

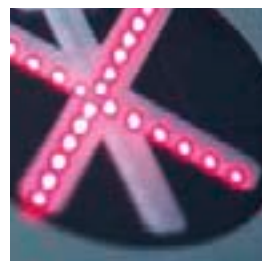
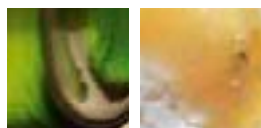
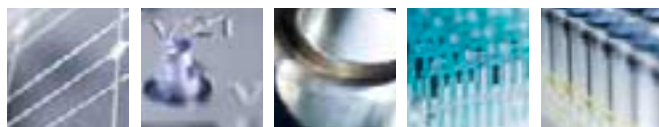
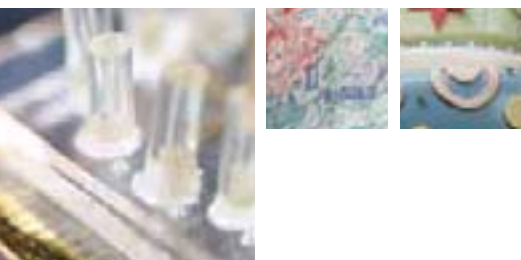


# FRESH VIEW

on Technologies

Austria Export

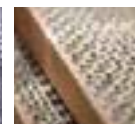
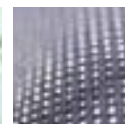
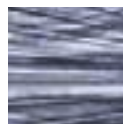




# Today's technology, 今天的科学技术 tomorrow's market leader 明日的市场领跑者



**Reinhold Mitterlehner**  
赖因霍尔德·米特莱纳  
**Federal Minister of Economy, Family and Youth**  
联邦经济、家庭和青少年事务部长



The global economic crisis in recent years has once again shown that the best way to save jobs sustainably, support the growth of companies and subsequently increase prosperity is to promote technology. Austria committed itself to this path early on. This is one of the reasons why so many Austrian companies are at the cutting edge of today's technology sector.

This approach has been consistently pursued by the Austrian Federal Government. Due to its increased research quotas, numerous R&D initiatives and its broad support for innovative companies, Austria is one of Europe's top-promoters of technology.

Your company can immediately benefit from this situation through partnerships with Austrian technology companies whose know-how is in high demand around the world and that we would like to introduce to you in this brochure.

过去几年的国际经济危机表明，只有大力发展科学技术才能确保稳定的就业率，企业效益的持续增长和国民的富足。奥地利早已认识到了这一点。所以现今如此多的奥地利企业在全球的技术竞争当中占有绝对的领先地位。而奥地利政府也坚定不移地贯彻科技发展这条道路。随着科研比率的提升，大量研发革新技术和对创新企业的大力支持，奥地利已跻身于欧洲科技推动力量的尖端。而您的公司也可以通过和那些拥有在世界各地备受青睐的专有技术的奥地利公司结成伙伴关系受益匪浅。我们将在这本册子里为您详细介绍这些公司。



# Strengthened by competition

## 通过竞争变得强大



**Doris Bures**  
多丽丝·布雷斯  
**Federal Minister for Transport, Innovation and Technology**  
联邦交通、创新和技术部长

Austria is a small country without any significant mineral resources. Its status as one of the world's most prosperous and economically strongest nations is based on technology and innovation. Two centuries ago, Austrians were already impressing the entire world with their achievements: Austrian know-how was an integral part of the construction work for the Suez Canal as well as for the construction of the European railway network. In the 20<sup>th</sup> century, the LD process, which was developed in Austria, heralded a new era of steel production - the list could go on and on.

Today's business and technology media report about technological achievements from Austria almost on a daily basis.

Many of them are attained abroad. These companies have long since been in high demand around the world. We would like to introduce you to some of the best of them on the following pages.

奥地利是一个比较小的国家，也没有很丰富的地产资源。但尽管如此，奥地利仍然发展成为了世界上最为富裕、经济上最强大的国家之一。原因就在于技术与创新。早在两百年前奥地利人就已经创造出了令世界瞩目的辉煌成就，在建造苏伊士运河和欧洲铁路网上，奥地利的专有技术备受青睐。20世纪，奥地利所研发的氧气顶吹转炉炼钢法为炼钢开启了一个新纪元。当然还远不止这些！现在几乎每天都可以在国际经济与技术专业报刊上读到奥地利在尖端技术方面所取得的骄人成绩。其中很多成就是驻扎在海外的企业研发出来的。作为技术的推动者，这些公司早就在世界各地备受青睐。我们将会在下面为您详细介绍其中的一些佼佼者。

# Competitive edge based on know-how

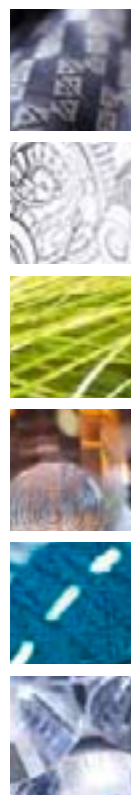
## 通过知识取得领先



**Dr. Karlheinz Töchterle**  
 卡尔海因茨·特希特勒博士  
**Federal Minister for Science and Research**  
 联邦科学和研究部长

Technology is defined as the knowledge of a method to achieve a particular result. It is the logical key to master present and future challenges successfully. Austria, a country with very little mineral resources, has focused on this solution expertise early on in order to generate progress, prosperity and growth. Outstanding technical developments of the past are proof of our industries' technological edge. It is an innovative strength that today's Austrian companies prove with constant top achievements in many different industries that they successfully export throughout the world. In this brochure you will find a selection of Austrian companies that are among the world's best in the technology sector. Your company can benefit from the innovative strength of these reliable partners.

技术是从知识当中获取的方法，并运用这些方法来取得成功。所以说技术在现在及未来成功战胜各种困难当中将会发挥至关重要的作用。奥地利作为一个相对来说比较小，地产资源较为匮乏的国家，在很早以前就已经懂得了运用科技手段来解决问题的道理，从而确保了进步、富足以及增长。过去那些杰出的科技研发证明了奥地利在工业技术上的领先地位。而奥地利公司在众多行业所取得的卓越成就证明了奥地利的创新力并且奥地利企业正在非常成功地向世界各地输出这种创新力。在下面几页当中您将会看到一些奥地利公司，他们的科研能力在世界同行业中位于领先地位。相信这些优秀企业的创新力也可以使您的公司受益匪浅。



# Achieving success together

## 携手攀登顶峰



**Christoph Leitl**  
克里斯托夫·莱特尔  
**President, Austrian Federal Economic Chamber**  
奥地利联邦商会主席

The times of lonely researchers in their ivory towers have long since gone. Today, innovations are the result of teamwork. New technologies are developed to market maturity by international partnerships. The requirements have become too diverse, the processes too complex and the development phases too capital-intensive to be mastered by only one country, let alone only one group.

Austrian companies and their highly specialised technologies are in high demand for these international partnerships: cutting-edge Austrian technology is a must for developments in the European Space Programme as well as pharmaceuticals, industry or the worldwide booming environmental and energy technology sector. With this brochure, we would like to give you an overview of the developments, global networks and services of Austrian technology companies, so that you, esteemed reader, can choose from the best.

在象牙塔中独自埋头研究的时代早已过去了。团队协作才能取得创新与突破。国际间的紧密协作才能把新技术成功推向市场。现在人们的要求变得更加多元化了，加工过程更加复杂，发展阶段的资本密集度也更高，而一个国家或单独一个公司根本无法满足这些要求。

奥地利公司凭借其高度专业的技术在国际合作中备受青睐。无论是在欧洲航空项目的开发还是在制药、工业以及全球兴起的环境能源技术领域，奥地利所拥有的尖端技术都不可或缺。在这本册子中我们将会让您——尊敬的读者对奥地利技术公司的发展、与世界各国的合作以及它们所取得的成就有一个大致的了解，这样您可以从中挑选最为优秀的公司。



# The home of cutting-edge technology

## 这里拥有最尖端的技术



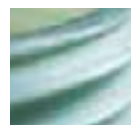
**Walter Koren**  
瓦尔特·科伦  
**Head of ADVANTAGE AUSTRIA**  
奥地利联邦商会对外贸易部负责人

Many Austrian companies in the high-tech sector are world-renowned. The competences of these companies in the power plant and engineering sector, in automation, communication technology, pharmaceuticals and many other industries are well known.

However, these companies are not always associated with Austria. Many people associate our country with cultural achievements, impressive and intact nature, rich history and our proverbial hospitality. Austria has all of these attributes, but for the most part our prosperity is based on our technologies that are in worldwide demand. We invite you with this brochure to discover Austria as a technology-pool that provides the right solution for you to master future challenges faster, better and more confidently.

很多奥地利公司在高科技领域都世界闻名。人们深知这些公司在发电与机械制造、自动化、通讯技术、制药业以及很多其他行业所拥有的优秀能力。

但很多人却并不认为这些公司以及他们的科研成就与奥地利这个国家有着必然的关联。一提起奥地利，人们大多会联想到其文化上的辉煌成就，令人印象深刻的、没有受到破坏的自然环境，悠久的历史文化和众人皆知的好客。虽然人们脑海中有关奥地利的这些观念是绝对正确的，但是奥地利的繁荣富裕主要还是要归功于其在全世界各地备受青睐的科学技术，这些技术由本土公司研发并常常在全球热销。我们诚邀您在这本册子中把奥地利当做一个技术库去探索发掘，在这里您将会找到适合您的技术以及合作伙伴，以便更好、更快并且更加自主地战胜未来的挑战。





# Technologies from Austria

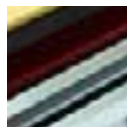
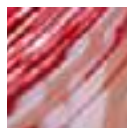
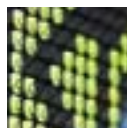
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# Cutting-edge technology: 领先的技术:

## Austria scores with know-how and innovation 奥地利在专有技术和创新能力上赢得分数

Research, technology development and innovation are as essential for sustainable national economic growth as they are for mastering global challenges. Austrian companies can make decisive contributions to achieve these goals: they are among the world's best in important technology sectors. Especially in areas such as environmental and energy technology, life sciences, infrastructure and transport technology, Austria ranks among the best in the world.

In research and development, Austrian companies prove their enormous capabilities and provide highly innovative products and services - this expertise is currently in high demand in China. By the year 2020 approximately 150 million people from rural areas will have moved to urban centres.

