或者真空系统通过缓冲漏斗送入。缓冲漏斗有一个高位观察窗，可以目视检测漏斗内的原料高度。缓冲漏斗另配有一个清洁门和一个高度接近传感器。高度接近传感器用于关闭传送系统以防止原料溢出。原料然后通过一个滑动门从缓冲漏斗中送入传送漏斗。最后，原料通过第二个测量门进入托盘箱或者通过真空或者压力系统送入存储罐或者储料斗。整套系统通过便于使用的触摸屏控制。物料存储情况可通过现有的监控式存货控制系统打印或者传输。



○ 整套系统采用触摸屏界面控制

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网站: www.process-control.com

## Teknor Apex出品新型热塑人造橡胶聚合物

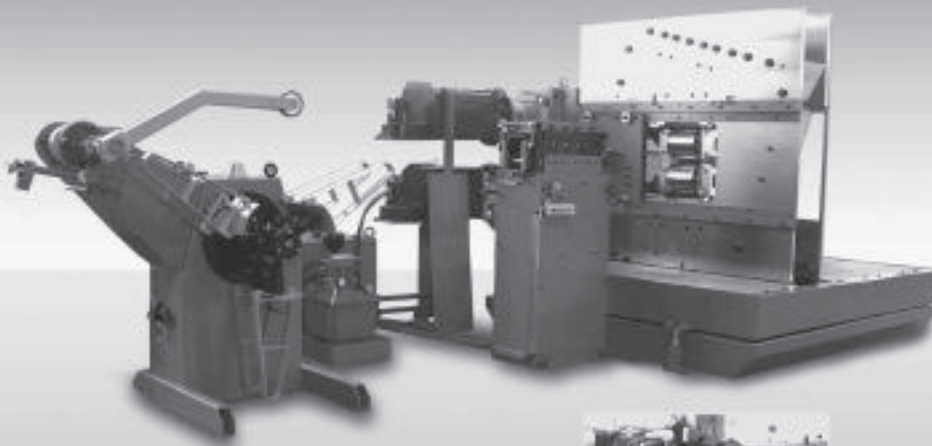
Teknor Apex推出一款Elexar®品牌的新型热塑人造橡胶(TPE)聚合物。该产品满足美国保险公司实验室(UL)对阻燃性能的严格标准,同时又保证宽温度范围内的类橡胶弹性和坚固性,适合用于软线和工业线缆。

Teknor Apex的热塑人造橡胶部门是在美国佛罗里达的IWCS/Focus研讨会上推出这种名为Elexar® EL-1392B的新型聚合物产品的。Elexar EL-1392B是一种符合RoHS标准的苯乙烯嵌段共聚物热塑人造橡胶,可用于绝缘、护套、模具成型插头和连接器。

该产品满足UL94 V-0标准对0.06英寸(1.5毫米)厚度的要求,满足按UL 1581标准1080号方法进行的对绝缘和外套的VW-1垂直火焰测试,示氧值为28%,并在燃烧时无融滴现象。该聚合物满足UL 1581标准规定的105°C条件下连续使用要求。采用Elexar EL-1392B为绝缘层和护套的线缆通过了60°C条件下7天的耐油测试。新型热塑橡胶聚合物的推荐应用包括室外设备、电动工具、电器、工业机器人、焊接设备以及娱乐音响和照明设备。

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电子邮箱: info@teknorapex.com  
网站: www.teknorapex.com

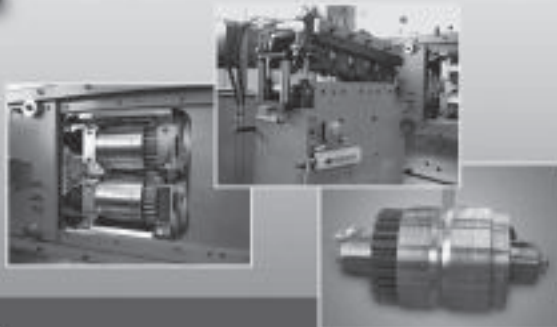
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條片線材成型機 WSR280  
滾軋壓力最大: 900KN  
條片寬度最大: 180mm  
堅固設計減低產品誤差值



www.karl-fuhr.com



If only for the multiplicity of plastics formulations, makers of the machinery of plastics manipulation confront challenges that do not detain some other equipment makers.

