

## 艾司匹技（苏州）商贸有限公司 (E7, B4-1)

艾司匹技（苏州）商贸有限公司此次展会主要推广重点还是SPG产品-马达。总经理李东细致地向我们介绍了SPG马达的特性：“SPG马达低噪音、高效率、经久耐用、品质稳定。由于采取了先进的生产工艺与技术，使得SPG马达的性能卓越性异常明显，SPG马达与日本同类马达相比质量不分伯仲，而价格却更具优势。李总介绍道：“此次PTC展艾司匹技推出的新产品有行星减速机，此款产品可匹配



总经理 李东浩  
Li Donghao, General Manager

多种品牌的伺服马达，例如三菱，松下，三洋等。它具有寿命长，低噪音，高效率，易安装等特点。因精度较高，此产品在未来的高精度行业会占绝对的优势，而且它可匹配的伺服马达种类较多，市场前景非常好！”他同时告诉我们：“目前，中国大大小小的电机厂近2000家，尽管企业数量庞大，但相当一批是小型企业。由于生产厂家多、产量大，形成了互相抢占市场而压价竞争的局面。这必然导致产品质量参差不齐，行业畸形发展，已成为制约电机企业生存和发展的主要原因。近几年来虽然中国的电机行业也涌现了一批产量规模大，质量好，技术装备先进的企业。但是，还没有哪一家的产品份额能在国内市场占到统治地位。众多中小电机厂商至今还没有形成具有国际影响力的品牌，电机行业亟需整合。”

对于近期艾司匹技的发展计划主要以4个方面发展为主。1. 进一步扩大企业形象宣传：比如通过工业类杂志、书刊、报刊、网络等宣传；2. 增加代理商：积极寻找代理商或经销商，扩展销售范围；3. 增强售后服务力度：不断提高我司技术人员技术水平；4. 缩短交货期：最大限度缩短交货期，为客户赢得宝贵时间。

## SPG Co.,Ltd.

SPG displays SPG - motors. Li Donghao, General Manager of the company says, "Motors from SPG are high performance, low noise, high efficiency, durability and stable quality. The use of advanced processes and technologies enable SPG motors outstanding performances, and as good as those motors from Japan, but the price of SPG motors are affordable. The newly released products include planetary gear reducer for servo motors. Li continues, "The planetary gear reducer, which can be used on servo motors of many brands (such as Mitsubishi, Panasonic, and Sanyo). Features of the motor are long life, low noise, high efficiency and easy installation. We believe that the new product will be very competitive in the future high precision industries and it can be applied for many types of servo motors."

"Currently, there are about 2,000 large or small motor manufacturers in China. But most of them are in small scale. Still there are negative factors, such as poor quality, price war and little profit margin influencing development of the motor manufacturers. In recent years, some manufacturers in the motor sector in China have grown up with high throughput and good product quality but still very few China brands are known worldwide. We hope that in the coming

years, the China motor manufacturers will develop healthily and become significant in the world," says Li.

The SPG promotion plans

1. Promotion - advertising in trade media and online;
2. Agencies - increasing agencies or dealers to expand sales;
3. After-sales service - improving after-sales service;
4. Delivery - Reducing delivery time.

## 英腾物流科技（上海有限公司）(W2, D1-1)

英腾物流科技（上海有限公司）此次CEMAT ASIA 2011物流展重点推广自主开发的语音拣货系统和拣货台车系统。参观者可亲身体验我们的产品示范，同时，参观者还可以了解英腾的其它解决方案，如电子标签，RF技术，立体库等。

总经理徐海栋告诉记者：“如今，劳动力的价格逐渐增加，行业间的竞争也日趋激烈，传统的纸张拣货模式已不再适应当代物流仓储业的发展。英腾推出的语音解决方案



总经理 徐海栋  
Haidong Xu, General Manager

和拣货台车方案可以轻松解决企业所面临的问题，如大大缩短了操作员的步行距离，提高绩效，操作员通过简单培训可立即上岗，而且投资回报率短等。”

中国作为全球领先的制造大国，物流业拥有巨大的发展市场。但是，从目前的发展情况看，和欧美等国家还存在差距，中国加入WTO后，面临着国际企业的全面竞争，这无疑大大推动了物流业的发展。

他还讲道：“过去，英腾发展主要倾向于欧洲和北美市场，随着中国物流业的兴起，英腾看好中国的医药，电子商务，化妆品和第三方物流业等，公司将开辟新市场，加大在中国的投入，推出高效、理想的物流仓储解决方案。”

## Inther Logistics Technology (Shanghai) Co., Ltd

Inther displays Voice Picking System and Pick to Cart System. Inther also provides solutions for pick to light, RF technique and AS/RS.

Haidong Xu, general manager says, "Nowadays, increasing labor cost and fierce competition, traditional Paper Picking models no longer meet the modern logistics warehousing. Inther's Voice Picking and Pick to Cart can easily solve these problems. Examples of our advantages are shortening walking distances, improving performances, less training time and short payback time."

"China is a manufacturing hub in the world. The logistics industry is promising though in China is still far behind Europe and North America. At the post WTO period, China manufacturers face international competitions. They need to improve their logistics in order to step ahead of the competition."

Inther has already had strong Europe and North-America markets. Inther is always ready for the China market. Xu is optimistic about industries of pharmaceutical, e-commerce, cosmetic and 3PL. Inther will increase investment in China and provides ideal logistics warehousing solutions.

# 英腾物流科技

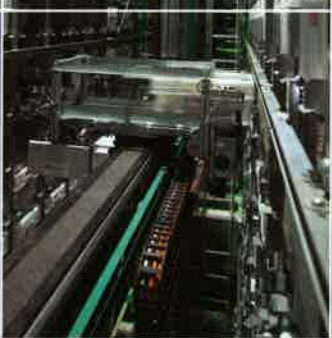


系统集成  
System integrator

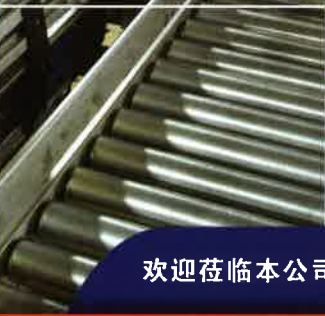


机械化  
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电子标签系统  
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## 英腾物流科技(上海)有限公司

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