China's current 12<sup>th</sup> five-year plan reacts to this challenge with foresight by planning ambitious projects. Especially when it comes to the expansion of urban infrastructures as well as the environmental technology sector, the Chinese government included major projects in their five-year plan.

Their primary activities are focused on energy conservation and the reduction of emissions. The establishment of a recycling management system and state-of-the-art resource management for water and energy will help to save resources and conserve the environment. In addition, the share of alternative energy generation will be increased. The plans for sustainable urban development are based on intermodal public transport systems, energy-efficient construction as well as recycling and water conservation systems.

Urban water, electricity and gas supply systems will be adapted or expanded over the course of this

科研、技术发展和创新是一个国家确保经济持续发展和战胜全球挑战不可缺少的要素。奥地利公司可以为此做出自己至关重要的贡献：在重要的技术领域和一些利基市场当中，奥地利在全球扮演着领军人物的角色。特别是在环境与能源技术、生命科学、基础设施与交通技术领域，奥地利在全球属于领头羊。

本土的公司在科研与技术推广方面上展示出了优异的工作能力并且能够提供高度创新型的产品以及服务，如今中国对这些专业知识也有很大需求。到2020年将会有约1.5亿人从农村地区迁移到城市工业密集区。

当前中国的十二五规划已经预见到了这个巨大挑战并制定出了雄心勃勃的计划，特别是在城市基础设施的扩建和环境技术领域，中国政府在十二五计划当中已制定了宏伟规划。

另外，十二五规划规定要把节能减排工作放在首要位置。随着在水和能源领域循环经济和现代化资源管理的建成，最终将会实现能源的节约和环境保护。

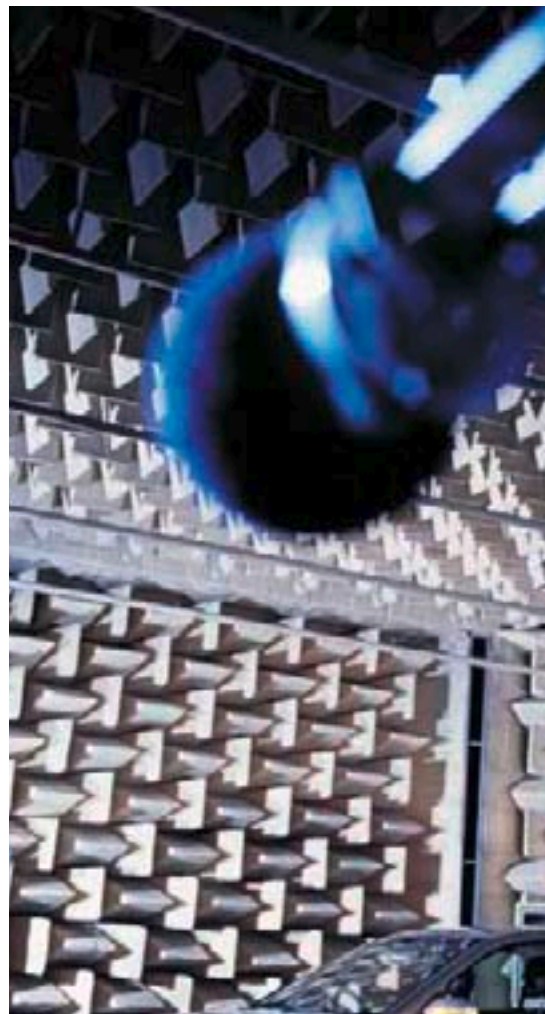
另外将会进一步提高可再生能源在能源结构中的比例。城市可持续发展计划则主要致力于短途交通系统、高能效的建筑和回收利用以及节水系统。城市用水、用电和燃气网则应该逐步按照此计划改建或扩建，并且为垃圾淤泥处理和能源再利用提供足够的保障。

奥地利的专有技术和各方面的技术能够在中国地方政府实现这些宏伟计划过程中为其提供重要的帮助。多年来奥地利联邦交通、创新和技术部一直与中国在基础设施技术领域保持着密切的合作关系，特别是在交通技术领域。正因为如此，奥地利能够为中国提供持续稳定的技术援助，使双方受益。而联邦交通、创新和技术部则在这方面得到了联邦技术政策署奥地利技术有限公司、奥地利基础设施协会、奥地利技术研究所等研发机构的大力支持。

plan and sufficient capacities for waste treatment as well as energy recovery from garbage and sludge will be created.

Austrian know-how and technology can provide significant contributions to Chinese community services as part of these spectacular plans. The Federal Ministry for Transport, Innovation and Technology (bmvit) has been cooperating very closely with China in all infrastructurally relevant technology sectors - especially in the transport technology sector - and was able to establish a constant and mutually beneficial flow of technology. For this project, bmvit is supported by the Federal Agency for Technological Measures Ltd., the Austrian infrastructure-clusters in the health care sector (Austrian Health Care Systems & Engineering/AHC), the energy and environmental sector (Austrian Power & Environment Technology/APET), other areas of technology (Austrian Technology Corporation/ATC) as well as research and development institutions, such as the Austrian Institute of Technology (AIT). Now, during the implementation phase of these current, very ambitious environmental objectives and the resulting high demand for corresponding technologies and know-how, the advantages of this proven technology-partnership become apparent once again. China can benefit from Austrian expertise in these sectors quickly and without any complications. Not least for that reason, the bilateral Chinese-Austrian partnership was expanded to a technology-related co-operation in the infrastructure sector with the signing of a co-operation agreement between the Chinese National Development and Reform Commission (NDRC) and bmvit 2010. Important parts of this agreement are the co-operation areas of energy conservation measures and alternative energy generation. These areas focus on one of Austria's competences - CO<sub>2</sub> reduction and environmentally friendly urban development ("green buildings").

The effects of this expanded agreement become immediately apparent: low-carbon projects will be realised in five provinces and eight cities and the development of the city of Nanchang that is to become a "low-carbon city" will be the pilot project. The construction of energy-efficient buildings with sustainable energy supply, the integration of renew-

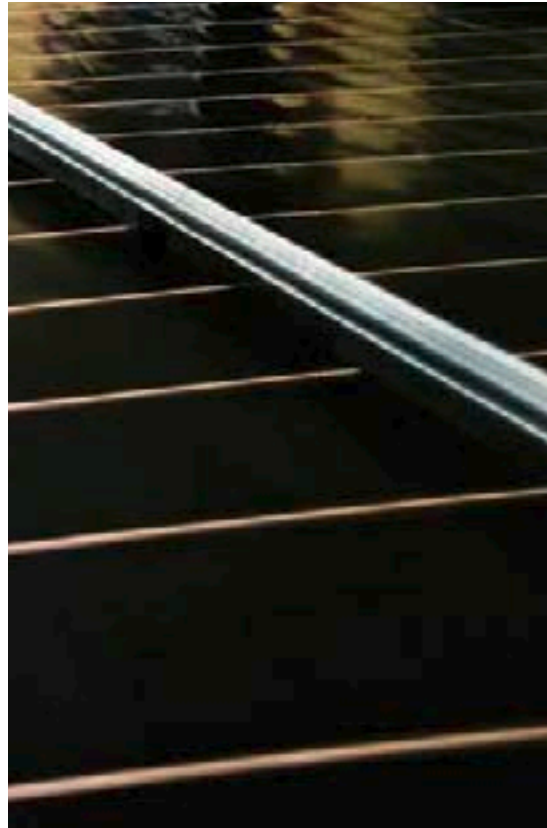


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MAGNA STEYR 对汽车制造商而言是世界领先的汽车工程和制造领域的合作伙伴。

在中国政府贯彻宏伟的环境计划并因此非常需要相关技术和专有技术的过程中再次体现了技术合作的优越性。中国可以快速方便地获益于奥方在这些技术领域中的专业知识。也正因为如此2010年中国发改委和奥地利联邦交通、创新和技术部通过签署合作协议,扩大了两国在基础设施领域的合作。此项协议的一个重要组成部分是能源节约和获取可再生能源方面的合作。在这两个领域奥地利都拥有自己的核心技术——即二氧化碳的减排和有益环境的城市建设(绿色建筑)。而此项协议的影响也是显而易见的:在5个省和8个城市实施低碳项目,而南昌则成为此项项目的实验城市。另外高能效的房屋建设(能够持续提供能源)、在公共建筑物和居民楼中使用可再生能



able energies in public buildings and housing estates, wastewater management and treatment using state-of-the-art sewage plant technology, waste management and urban traffic management are central tasks. Within the scope of this worldwide unique co-operation between China and Austria, a substantial foundation is laid for the sustainable implementation of flagship projects with Austrian know-how and Austria's "technology at its best". Therefore, China remains Austria's most important trade partner in Asia as well as one of the most important markets for Austrian companies. At the same time, investors from China and the Asia-Pacific region become increasingly interested in Austria as a business location. ABA-Invest - Austria's national investment promotion company - has reported this trend for some time. ABA works very closely with the international trade agencies of many Asian countries, maintains operations in Shanghai and Tokyo and benefits from a far-reaching network of contacts throughout the entire Asian region. ABA-Invest in Austria is the first point of contact for foreign investors in Austria and provides customised consulting services for potential international partners including issues such as site selection, employment and fiscal law, obtaining permits, public funding and financing opportunities, equity and real estate investments and the search for Austrian business and investment partners. Entrepreneurs, investors and researchers from the biotechnology, medical technology and pharmaceuticals sectors are very interested in Austria as a technology and research location. Due to world class engineering and scientific achievements by companies from sectors such as therapy, medical technology and diagnostics as well as providers of key technologies and corresponding services, Austria offers a dynamic field for life sciences industries. Life Science Austria (LISA), the national organisation for international marketing of the Austrian life sciences industry, is the main contact for all questions regarding financing, company establishment, projects and partnerships between science and business in this booming sector. This umbrella brand connects internationally renowned "hot spots" for successful research, development and application in the pharmaceutical and biotechnology sectors, which are



**GREENoneTEC: world's leading manufacturer of thermal**  
 GREENoneTEC: 是国际领先的太阳能电池板和安装系统的制造商。  
**solar panels and mounting systems.**