Additionally, the makers of extrusion machinery must be responsive to safety and environmental concerns (chief among them fire-and-smoke resistance and corrosion resistance) beyond the requirements of many other specialities. The demands of fibre optics add another level of concern.

These multiple responsibilities explain why extrusion machinery is at once specific and broad-based. In what other area of the wire and cable industry does one encounter a unit that rejoices in the name Triple-Layer Co-Extrusion & Dry-Cure Cable Sheath Line?

As it happens, not one word of that is wasted – at least not on an operator of extrusion machinery. This is versatile equipment. But a twin-screw co-rotation extruder must not be put to the purposes of a twin-screw rotation extruder. If it is, the results will be disappointing.



○ A range of dies from Chyi Meei

## Developing dies since 1974

Since 1974, Chyi Meei Precision Industry Co Ltd has developed and manufactured a variety of natural and polycrystalline diamond dies.

Chyi Meei and Osaka Diamond Industrial Co Ltd (ALMT Corp) established a joint venture in 1998, giving access to the latest ALMT technology. With highly stable manufacturing technology, the product specification is from the maximum 8mm to the finest 0.01mm.

Chyi Meei is also an ISO 9002 certified company which provides the following products:

Natural diamond dies; polycrystalline (or sintered) diamond dies; shaped wire-drawing diamond dies; guiding dies; PVF dies; tin-coated copper dies; point dies; diamond wheel; diamond ultra precision cutting (UPC), and diamond rotary dressers.

**Chyi Meei Precision Industry Co Ltd – Taiwan**

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**Email:** [chyimeei@diamonddies.com.tw](mailto:chyimeei@diamonddies.com.tw) **Website:** [www.diamonddies.com.tw](http://www.diamonddies.com.tw)



○ Chyi Meei公司的模具产品系列

如果仅仅为了塑料配方的复杂性，塑料加工机械的制造者将面临的挑战是所制造的机器不能阻碍其他设备制造者的加工制造。

传统地，挤出机的制造者必须对设备的安全和环境问题(主要考虑它们的防火、防烟和耐腐蚀能力)要比许多其他要求肩负更多的责任。

另外，如果采用光纤则增加了所要考虑的难度。

这些多重责任表明了为什么挤出机是特殊而广泛的基础设备。那么，人们还能在线材和电缆行业的其他什么领域遇到这样一种设备吗，它以其三层共挤以及干燥固化电缆保护生产线而给人带来愉悦。

当这种情况发生时，不能简单地用浪费这个词来形容，至少不能针对挤出机的某个操作者而言。因为这是通用设备。

## 自1974年以来始终从事于各种金刚石模具的开发

自1974年以来，其美精密工业股份有限公司始终从事于各种天然和多晶金刚砂拔丝模的开发和生产。

其美公司与日本大阪钻石工业株式会社 (ALMT Corp) 于1998年联合创建了一家合资企业，以拓展ALMT的最新技术。随着制造技术的不断改进，其产品的规格已实现最大为8mm和最小为0.01mm产品的生产。