源, 废水的管理和投入最先进的净化设备净化废水、垃圾管理和城市车辆交通管理都是中国目前的核心任务。中国和奥地利在这方面的独特合作将为可持续地实施奥地利专有技术和最佳技术示范项目奠定重要基础。

现在中国已经成为奥地利在亚洲最重要的贸易合作伙伴和销售市场。同时中国和亚太地区对在奥地利进行投资也越来越有兴趣。在几年前奥地利投资促进规划局就确定了这一发展势头。奥地利投资促进规划局和很多亚洲国家的国际商务代办处紧密合作, 在上海和东京成立了自己的分公司并在亚洲地区建立起了广泛的合作关系网。奥地利投资促进规划局帮助海外投资者了解相关信息并为其在奥地利进行区位选择提供建议。在劳动法和税法以及取得许可证方面为投资者提供量体裁衣式的服务, 并且为其在融资、资产以及不动产投资和寻找合作伙伴方面提供专业咨询。

来自生物技术、医学和制药领域的企业家、投资者和科研人员对奥地利科研区位显示出了极大的



located in five of Austria's nine states. However, applied research and development also increase Austria's reputation as a driving force for innovation in other business sectors. AIT, Austria's largest extramural research institution with its five departments (energy, mobility, health & environment, safety & security as well as foresight & policy development) is specialised in the future's central infrastructure segments. It bridges the gap between research and technological marketing - which, in return, facilitates the commercialisation of new technologies. AIT provides research environments that meet the medium-term and long-term challenges of the most important Austrian industries. It contributes significantly to the development of tools, technologies and solutions that give Austria's economy its competitive edge and keeps the country fit for the future. The extramural JOANNEUM RESEARCH institution has been playing an equally important role for many years. Its five research units (materials, health, digital, resources and policies) create the necessary basis for the development of new technologies. An entrepreneurial innovation and technology provider with a clear focus on applied research and technology development, JOANNEUM RESEARCH operates on an international level and is a highly demanded partner for demand-oriented, technological and business consulting and know-how transfer.

The Republic of Austria verifies and honours the fact that Austrian companies are perfectly positioned with their developments regarding innovation competence and that they can easily compete with other leading technology nations with a prestigious award. The Federal Ministry for Economy, Family and Youth has awarded the State Prize for Innovation to Austria's most innovative companies for 31 years. This year's State Prize for Innovation focused on pioneering eco-innovations. Two companies from a total of 614 entries were awarded. Anger Machining GmbH from Traun (Upper Austria) was awarded for its "HCX technology", which is a highly efficient system for precision component machining for the serial production of a new generation of fuel-efficient gears and motors. The Styrian ACC Austria GmbH from Fürstenfeld received the award for "Delta", which is the world's first, highly efficient cooling compressor. These are two shining examples of cutting-edge technology from Austria. —

兴趣。而那些从事涉及理疗、医学、诊断学的企业所研发出的具有世界级水准的技术和那些关键技术的提供商以及相关服务商为奥地利在生命科学工业领域提供了充满生机的施展空间。LISA是一家奥地利国家机构，它主要负责奥地利生命科学工业在全球的市场化，融资，企业的入驻，科学界与经济界之间的项目的开发和在这个欣欣向荣领域的合作。现在在总的品牌下奥地利5个地区国际著名的“热点”企业使得制药和生物领域的研发与应用紧密相联。专门针对企业的科研项目在其他的经济领域也同样蓬勃发展，奥地利从而赢得了创新发动机的美誉。奥地利最大的校外研究机构奥地利技术研究所拥有5个科研部门(能源、交通、健康与环境、安全及保安以及前瞻性和政策发展部)，它被看做是欧洲专门致力于未来基础设施领域核心问题的科研机构。奥地利技术研究所在科研与技术市场化之间它起到了桥梁作用——也就是说它使得新型技术能够获得成功的商业化。所提供的科研领域能够很好地帮助奥地利工业解决其中期以及长期所面临的挑战。所以说这个机构为技术发展和解决问题作出了很大的贡献，使得奥地利变得更加具有竞争力并且在未来能够保持活力。

而另外一个校外研究机构约阿内研究中心也扮演着相似的角色。它所拥有的五个科研部门：材料，健康，数字模拟，资源和政策方针为新兴技术的开发创造了良好的前提。作为专业的创新技术提供者约阿内研究中心将重点主要放在了应用型科研和技术发展上并已达到了国际水准，现在约阿内研究中心已成为以客户为导向的技术、经济方面的顾问和专有技术的提供商。奥地利公司在创新发展中展示了其骄人的能力，与其他技术大国相比奥地利也毫不逊色。奥地利设置了具有丰厚奖金的大奖：从31年前起联邦经济、家庭与青年部长就为那些杰出的创新型企业颁发此项国家级创新大奖。今年(2011年)国家创新大奖的重点则是具有指明方向意义的生态创新。在164个机构当中2家企业受此殊荣，分别是来自特劳恩(上奥地利州)的Anger Machining有限公司。公司所研发的“HCX技术”是一个高效装置，用来对新一代低耗的驱动装置和发动机系列产品的精密部件进行切削。另一家企业是来自菲斯滕菲尔的ACC 奥地利有限公司，这家公司所研发的制冷压缩机“Delta”具有很高的能源效率，全世界独一无二。这两个例子证明了奥地利在技术研发领域所占据的绝对领先地位。 —



voestalpine's railway systems division is the worldwide market and technology leader for track material and turnout systems.  
奥钢联集团公司的铁路系统部门在轨道材料和道岔方面是全球市场的主导者和技术领先者。

## Trailblazing traffic infrastructure: Full speed ahead with pioneering transport technology 开创性的交通基础设施： 全速前进中的领先运输技术

Mobility is the key for growth, and a well-developed transport infrastructure is indispensable for populations as well as business and industry. Its relevance becomes apparent in the international competition for business locations.

For all matters regarding infrastructure, it is important to consider all the levels of a mobility system for the sustainably efficient and environmentally friendly transportation of people and goods - from vehicles to infrastructure and logistics. Increasingly complex mobility systems also need new innovation processes. There are many well-established and innovative Austrian companies in the

交通是经济增长的关键——完善的交通基础设施对居民、经济以及工业都是必不可少的。特别是在国际区位竞争当中更加体现出体系完善的交通基础设施所具有的重要性。

为了确保人员和物资运输的持久的高效性和环保性，我们必须全面考量整个交通系统。无论是车辆、基础设施还是物流业。越来越复杂的交通系统同样需要创新。在交通领域，奥地利拥有传统和现代化兼具的企业，这些企业在许多科技市场，如铁路技术和铁路基础设施，发动机研发或者交通远程信息处理技术都属全球领先。

普拉塞·陶依尔铁路工程机械出口有限公司就能很好地体现奥地利在这方面的领先地位。1953

transport sector that are taking the international lead in many technology sectors such as rail technologies, rail infrastructure, motor development or traffic telematics.

Plasser & Theurer is a shining example for cutting-edge expertise. In 1953, this company already developed the world's first hydraulic tamping machine and started the mechanisation of track construction. The innovations of Plasser & Theurer also played a major role in the subsequent rapid development in this sector. The Vienna-based company focuses exclusively on the development and production of machines for rail and overhead line construction and maintenance. This specialisation as well as close contacts with railway operations around the world enabled the company to impact technological progress significantly. Plasser & Theurer supplies its exclusive machines to markets throughout the world. voestalpine is also one of these global players. The company is based in Linz and maintains approximately 360 production and sales companies in more than 60 countries. The group consists of five divisions. The railway system division is the world market and technology leader for track material and turnout systems and provides the world's broadest range of top-quality railway track and point products. As the world market leader in the turnout technology sector for railways, metros and trams, the Vignolweichen group develops and produces vignole switches, rail connections, crossings and complete layouts in accordance with international standards and special customer requirements for all available rail profiles and required gauges.

The Doppelmayr/Garaventa group is yet another technology wizard from Austria - they are the quality and technology leaders in the ropeway sector. Precise knowledge of customer requirements and professional working methods are the basis for its worldwide market leadership. The group maintains production sites as well as sales and service operations in more than 33 countries around the world and has realised more than 14,200 ropeway systems for clients in over 83 countries. With its fully-owned subsidiary DCC Doppelmayr Cable Car GmbH & Co KG (DCC), the Doppelmayr/Garaventa group produces efficient, economic and alternative transport

年这家企业就研发出了全世界第一台液压捣固机，迈出了机械化轨道建设的第一步。此后这方面的技术发展得十分迅速，普拉塞·陶依尔公司决定性地参与了这一发展过程。这家企业位于维也纳，专门从事轨道和触线网建造和养护机械的研发、制造。专业化和大量铁路技术方面的实践经验使得公司在工艺技术上取得了决定性的进步。并且向全世界提供他们的产品——现在很多机器都由普拉塞·陶依尔公司独家供货。和普拉塞·陶依尔公司一样，奥钢联集团公司也是一家非常出色的国际企业。公司总部位于林茨，在60多个国家拥有360个生产和销售分公司。集团共有5个部门。铁轨材料和道岔属于铁路系统部门，这个部门无论在市场还是技术方面都属于全球领先。部门所生产的轨道和道岔拥有极高的质量水准并且其样式是全世界最为丰富的。在铁路、地铁和电车轨道方面所拥有的道岔技术已使公司成为国际市场的领头羊。公司根据国际标准或者按照顾客需求研发并生产用于各种轨道的高强度道岔、轨道连接、十字路道岔、十字路口、复杂的道路系统。

另外一个优秀企业是来自奥地利的多贝玛亚集团——在索道生产方面拥有很高的水准。准确了解顾客的需求和专业、精确的制作保障了其在国际市场领先者的地位。企业在全世界33个国家拥有自己的生产基地，销售和服务公司，为当今来自83个国家的客户建造了14100条的缆车索道。还通过其子公司DCC 多贝玛亚提供高效率、价格实惠的运输服务，特别是城市地区。在总公司大量经验的基础上，DCC多贝玛亚在短途公共交通领域研发出了极具创新性的系统——索道专线。

世博瀚智能交通系统设备有限公司，总部位于蒂罗尔的瓦腾市，在20个国家拥有80家子公司。公司所生产的交通信号灯和所拥有的发光二极管信号技术在全球首屈一指并迅速成为行业的领先者。公司在产品、服务和街道标记、交通信号指示、交通管理领域拥有自己一套完整的程序。世博瀚智能交通系统设备有限公司在全球60多个国家都属于十分知名的供货商。