其美公司通过了ISO 9002质量认证，可提供的产品如下：

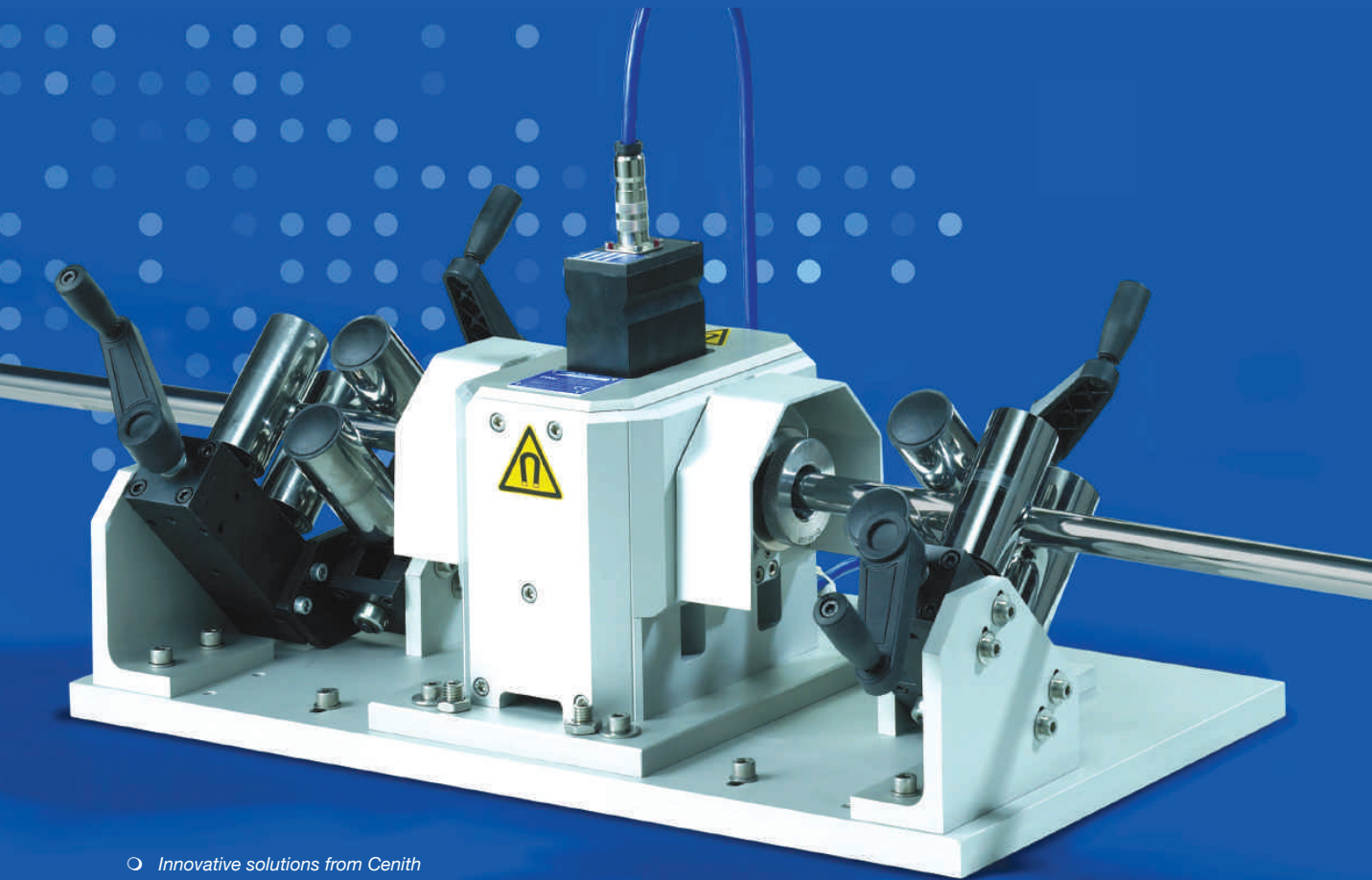
天然金刚石模、多晶(或烧结)金刚石模、成型金刚石拉丝模、导向模、PVF模、涂锡铜模、打尖模、金刚轮、超精密金刚石研磨机(UPC)和金刚石打磨机。

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○ Innovative solutions from Cenith

## Cenith's tailor-made technology

Cenith has been developing innovative solutions for non-destructive testing for many years. Using state-of-the-art eddy current technology, as well as meeting the individual requirements of customers, Cenith is able to provide tailor-made, state-of-the-art technology for smooth and efficient production processes.

The Cenith MPS eddy current tester is the answer to one of the most demanding challenges in modern material testing. Benefits at a glance include: the test coil which has no moving parts and is therefore wear-free, requiring little maintenance; ideal for inclusion in existing automatic test and production lines thanks to its compact dimensions; no moving parts means low service costs; measurement depths not previously achieved with eddy current; simple operation with intuitive interface; adjustable permanent yoke – the benefits of an electric yoke with minimum space requirement; height-adjustable yoke stand and a roller guide which can be integrated.

Applications: surface testing with transverse crack detection; endless and bar testing in production; testing within a production line (eg in massive forming process); unit part testing and comparison testing; hardness testing and material mix-up testing; distance measuring with eddy current probe; weld seam testing and detection. Cenith has always been customer-driven, providing a professional service covering all aspects of test technology.

**Cenith ND-TEQ GmbH – Germany**

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## InteliSENS from Lasertecno

The laser doppler non-contact gauge Proton InteliSENS is the latest in the range of laser non-contact gauges from Lasertecno, Italy. The InteliSENS SL range provides accurate measurements in the toughest production environments with 0.05% accuracy. The InteliSENS SL design uses a class 3R laser diode source to generate a fringe pattern on the surface of the measured product.

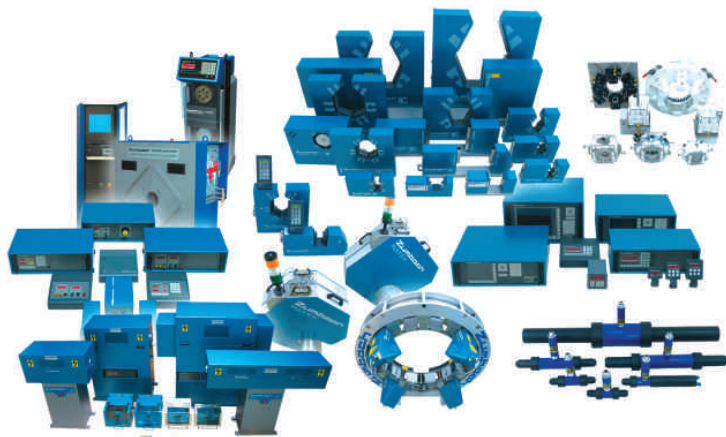
The reflected signal is then collected and processed within the InteliSENS using Fourier transform, autocorrelation and interpolation techniques. The InteliSENS SL speed and length gauge is an ideal choice for manufacture, producing fast or slow continuously moving products. Applications requiring a precise cut-to-length production process benefit from the highly accurate non slip laser doppler measurement.

**Lasertecno – Italy** **Fax:** +39 035 370704 **Email:** info@lasertecno.it

## Innovation and technology from Zumbach

Zumbach manufactures a comprehensive range of non-contact, on-line measuring and control instruments.

Zumbach technology is used for telecommunication wire, data wire, power cable, electronic and control cable, fibre optic cable, on extrusion lines of singles and jackets, CV-lines and rewinding stations.



○ *The complete programme of on-line measuring and control instruments*

Thanks to extensive research and development activities, the company uses lasers/optics, ultra-sonics, x-ray, high-voltage technology, computer hardware and software.

Using this technology allows Zumbach to develop new and unique solutions, while numerous patents worldwide demonstrate the company's strength in innovation.

Some examples include:

- highly accurate diameter and ovality measurement with 1-axis, 2-axis and 3-axis laser scanners (Odac®)
- non-contact measurement of coating thickness ultra-sonic wall thickness scanners (Umac®)
- eccentricity/concentricity and diameter and true minimum wall measurement and control on high-speed extrusion lines with only one gauge (Odex®)
- x-ray measuring systems for cross-section measurement in CV-lines (Rayex®)
- wall thickness control with automatic optimisation of minimum wall thickness (Sigma-Expert)
- capacitance measurement of the highest accuracy (CAPAC®)
- foam/foam skin CD-control (Cellmaster®)
- integrated measuring/control systems for extrusion (Jacket-master)
- ultra-sonic measuring and control systems for wall thickness with cutting edge digital technology (Wallmaster-Umac® Cl)
- spark testers meeting all standards (AST, DST, IST) and calibrators
- full circumferential detection of surface faults (KW trio, Simac®)
- inductive conductor pre-heating with temperature control (Tempmaster)
- non-contact temperature measurement of wires (Autac)
- novel, easy to understand operator interface concept via CRT display (Usys 200, 2100, 8100)

**Zumbach Electronic AG – Switzerland**

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## New spark tester

SIFMDC, Italy, has recently launched a new microprocessor-based spark tester. SIFMDC produces a wide range of spark testers, including: 50/60Hz, small series with a 3mA limited current; compact and large series with a 7mA limited current; 250Hz, 500Hz and 3kHz, small series with a 3mA limited current; and DC with a current limited to less than 3mA. These spark testers do not exceed the required level of current. They are built with a protective casing to prevent accidental contact, and are fitted with safety switches for cutting off the power supply if the casing should open. Additional safety is provided by the intrinsic protection of the self-limiting transformers, ensuring a longer life and preventing burnouts.