施泰尔马克州的Efkon股份公司致力于交通远程信息处理技术、智能型运输及智能收费系统的研发并凭借举世独一无二的创新技术在全球创新领域处于领先地位。Efkon主要负责研发一些面向未来的关键性技术。2010年10月Efkon公司展示了一种移动通信专用集成电路，即一种用于智能型运输、交通工业及移动通讯的芯片：这种芯片是Efkon在奥地利研发出的一种用于通讯设备的高速红外线技术，它没有辐射波并且只需要极少的能量。

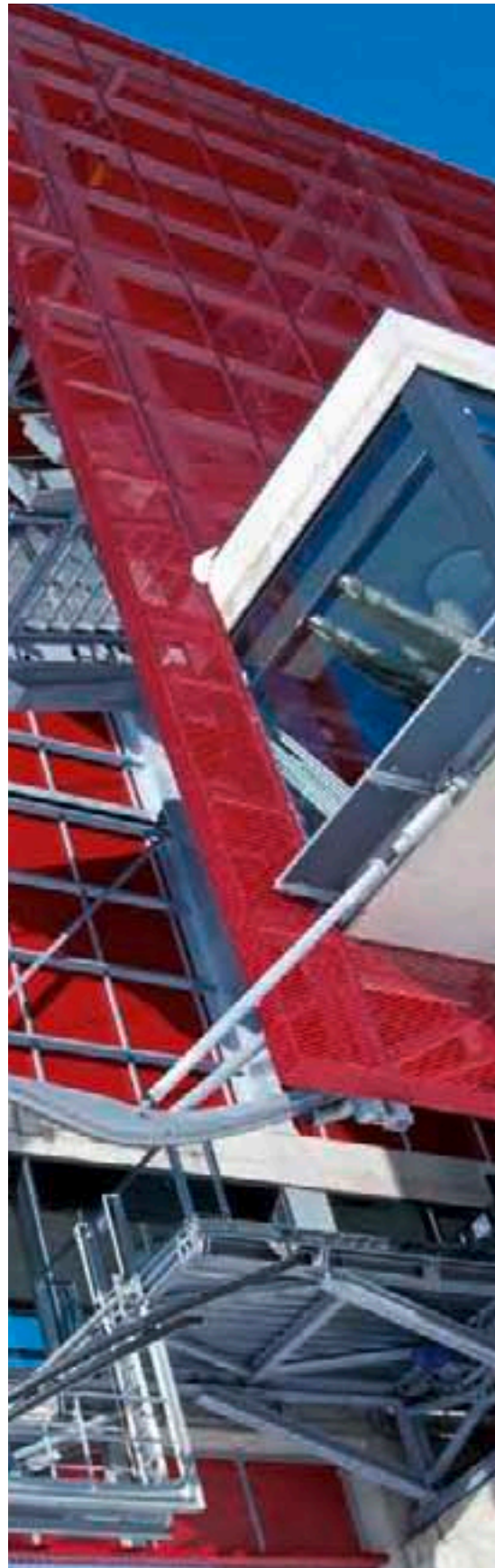


solutions, especially for urban areas. Based on its parent company's experiences, DCC has developed an extremely innovative and advanced system for the public transport sector - the Cable Liner Shuttle.

Wattens in Tyrol is the location of Swarco AG's headquarters and the SWARCO group that maintains 80 subsidiaries in 20 countries. This company is the world's #1 producer of traffic lights and the industry leader in the LED signal technology sector. It provides a complete array of products, services and solutions for the road marking, traffic signal and traffic management sectors. Swarco is one of the world's top suppliers in over 60 countries.

The Styrian Efkon AG, a leading company in the traffic telematics and intelligent transport and toll system sector, established itself as a global innovation leader with worldwide unique developments. Efkon is one of the leading companies for the development of future key technologies. In October 2010, the worldwide unique "Application Specific Integrated Circuit" (ASIC), a chip for intelligent transport systems for the automotive and mobile communication industry, was presented: using its high-speed infrared technology, which was developed in Austria, Efkon provides an environmentally friendly communication solution without radio waves, which also ensures extremely low energy consumption.

ZIZALA Lichtsysteme GmbH, with its headquarters located in Wieselburg (Lower Austria) provides innovative lighting systems, mainly for high-end companies of the international automotive industry. Zizala supplies the most headlights to vehicles around world. Its service range comprises the development and production of lighting systems for cars, trucks and bike-specific applications. The production is focused on front-lighting and various other lighting systems, primarily for the premium segment. After the foundation stone for the new plant in China (ZKW Lighting Systems [Dalian] Co., Ltd.) was laid in August 2010, trial operations will start in 2011 and serial production will already commence in 2012. The Upper Austrian Miba AG is an international group that produces sophisticated and highly stressable drive components for the motor and car industry. 18 company sites around the world manufacture sinter mouldings, plain bearings,







The Doppelmayr/Garaventa group is the world's quality and technology leader in the ropeway sector.  
Doppelmayr/Garaventa 集团在索道方面的质量和技术全球领先。

friction linings and coatings to improve the performance, efficiency and eco-friendliness of cars, trains, ships, airplanes and power plants.

The Miba group's first production site in Asia, a plant located 90 km west of Shanghai, is the world's first production facility that produces plain bearings as well as sinter mouldings. MPCC Sinter supplies car manufacturers and suppliers of the automotive industry from Europe, the USA and China with high-tech solutions from this plant.

ZIZALA照明系统有限公司总部位于维瑟尔堡(下奥地利州), 主要为国际顶级汽车制造商提供创新型照明系统。在公路交通领域值得一提的是, 全世界大多数车辆的照明灯都是ZIZALA照明系统有限公司生产的。为小客车, 载重车和自行车研发生产照明系统。主要生产前灯和其它各种不同的照明灯。且主要为高端市场提供解决方案。2010年8月底公司为在中国的工厂奠基(锦祥照明系统(大连)有限公司)。预计在2011年进行试运营并在2012年开始进行批量生产。

位于上奥地利州的米巴股份有限公司是一家国际企业集团, 为发动机和汽车工业生产高质量、高负荷的传动部件。在全球18个生产基地生产粉末冶金零件, 滑动轴承, 摩擦片和涂层。公司所生产的部件能够帮助汽车、船舶、飞机和发电厂进一步提高工作和使用效率并有效减少环境污染。米巴公司的首个生产基地位于亚洲, 距离上海以西90公里, 是世界上唯一一个既生产滑动轴承也生产粉末冶金零件的企业。这里所生产的高科技的粉末冶金零件保障了欧洲、美洲、中国的汽车制造商和供货商的使用。

# World Class Partner: Internationally successful 世界级合作伙伴: in the life sciences sector 在生命科学领域取得国际性成功

Almost everywhere in the world, biotechnology, medicine and medical technology are promising growth sectors. This boom is also very noticeable in Austria. In Austria, far more than one hundred companies research and develop new products, innovative processes and pioneering technologies in these sectors. Baxter, the pharmaceutical company from the United States, bundled its research activities in the Alpine republic by founding Baxter Innovations GmbH in 2008 - since 2010, more than 1,100 scientists worldwide are working for Baxter in the research and development segment of their biotechnology sector. Approximately 80 per cent of these scientists work in Austria and strengthen Austria's position as the largest company location outside the US.

In recent years, the German Boehringer Ingelheim group invested more than 170 million euro in its most important overseas branch for research, development and production in Vienna. Since mid-2009, Austrian biotech companies were concluding deals with major pharmaceutical companies like GlaxoSmithKline for a total volume of almost 700 million euro. These investments from international big players in domestic companies clearly show that Austria is the home of highly innovative life sciences companies with promising development approaches that are very attractive for international groups and show enormous potential.

Austria's shining example of a spin-off, the listed vaccine specialist Intercell AG, develops innovative vaccines for the prevention and treatment of infectious diseases with so-called "smart vaccines". Intercell's first product on the market is a worldwide unique vaccine against Japanese encephalitis.

众所周知, 生物科技、人类医学和医学科技领域拥有广阔的发展前景。在奥地利, 这些领域也同样蓬勃发展。上百家奥地利公司在这三个领域当中研发新型产品, 创新型生产技术和划时代的科学技术。

随着百特科技创新有限公司的建立, 这家美国制药公司于2008年在奥地利这个阿尔卑斯山地区国家全面展开了他们的科研活动。2010年百特公司在全球范围有1,100多位科学家从事生物科学领域的研发工作。其中80%的科学家是奥地利人, 从而使得奥地利成为了除美国以外最大的吸引企业进行科研活动的地区。德国勃林格殷格翰集团在前几年也向其海外重要的科研子公司和维也纳的生产部门投入了1.7亿多欧元。从2009年中开始, 奥地利生物技术公司就和一些大型制药企业, 如葛兰素史克公司做买卖, 总资产高达近7亿欧元。这些大的国际公司对奥地利公司的投资表明, 奥地利生物技术企业所拥有的强大实力和卓越的创新能力和对国际大公司很有吸引力并为它们提供了巨大的潜力。

奥地利的Intercell股份公司是一家上市公司, 主要研发新型疫苗, 用于预防和治疗传染病, 也就是所谓的智能型疫苗。Intercell投放市场的第一款产品就是一种世界上独一无二的用来对抗日本脑炎的疫苗。其它的产品如, 接种膏药、对抗C型肝炎、流行性感、肺结核和病房传染的疫苗。2003年建立于维也纳的生物科技公司AFFIRIS能够借助AFFITOM®技术来精准研发疫苗, 这些疫苗可以用来治疗阿尔茨海默病(老年痴呆症)、帕金森病、动脉硬化症、高血压和其它一些需要特殊治疗手段的疾病。很多家企业都在研制阿尔茨海默病的免疫疗法并力求第一个推出有效的和通过检验的产品, 而在这场疫苗研发的竞赛当中, AFFIRIS属于全球领先的科研中心。AFFIRIS拥有世界上独一无二的专业知识, 在此基础上AFFIRIS决定在未来每隔2至3年研发出一种新的

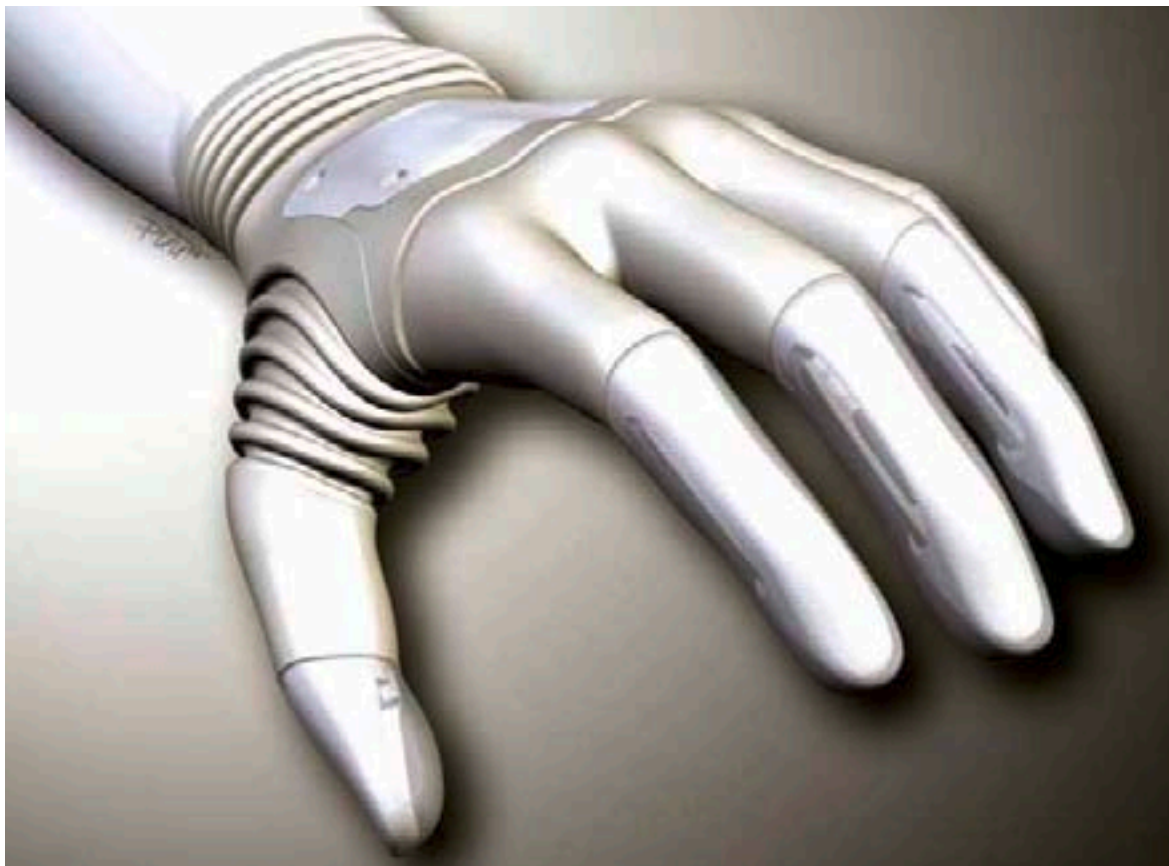


**In the field of immune-therapy development against Alzheimer's, AFFiRiS 是免疫疗法治疗早发性痴呆症领域内世界领先的研发中心。 AFFiRiS is one of the worldwide leading centres.**

Other product candidates from Intercells, which are currently in advanced development stages, include vaccine patches against hepatitis C, influenza, tuberculosis, and hospital-acquired infections. The Viennese company AFFiRiS was founded in 2003 and develops customised vaccines against Alzheimer's, Parkinson, arteriosclerosis, high blood pressure and other diseases with urgent medical needs, with its patented AFFITOM® technology. AFFiRiS has become one of the world's leading centres in the race for the development of the first effective and approved immune therapy against Alzheimer's. Based on its worldwide unique expertise, it is AFFiRiS' goal to launch clinical tests for new vaccines against thus far unmanageable diseases every two to three years.

疫苗用于临床试验来治疗那些到目前为止仍无法控制的疾病。

美迪医疗电子仪器有限公司拥有高科技移植系统，企业通过针对性的研究和集技术、功能性和工艺于一体的独一无二的研发手段经过30年终于推出可移植耳部助听器。这个位于因斯布鲁克市的医疗仪器公司拥有最好、最轻薄的电极。特别是在为那些耳部神经仍然正常运作的失聪者进行耳蜗移植术中，这些电极起着极其关键的作用。这种手术十分复杂，因为它距离面部神经只有2毫米，所以在手术过程中需要极其精准的医疗器械。奥地利美迪医疗电子仪器有限公司活跃于90多个国家。世界上最为成功的中耳移植系统，即Vibrant Soundbringer®专利系统，是由这个位于蒂罗尔州的奥地利医疗仪器公司所研发的。1951年，生物化学有限公司的专家研发并生产出了第一个片剂的盘尼西林。现在这家位于蒂罗尔



**Otto Bock Healthcare Products GmbH develops and manufactures high-tech prostheses for the world market in Vienna.**  
 Otto Bock 保健产品有限公司在维也纳为世界假肢市场成功研制高科技产品。

MED-EL's high-tech implant systems, from the leading company in the implantable hearing solution sector, are the result of 30 years of focused research as well as the unique mix of technology, functionality and processes. The medical devices of this company from Innsbruck include the best and thinnest electrodes. These are especially important for cochlea implants - for this procedure, a prosthesis is implanted in deaf patients with still functioning hearing nerves. This procedure is particularly sensitive because this nerve is located only two millimetres from the facial nerve. Therefore, the finest medical technology is needed for this procedure. MED-EL Elektromedizinische Geräte GmbH's hearing implant solutions are used around the world. Vibrant Soundbridge®, the world's most successful middle ear implant system was also developed by this Tyrolean medical technology company.

的企业隶属诺华制药国际集团并以山德士有限责任公司的名字闻名世界。但公司仍然位于蒂罗尔。现在山德士有限责任公司已成为世界上最大的抗生素制造企业之一，企业研发生产各种各样的药剂式和生物技术类的高效物质。这些高效物质每年可以帮助多达十亿的病人对抗细菌传染病，如肺结核、中耳炎、咽喉扁桃体炎和支气管炎。几十年该领域的经验使得企业有足够的能力来开辟新的领域。现代化的生物制药产品拥有巨大潜力，而山德士有限责任公司是这一领域的创新先锋和国际市场的领头羊。人类生长激素Omnitrope®在2006年作为首个生物仿制药得到生产许可证并投放于欧洲和美国市场。2007年，公司所研发的糖化生物仿制药也得到了生产许可，在2009年，企业得到了第三个生物仿制产品的生产许可证。其中两个产品是在奥地利的Kundl和Schaftenau地区研发生产的。



In 1951, Biochemie GmbH's researchers invented and produced the first penicillin pills. Today, this Tyrolean company is known around the world by the name Sandoz, which is part of the Novartis group. The headquarters of the Austrian Sandoz GmbH is still located in Tyrol. This Austrian flagship company, which is one of the world's leading producers of antibiotics, develops and produces generic, patent-free remedies as well as a broad spectrum of pharmaceutical and biotechnological active substances. Every year, one billion patients can be treated against bacterial infections such as tuberculosis, otitis media, inflammation of the tonsils or bronchia with these active substances.

Decades of experience in the biotechnology sector are the basis for the business field of biosimilars. The successor products for modern biopharmaceuticals have a market with a great future - and Sandoz is the worldwide pioneer and market leader in this field. In 2006, Omnitrope®, the human growth hormone, was the first biosimilar to be approved for European and US markets. The approval for the first glycosylated biosimilar followed in 2007. In 2009, Sandoz received approval for its third biosimilar - two of them are produced at the Austrian company sites in Kundl and Schafftenau.

Otto Bock Healthcare Products GmbH develops and manufactures high-tech prostheses for the world market from Vienna. The company with its top-quality and technologically outstanding products and services is one of the most important R&D locations of the German Otto Bock group. Its Viennese research centre develops revolutionary products - from the innovation phase through to market maturity, such as C-Leg® (an award-winning, micro-processor-controlled knee joint), Dynamic-Arm® (elbow-system aligning sequences of movements optically and functionally to natural sequences), Michelangelo® hand (a new hand prosthesis generation that was awarded the State Prize for Design in 2009). Sensor-Hand Speed (myoelectric hand system for quick and safe grip and keeps objects from slipping or falling from the hand due to its SUVA sensors) as well as Transcarpal Hand (the world's shortest electric hand prosthesis) were also developed at the Austrian research centre.

奥托博克保健产品有限责任公司在维也纳为国际市场研发和生产高科技假肢。这家企业所生产的产品性能卓越并且企业拥有优秀的服务理念。正因为如此，这家企业已成为德国奥托博克集团公司最重要的研发基地。维也纳研究中心致力于研发革新产品从创新阶段到直到投放市场。比如C-Leg®(一种获得大奖的，由微处理器控制的膝关节)，Dynamic-Arm®(一种肘关节系统，这个系统可以使假肢部分在运动过程中无论是从视觉上还是从功能上都像真的肢体)，Michelangel-Hand®(新一代手部假肢，在2009年被授予国家设计大奖)。Sensor-Hand Speed(一种肌肉电子手系统，这个系统可以实现假手对物品快速准确的抓取，其中的SUVA传感器可以防止物体从手中滑落)。还有Transcarpal Hand(世界上最短的电子假手)，这些都是来自于这个奥地利科研中心。





The BWT group is the leading European company for water  
BWT 集团是欧洲领先的水(处理)技术公司。  
(treatment) technology.

## Refreshingly natural: 清新的自然: “Green” environmental and energy technology “绿色”环境与能源技术

Environmental concerns are becoming increasingly important due to the continuing growth of the world's population and industrialisation. For many years, Austrian companies have been pioneers when it comes to the development and distribution of cutting-edge environmental technologies for the cleanest possible energy generation and energy transport.