High frequency spark testers are designed to resolve issues with super high velocity (2,500m/min) testing, in accordance with standard UL1581, which requires that the defect remains inside the electrode for 9 sinusoids. In theory, 50Hz spark testers could be used with longer electrodes in order to satisfy the standard. In practice, however, manufacturers build devices with higher frequencies.

**SIFMDC – Italy**

**Fax:** +39 035 4559358

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**Website:** www.sifmdc.com

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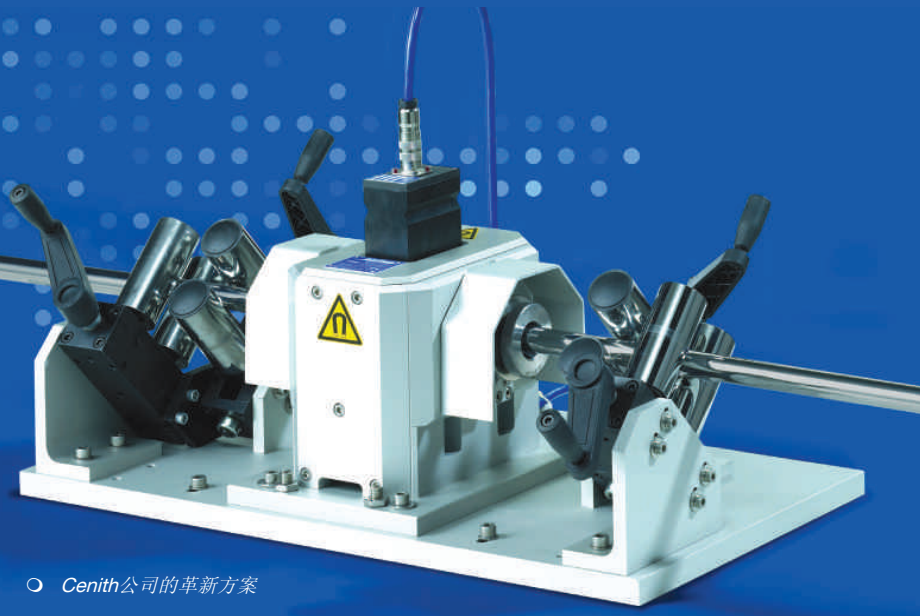
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**Email:** sales@china-ironwire.com

**Web:** www.china-ironwire.com



○ Cenith公司的革新方案

## Cenith公司的量身定做技术

多年来, Cenith公司已为进行非破坏性的测试开发出了许多独特的解决方案。利用涡流检测技术, 同时为满足用户的个别需求, 该公司可以为连续而高效的生产工艺提供量身定做的检测技术。

Cenith公司的MPS涡流检测器就是在现代化材料检测方面最具有挑战性的仪器之一。其优势包括: 测试线圈没有移动零件, 因此不发生磨损和勿需维护; 由于其结构紧凑而适合于现有的自动测试和生产线; 没有移动零件意味着降低了服务成本; 对涡流的测量深度是以前无法实现的; 在直观的界面内进行简单的操作, 长期可调的控制—电气套连接的优点是占用空间最小; 高度可调; 可以集成滚动导轨。其应用包括: 横向裂缝的表面检测、生产中环形和杆件的检测、生产线上的检测(如大量的成型工艺)、设备部件和对照检测、硬度检测和材料组成检测、涡流管距离检测、焊接缝检测和探测。

Cenith公司始终根据用户的需求, 向他们提供专业化服务, 包括各种检测技术。

**Cenith ND-TEQ GmbH – 德国**  
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网站: www.cenith.com

## Zumbach公司的革新与技术

Zumbach公司研制了大量的非接触式、在线测量和控制设备。Zumbach 技术可用于交联生产线和复绕站, 单线和护套挤出生产线上的通讯电缆、数字电缆、电力电缆、电子和控制电缆及光纤电缆。

由于不断地扩大其研究和开发内容, 该公司利用了激光/光学、超声波、x射线、高压技术、计算机硬件和软件等技术手段。通过采用这种技术, Zumbach公司开发出了许多新颖独特的解决方案, 各种大量专利预示着该公司强大的革新能力。

具体实例如下:

- 利用具有1轴、2轴和3轴的激光扫描仪进行高精度的直径和圆柱度测量 (Odac®)。
- 利用超声波壁厚扫描仪进行非接触测量 (Umac®)。
- 通过一次测量在高速挤出生产线上进行偏心率/同轴度、直径和实际最小壁厚的测量和控制 (Odex®)。
- 用于测量交联生产线 (Rayex®) 横截面x射线的测量系统。
- 利用最小壁厚的自动优化方法控制壁厚 (Sigma专家系统)。
- 最高精度的容量测量 (CAPAC®)。

- 泡沫/泡沫实心的CD控制 (Cellmaster®)。
- 挤出工艺的集成测量/控制系统 (Jacketmaster)。
- 利用边缘切削的数字技术进行壁厚的超声波测量和控制系统 (Wallmaster-Umac® CI)。
- 电火花技术能满足所有标准 (AST、DST和IST) 和范围。
- 表面缺陷的整周检测 (KW trio, Simac®)。
- 具有温度控制的感应导体预加热 (Tempmaster)。
- 线缆的非接触温度控制 (Autac)。
- 通过CRT显示的新颖简单的操作者界面理念 (Usys 200、2100、8100)。

**Zumbach Electronic AG – 瑞士**  
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传真: +41 32 356 0430  
网站: www.zumbach.com

## 来自Lasertecno公司的InteliSENS技术

激光多普勒仪非接触测量Proton InteliSENS技术是意大利公司各种激光非接触测量技术中最新的技术。

这种InteliSENS SL系列测量仪器能够在生产精度为0.05%的情况下进行精确测量。

这种InteliSENS SL系列在设计上采用了3R激光二极管电源在被测产品的表面产生一种干涉条纹。

然后, 可以收集这种反射信号并在InteliSENS内利用傅里叶变换、自相关和插值法等技术进行处理。该InteliSENS SL系列的速度和长度测量是制造、生产快速或慢速持续移动产品时的理想选择。

对于在生产过程中需要进行精确切割的应用, 若采用高度精确的非滑移式激光多普勒仪进行测量, 那将收益非浅。

**Lasertecno – 意大利**  
传真: +39 035 370704  
电子邮箱: info@lasertecno.it



○ 在线测量和控制设备的完整程序

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Anyone, anywhere can log on to the website to read the digital version of Wire & Cable ASIA magazine\*, giving added value to your advertisement in a format where it can be seen all over the world, 24/7 (\* without technical articles).

### ■ Added Value

If you are an advertiser in Wire & Cable ASIA, we can add links from your advertisement direct to your website, making navigation easy for readers and buyers - direct to your sales department if you wish.

### ■ Multi Media Ready

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

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**Wire & CABLE ASIA** 线缆 亚洲

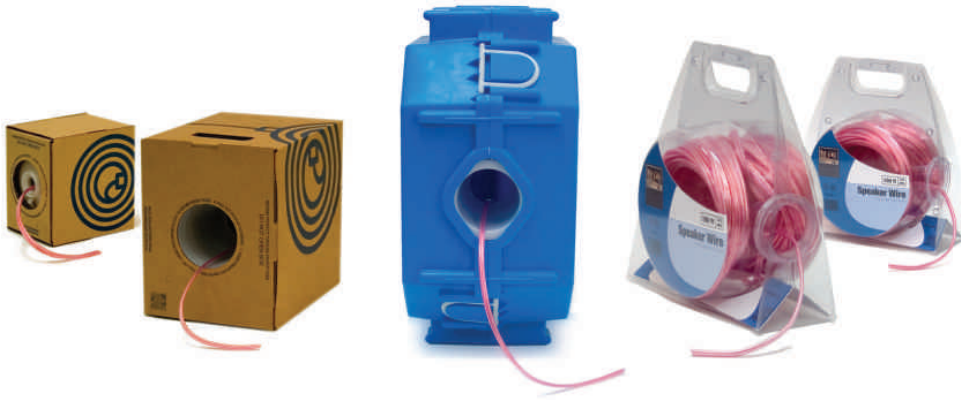
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