The WABAG group builds sewage plants that save lives around the world by ensuring access to clean drinking water. The company develops sustainable solutions for water supply and disposal plants, sludge treatment, sea and brackish water desalination as well as water recycling. WABAG is also one

随着世界人口和工业化程度的不断增加,环境问题越来越受到人们的关注。为了实现能源的无污染获取与运输,早在很多年前奥地利企业就开始大力研发推广现代化环保技术。

瓦巴格集团制造的净化设备使人们可以喝到清洁的水,从而挽救了世界上成千上万人的生命。企业研发的产品包括:水资源供应与清理设备、污泥处理设备、海洋与非淡水的脱盐设备以及水资源回收设备,另外它还是一家世界领先的水净化领域的企业。

倍世集团是当今欧洲领先的水资源技术公司。这家公司坐落于蒙德湖(奥地利),专门研发生命攸关的水的净化技术。倍世集团研发生产的水净化系统涵盖饮用水、中水、供暖设备水、锅炉水、冷却水、空调水和游泳池水。在倍世创新中心人们专门研发过滤、防

of the world's leading companies in the water purification sector.

BWT, the Best Water Technology group, is today's leading water technology company in Europe. The company, with its headquarters located in Mondsee, develops water treatment technologies for every variation of this elixir of life. BWT manufactures water treatment systems for drinking water, process water, heating water as well as water from boilers, cooling systems, air-conditioning systems and swimming pools. BWT's innovation centres develop processes for filtration, limestone protection, softening, metering technology, disinfection, ion exchange, membrane technology and special filters for legionella protection.

Recordum is a company that develops solutions for environmental monitoring. It is a pioneer in the compact air quality measurement system sector. Approximately 5,000 of Recordum's air quality measurement systems are currently operational around the world to monitor respective mandatory air pollution limits. The advantages of these devices are their compact size as well as their air-conditioning, which makes them deployable under difficult conditions. Recordum also marketed the "Airhopper" system that collects and monitors the data of different air quality measurement sensors. The Bauer group has become the world market leader in the watering system sector, with an increasing focus on biotechnology (e.g. treatment of agricultural wastewater or biogas plants). Today, the company's core competences are watering management, waste management as well as energy management. With an export quota of 95 per cent, the Bauer group comprises a network of 21 companies around the world. The company supplies its products to more than 80 countries, most recently to a major contract partner in Iraq. Bauer's watering systems increase the annual yields in Laos by 100 per cent.

BioEnergy International (BDI) is the market and technology leader for biodiesel plant construction. BDI's clients can generate biodiesel from various raw materials (vegetable oils, old food oils, animal fats) with yields up to 100% due to BDI's in-house developed processes. BDI also focuses on researching algae as a "raw material". The goal of this research

水垢、软化水、剂量技术、消毒、离子交换和薄膜技术方面的工艺并研发出了具有多重保护功能的过滤器。

Recordum公司专门研发环境监测器,并在生产坚固耐用的空气质量检测器方面占据领先地位。全世界大约5千个空气检测器都是由Recordum公司所生产,检测器可以帮助各个国家更好地监督保护空气清洁的法规的执行情况。检测器的优点主要在于其耐用程度和对各种气候的适应性,并且即使在很恶劣的条件下也可以在世界各地应用。“Airhopper”系统可以对各种各样的空气质量检测仪所收集的数据进行收集和检测,并已成功投放市场。

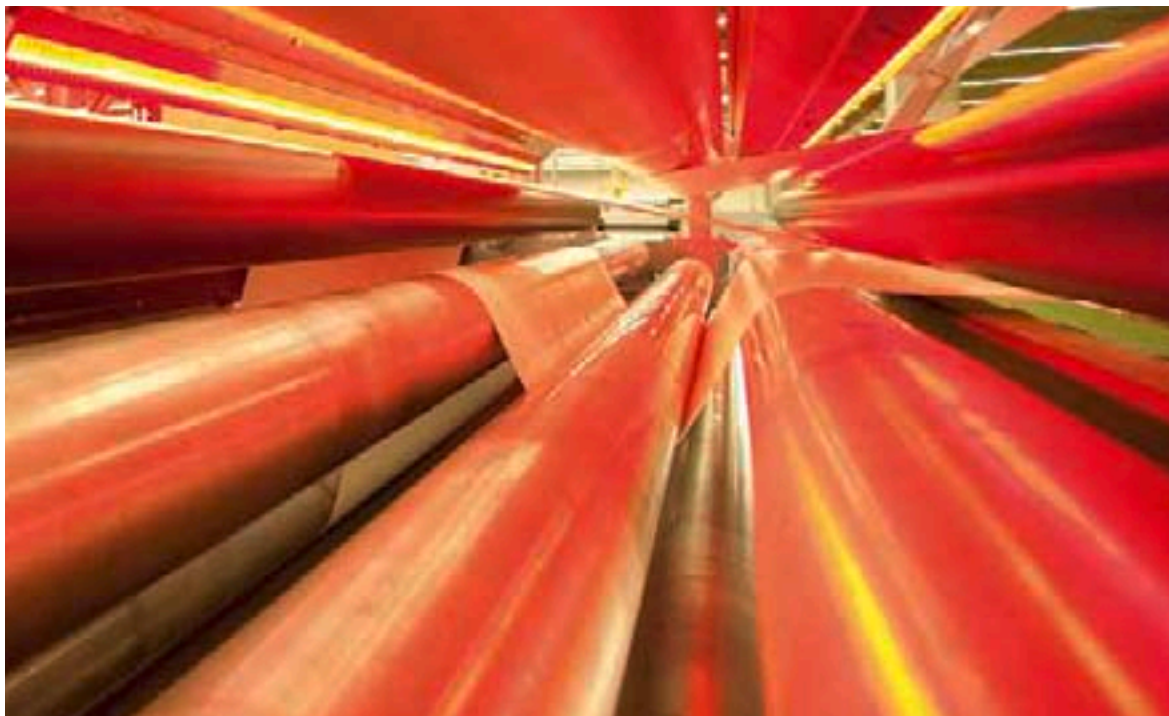
宝尔集团是世界领先的灌溉设备制造企业,并且企业开始尝试走生物技术路线(例如,农业污水的净化系统以及沼气设备)。现在企业的重点在于灌溉管理、水利管理和能源管理。宝尔集团在全球范围拥有21家公司,出口率高达95%。企业为81个国家提供服务,在伊拉克也有大笔订单。而老挝在使用宝尔企业的灌溉设备后,其粮食产量提高了100%。

BDI生物柴油国际股份公司在生物柴油设备的制造方面处于世界领先地位。通过企业自己所研发的方法,顾客可以使用到由不同原料制成的生物柴油(植物油,食用废油,动物脂肪)并且提取率高达100%。作为一家特种设备制造商,BDI公司所提供的高效设备使废物变成了生物燃料。另外BDI公司还对海藻这种原料进行深入研究。海藻可以使生物燃料的生产变得更加简单。因为它所产出的生物量比陆地植物要多十倍,所以用海藻来制作生物燃料显然比其他植物更加理想,其利用率也更高。

GREENoneTEC是世界上最大的生产太阳能集热器的企业。现在这家位于克恩滕地区的企业正在为世界上最大的太阳能装置工程,即为沙特阿拉伯利雅得Princess Noura bint Abdulrahman女子大学太阳能装置工程研发集热器。GREENoneTEC集热器所收集的能源主要用于校园热水净化和供暖设备。

奥地利Isovoltaic股份公司是太阳能领域的知名代表。这家创新型企业制造太阳能电池复合材料保护薄膜方面拥有25年的丰富经验。企业的薄膜技术可以保护太阳能电池不受机械、化学和天气方面的影响并且保障太阳光线在足够长的时间内都能够高效地转化为可使用的能源。

太阳能转化为热能这是人们众所周知的。但S.O.L.I.D公司和ökoTech公司却实现了把太阳能运用到制冷上面。在强烈的太阳光照射下制冷需求是最高的,而这时恰好是驱动制冷系统的最佳时机。借助热交换(和冰箱相似),然后以热能来制冷。



**The production of top-quality composite protective foils for solar panels is Isovoltac AG's specialty.**  
生产用于太阳能电池板的顶级复合保护膜是 Isovoltac 股份公司的专长。

is to make the generation of biofuels easier because algae can produce ten times more biomass than land-based plants, which is a significantly higher output than from any other raw material.

GREENoneTEC is the world's largest manufacturer of thermal solar collectors. This Carinthian company currently develops collectors for the world's largest solar power plant project for the Princess Noura Bint Abdulrahman University for Women in Riyadh, Saudi Arabia. The energy generated by GREENoneTEC's collectors is used for water treatment and heating support on campus grounds. Austria's Isovoltac AG is a renowned supplier in the solar energy sector. This innovative company has more than 25 years of experience in the production of top-quality composite protective foils for solar cells. Its foil technology protects solar cells from mechanical, chemical and weather-related damage and ensures that sunlight is efficiently converted to usable energy over extensive periods of time.

现在全世界已建成了很多个这样的太阳能制冷设备。

而SFL公司又向前迈进了一步，SFL公司以建造建筑物外墙享誉全球，其研发出的太阳能制冷设备可以安装在大型建筑物的外墙内。

ELIN公司最早被人们熟知是其所生产的高质量冰箱，现在它是全球市场领先的风能发电机领域的企业。这家位于施泰尔马克州的公司运用其多年的传动技术经验深入研发，已为全世界风能设备和风能园区提供了6,000多台发电机。

Kappa 过滤系统公司为工业体系提供纯净的空气。企业研发生产和安装的系统及交钥匙设备可以保持工业区内空气的清洁(有害物质分离、能源回收、室内空气净化和弥漫性排放物分离，二次排放物分离以及原始排放物的分离)。公司还可以对原有设备在空气净化度和能源效率方面进行优化。

TWP水管理公司总部位于哈莱恩(奥地利)，主要研发饮用水最佳应用方案。客户包括旅游公司、住宅建筑公司、公共浴场、学校、学生宿舍和社会机构。为了计算出所节省的数量，公司对所有消费点进行测量和评估，测出的节水量是十分惊人的。如此大的节水量主要归功于特种水龙头和相应的配件，有饮用水之处，均可装配。



One of the possibilities is the conversion of solar energy to heat. However, companies like S.O.L.I.D. and ökoTech have proven that solar energy can also be used for cooling. Intensive solar radiation increases the need for cooling. These periods are perfect for solar cooling.

Similar to the technology used for refrigerators, heat exchangers are used to convert heat into cold. Several plants with this solar cooling technology have already been built around the world. SFL, a company world-renowned for façade engineering, takes this technology even one step further. It has developed a solar cooling technology that can be integrated into the "outer skin" of large buildings. Many people know ELIN for its traditional refrigerators. ELIN Motoren has become today's world market leader for wind turbine generators. The Styrian company further developed its years of experience in the drive technology sector and already supplied more than 6,000 generators to wind turbines and wind parks worldwide.

Kappa Filter Systems cleans the air of industrial plants. The company develops, manufactures and installs systems and turnkey plants for industrial air cleaning (separation of pollutants, energy recovery, hall ventilation and separation of non-point source emissions, separation of secondary and primary emissions). Existing plants can also be optimised in terms of air pollution control and energy efficiency.

TWP wasser:management from Hallein develops solutions for the optimal use of drinking water. Tourism facilities, residential buildings, public pools, schools, dormitories and social institutions are among its clients. All points of consumption are evaluated to calculate the saving potential. The attainable drinking water and energy savings are considerable. These savings are mainly achieved by installing special fittings and other accessories wherever drinking water is used. —



# Solid Reputation: Safety technology

## 不变的好声誉： for worst-case scenarios

### 用于各种突发事件的安全技术

**Important research and trend-setting development work in the safety technology and defence sector is also done in Austria, including highly specialised surveillance technology made in Austria.**

The information and communication technology sector (ICT) is completed by diversified information systems that guarantee safe and interruption-free communication for its users across all borders. Today, everybody is talking about safety. It is not as much about military protection as it is about everyday safety issues such as traffic or data transfer, the finance and health sector, environmental issues and similar everyday concerns.

Siemens also has an essential pillar of its business in Austria and researches safety-related products, including business areas such as fire protection (fire detectors, fire alarm systems, systems for detection, alerting and automated extinguishing, gas warning systems, evacuation systems, smoke extraction products, tunnelling) and safety technology (intrusion protection, video technology, access control, ID document management, intervention).

Schrack Seconet develops, manufactures and sells fire detection systems, call light systems, communication systems, accounting and cash register systems for hospitals, retirement and nursing homes, alarm and video systems, access control systems as well as safety and time service systems.

The Viennese Sumetzberger company develops safety technology, designs and manufactures access systems, building management systems, alarm devices and fire detection systems.

Scheidt & Bachmann Österreich GmbH from Upper Austria has three core divisions: systems for signal technology (signalling systems, level crossing pro-

奥地利对安全技术和国防系统的研发深入且具有指导性意义。如“奥地利制造”的高度专业的监控系统。

此外还有适用于各种信息系统的信息与通讯技术，它保障了使用者在世界各个地方都能安全无障碍地进行交流沟通。

现今几乎所有人都在谈论安全这个话题，而且这已经不再仅限于军事上的安全措施，而更多的是日常生活中的安全保障——如，交通、数据传输、财政金融、卫生以及环境问题，总之与人们的日常生活紧密相连。大型跨国企业西门子在奥地利也有一个重要的支柱企业，从事研究和安全保障有关的产品。

例如，火灾防治(火灾报告器、火灾报告中心、提醒装置、警报器、自动灭火装置、燃气警告系统、疏散系统、烟尘吸收系统、隧道技术)和安全技术(房屋入侵保护、录像技术、门禁系统、证件管理、干预系统)。

Schrack Seconet公司同样从事一系列安全设施的研发、生产与销售，包括：火灾报告系统、光电话、通讯设备、医院、养老院的结算和收费系统、录像系统、门禁系统、安全与授时系统。

维也纳的一家企业Sumetzberger同样研发安全技术，设计并建造门禁系统，楼房管理系统、报警装置和火灾保护系统。

位于上奥地利州的Scheidt&Bachmann奥地利有限公司从事的三个核心领域是：信号技术系统(联锁系统、铁路道口安全系统)、交通费管理系统(车票技术、入内控制系统)、停车场、休闲及体育场设备系统(出入设备、自动付款机、复杂的交通引导系统、收费和入场控制系统、票务系统、售停车证机和售票机)。

GESIG信号设备公司主要为交通技术生产研发各种不同的安全和引导系统(交通引导系统、交通信号灯系统、交通安全产品、交通数据收集系统)，停



**Schrack Seconet is one of the internationally leading**  
 Schrack Seconet 是国际领先的火警、通讯、安全系统的供应商。  
**providers of fire alarm, communication & safety systems.**

tection systems), fare management systems (ticketing technology, access control systems) and systems for parking garages, leisure facilities and stadiums (entrance and exit devices, ticketing machines, complex traffic guidance systems, cashier and access control systems, ticketing systems, parking ticket vending machines). GESIG Gesellschaft für Signalanlagen supplies various safety and guidance systems for traffic engineering (traffic guidance systems, traffic signalling systems, traffic safety products, traffic data acquisition), parking technology (parking guidance systems, parking facility management systems), safety technology (alarm and video surveillance systems, access control systems). Logistics systems are mainly used

车场所技术(停车引导系统, 停车场所管理系统)、安全技术(报警与录像监控系统、门禁系统)。物流系统主要用于货物交换频繁的行业, 比如贸易。

施泰尔马克州地区的RF-iT Solutions有限责任公司主要从事RFID软件和服务。借助于无线电频率识别设备(RFID)可以保障数据安全地且商品和阅读器之间无视觉碰触地进行传输。这样RFID便实现了对商品的自动识别与定位并且使数据收集变得更加简单。监视系统既用于军事领域也同样用于日常生活。

同样在这方面奥地利也拥有很多高度专业的企业。奥地利Scotty集团就是研发制造此类系统并将其运用到很多领域。这个位于施泰尔马克州的公司生产广播、录像与数据系统, 这些系统用于



by industries with extensive product ranges, for example the trade sector.

Styrian RF-iT Solutions GmbH operates in the field of RFID software and services. Data are transmitted touch-free and without visual contact from the product to a reader via radio frequency identification (RFID). RFID identifies and localises items and persons automatically, which makes data acquisition much easier. Surveillance systems are used for military as well as civilian applications.

Austria also has several highly specialised companies in the industrial sector. Scotty Group Austria develops and manufactures systems for a variety of applications. This Styrian company produces permanently installed audio, video and data systems for vehicle, ship and airplane surveillance as well as tap-proof communication solutions.

Photonic Geräte GmbH is specialised in optical accessories. Night-vision devices, telescopes, laser-based range finders and display systems are as much part of this Viennese company's product range as mechanical and electronic components for safety applications.

Facility management is the core competence of Loytec. The Viennese company is specialised in intelligent network infrastructure products for building automation. It focuses on networking solutions for buildings and real estate assets. Loytec supplies methods for remote data access and notification as well as functions for data acquisition, data representation and data storage. Loytec's approach to decentralised alarming (alarm management), scheduling (time-controlled switches) and trending (trend data recording) is system and protocol-independent. Several Austrian manufacturers of military security vehicles have gained an excellent international reputation. The Tyrolean manufacturer Achleitner is one of them. All-wheel, logistics, military and other special vehicles are manufactured in Wörgl, in accordance with the individual client's requirements. The Viennese company ACL Wagner operates in a similar field. However, this company focuses on support and logistics solutions for military and security vehicles as well as helicopters and ships. Carinthian company Valentin Tusch GmbH is specialised in vehicle construction and component development. It provides

汽车、船只、飞行器和特定地区的内外监控设备。另外企业还提供防窃听的通讯设备。

Photonic机械有限责任公司位于维也纳，是一家专门研发生产光学配件的公司。如夜视仪、望远镜、激光远程测量仪和视觉系统。另外企业也同样为安全应用生产机械和电子部件。

维也纳地区的Loytec公司专门从事建筑物管理。主要研发生产房屋自动化设备中的智能型网络基础设施产品。研发重点为建筑物与不动产的联网解决方案。公司所拥有的基本技术包括数据远程访问和通知，以及数据收集功能、信息展示和数据存储。另外Loytec公司也采用独立于系统和协议的方法来开发分布式警报(警报管理)、日程安排(时间管理)和趋势(趋势计算记录)方案。

很多家生产军事和安全型交通工具的奥地利企业都在全世界赢得了很好的声誉。例如蒂罗尔的生产商Achleitner。该企业在沃格尔按照顾客需求制造四轮驱动车辆、后勤保障车辆、军事车辆和其他各种各样的特殊车辆。

另外还有维也纳的ACL Wagner企业，这家公司主要对军事和安全防范车辆以及直升飞机、船只给出指导性意见并提供物流方面的服务。

而位于克恩顿州的Valentin Tusch有限责任公司则专门从事车辆建造和零件研发。企业提供各种抗压级别的装甲车辆并主要用于军事方面。







The Tyrolean Achleitner company manufactures all-wheel, 蒂罗尔州的Achleitner 公司可根据客户需求制造四轮驱动的、军用和 military as well as various specialised vehicles exactly to 各种特种车辆。 their clients' individual requests.

armoured vehicles for all resistance classes, primarily for military purposes. Tusch designs, manufactures and supplies non-flammable plastic components for aircraft turbines, bullet-proof seats for pilots or bullet-proof rotor blades for helicopters. Ressening Fahrzeug has been active for more than 100 years. This company from Villach manufactures a broad range of armour for vehicle retrofitting as well as ballistic shields. Ressening Fahrzeug also manufactures entire vehicle bodies and their components. Mines are still a critical problem for civilian populations in several countries.

The Schiebel company is not only specialised in the development and manufacture of mine detectors, it is also the world market leader in this sector. Furthermore, the company has become the world market leader for unmanned helicopters and high-tech drones, which are used for military and civilian purposes (border protection, pipeline surveillance etc.).

作为供货商, Valentin Tusch公司还研发生产用于飞机涡轮机的非可燃塑料部件、防弹型飞行员座椅、防弹型直升机旋翼。

早在100多年前, Ressening公司就积极投身于车辆制造。这个位于奥地利菲拉赫的公司制造不同规格的可用于车辆改造的装甲和防弹盾牌。另外企业也生产制造汽车车身或车身的某个部分。和以前一样, 在一些国家, 地雷仍旧是一个难以解决的问题并时刻威胁着人民的生活。

Schiebel电子设备有限公司致力研究生产探雷器并在这个领域成为全世界的佼佼者。另外公司还开发出无人驾驶的直升飞机并成为包括高科技无人驾驶飞机在内的这一领域国际市场的主导者。这种无人驾驶直升机既可军用也可民用(边境保护, 输送管的监测)。

# Tomorrow's industry expands 未来的工业要靠进一步的自动化 its automated processes

The constantly increasing efficiency requirements in the industrial sector lead to further expansions of automation processes. As an industrial country, Austria recognised this trend early on and dedicated funds to research and development in this area.

Today, a broad array of providers supply automation applications for all industrial sectors. The product portfolio ranges from robotics to software solutions. Maintenance is also an important segment for this industry. igm Robotersysteme AG is Austria's leading manufacturer of industrial robots. The company has developed and produced individual applications for more than 30 years and provides, among other products, customer-specific solutions for automated welding and cutting processes. igm is Austria's only manufacturer of specialised robots for arc welding. Its modules for track systems with lengths exceeding 100 metres are specially designed for the requirements of heavy machinery manufacturers. The special, in-house developed control software for plant operators is an integrated part of igm's robot systems.

logi.cals has been producing software for automation technology, industrial processes and industrial plant planning for more than 20 years and cooperates with pioneering research projects to increase the productivity of complex industrial plants already during the planning and construction phase. logi.cals has been running the Christian-Doppler-Laboratory "Software Engineering Integration for Flexible Automation Systems" at the University of Technology Vienna since early 2010. The research at this laboratory is focused on technical and semantic integration of software tools used in automation engineering processes.

工业领域对高效率的不断要求促使了自动化的快速发展。工业国家奥地利很早就注意到了这一点并对自动化研发投入了大量的资金。

现在很多企业为各个工业领域提供高度专业的自动化应用设备，从机器人到各种软件系统。另外保养维修也同样非常重要。艾捷默机器人系统有限公司是奥地利领先的工业机器人制造商，企业在30多年前就开始研发生产独特的应用设备并按照顾客需求提供专门的焊接切割装置。艾捷默公司是奥地利唯一一家研究生产电弧焊接机器人的企业。公司针对重型机械工业所研发的用于运输设备的道路系统长达100多米。为了更好地满足机械操作者的需求，艾捷默公司自主研发出了一种特殊的遥控软件装置作为机器人系统的有机组成部分。

logi.cals公司在20多年前开始为自动化技术、工业工艺和工业设备规划研发相关软件系统。并在具有划时代意义的科研项目中立下目标，即提高规划与建设复杂工业设备的效率。自2010年起，logi.cals公司就开始正式在维也纳大学启动Christian-Doppler实验室“软件集成的柔性自动化工程”。实验室专门为自动化生产过程研发软件工具。

oxaion公司专门为企业资源规划(ERP)研究生产特殊的软件。并且将服务管理系统嵌入到ERP系统当中使之成为一套完整的软件，这套软件可以帮助企业多快好省地完成顾客服务的各个环节。通过具体的维护和修理，可以尽量减少停机时间。即使已经投入使用的能源设备也可以进一步优化，这给能源获取带来巨大的优势，尤其可以给那些现在已经开始生产清洁能源的领域带来尤为积极的影响。

vatron公司生产的数据分析系统可以提高风电场的产量。软件产品可以在能源生产过程中提高能源效率。为了对设备进行前瞻性的维修保养，这家位于林茨(上奥地利州)的小型企业vatron还提



**Trotec - Europe's innovation leader - develops and manufactures particularly efficient laser systems.**  
Trotec 作为欧洲创新领跑者，研制特别高效的激光系统。

oxaion develops and sells specialised software for enterprise resource planning (ERP). oxaion's software with its integrated service management system supports service-related business processes to ensure economic and customer-oriented client services. Downtimes are minimised with efficient maintenance works. Existing plants in the energy industry sector can also be further optimised. This is a significant advantage for energy generation that has an especially positive effect on plants that already produce energy in an environmentally friendly way. BDA, vatron's operating data analysis system, optimises the energy yields of wind parks. This software product increases energy efficiency during energy generation. Vatron, the mechatronics "boutique" in Linz, provides condition monitoring systems for foresighted maintenance. The software combines data sources from different wind energy systems into one transparent system. With just a few clicks users receive vital trend information and reports that are the basis for system optimisations.

供状态监控系统。软件将各个不同的风能系统的数据源汇总到一个系统上，这样更加便于查找并且一目了然。使用者只需点击几下鼠标就可以看到准确的趋势信息和相关报告并且还能对已有的系统进行优化。

Trotec公司生产对顾客来说具有显著经济效益的创新型激光系统。经济效益指的是可以创造出更多的商业机遇或者用较低的产成本取得较大的收益。这个居领先地位的欧洲创新公司还为企业在金属加工处理领域提供不同的解决方式。激光标记有很多优点。标记可以从图表程序、ERP系统、条形码或者系列数字发电机当中直接且不需要任何辅助手段地转移到材料上。而所使用的纤维激光拥有极高的耐用性，可以使用很多年且不需要进行特别的维修保养。

Anger Machining有限责任公司研发出一款用于灵活批量生产的创新型机电装置并将其投放于市场。其重点在于降低单件造价，保障生产过程和灵活的设备改装性能。Traun企业是一家装置制造商，制造CNC遥控加工设备，来对批量生产工业当中的精密部分进行加工处理。



**Bosch Rexroth is one of the world's leading specialists for**  
 Bosch Rexroth 是高效驱动和控制技术方面世界领先的专家。  
**energy-efficient drive and control technologies.**

Trotec develops and manufactures innovative and economic laser systems. These systems provide the opportunity to increase profits due to new business opportunities or lower production costs. This innovation leader's clients are primarily from the metal working and processing sector. Laser marking has many advantages. The markings can be applied to many different materials directly from conventional graphics programmes, ERP systems, barcode or serial number generators all without any additional tools. The system's fibre lasers are very durable and guarantee years of operational readiness without any significant maintenance requirements.

Anger Machining GmbH markets mechatronic innovations for flexible serial production. Its competitive factors are the reduction of unit costs, ensuring process reliability and flexible retooling options. This plant manufacturer from Traun is specialised in CNC-controlled processing solutions for precision components for the serial production industry.

威格勒传感器有限责任公司所研发的机械自动化传感器主要用于进行非接触式物体识别。企业总部位于博登湖畔的Tett nang, 25年前便开始在全世界40多个国家销售自己研发生产的传感器。现在这款工业传感器已经用于生产、质量保障、工作安全以及生产控制等各个领域。无数的汽车、机械制造商、食品、饮料和医药公司都使用威格勒公司的传感器技术。

博世力士乐公司在奥地利也有一个自己的机电基地。主要研发生产可移动工作机械、工厂自动设备以及技术装备。大量的机电零件用于液压件、气动元件和高精密度的处理应用程序。博世力士乐公司可以为每个自动化问题找到相应的解决办法。使顾客在安全高效生产的基础上取得更高的经济效益。例如,在生产过程中减少能源消耗。AGS工程有限公司主要生产企业自动化设备。例如,建筑控制、机器人技术和软件工程设计,所有这些都是为了帮助顾客提高经济效益和自身竞争力。具体来说,比如,风轮轴承系统的焊接应用和整个的焊接设备、建筑控制设备、房屋液压系统、门禁系统、时间记录系统、通过软件实现各机械之间的通讯遥控系统、安全技术和电气装置。 —



wenglor sensoric gmbh develops sensors for touch-free object recognition in the automation technology sector. Its headquarters is located in Tett nang am Bodensee. The company manufactures these solutions in-house and has been selling them throughout the world in more than 40 countries for over 25 years. These industrial sensors are necessary components in several business sectors including production and quality assurance as well as industrial safety and process control. Many car manufacturers, mechanical engineering companies as well as food, beverage and pharmaceutical companies rely on wenglor's sensor technology. Bosch Rexroth also maintains a mechatronics centre in Austria. Its core competences range from mobile processing machines and factory automation to plant equipment. Complex hydraulic units, pneumatic assemblies and high-precision handling applications are built from numerous mechatronic components. Bosch Rexroth finds the right solution for every automation task. These solutions' primary goal is to generate sustainable added value for the respective client based on increased process reliability and improved productivity, for example by optimising energy consumption during the production process. AGS-Engineering GmbH deals with a broad range of issues in the industrial automation sector, especially building control systems, robotics and software engineering. All of these areas focus on improving efficiency and the client's competitive edge, for example with welding applications for wind turbine bearing systems and entire welding systems, central building control systems, hydraulics for heating systems, access control and time management systems, software-based communication control between machines, safety engineering or electrical installations.

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Austria is one of the world's leading producers of tungsten ore - indispensable for the high-tech industry.  
奥地利是世界领先的对于高科技产业不可缺少的钨矿生产国之一。

## Committed Experts: Material technology as 专家之言: 材料技术是未来成功的秘诀 a recipe for continuing future success

Austrian companies specialised in high-tech materials are among the world's best. They are worldwide leaders for innovative materials technology due to their clear focus and intensive research and development activities.

Austria is one of the world's most renowned producers of tungsten ore. This ore is essential for modern high-tech industries. It has the highest melting point of all metals. Therefore, it is ideally suited for high-temperature applications in key technologies, energy and light technology as well as space travel. Tungsten is used for gyrating masses, counterbalances or vibration damping in aviation, automotive, sports and telecommunication technologies.

奥地利那些专注于高科技材料研发的企业在世界上属于佼佼者。由于专注深入的研发, 这些企业在创新材料技术领域居世界领先地位。

奥地利是世界著名的钨产地之一。现代高科技工业的发展离不开这种矿石, 与其他金属相比钨的熔点最高, 正是这种特性使得钨成为了能源、照明技术以及航空航天这些高温应用领域中的最佳材料。钨被作为推动体, 配衡体或者震荡阻尼应用于航空、汽车、体育以及电信通讯技术当中。在防医学射线中它作为铅的替代品。当钨和碳元素相结合后就会形成钨碳合金, 合金硬度与金刚石相当, 可以用来制造现代化切钻工具来对金属、石头木材和人工材料进行加工。例如, 十分精细小

Tungsten carbide has a diamond-like hardness when combined with carbon. It forms the basis for state-of-the-art cutting and drilling tools for metal, stone, wood and plastics processing. The spectrum ranges from hair-thin drill heads for electronic circuit boards to tools for road and railway tunnel drilling.

Wolfram Bergbau und Hütten AG in Salzburg is a mining company that processes this ore. This company is specialised in the production of highly-purified tungsten oxide, metal and carbide powder for the powder-metallurgical industry. Rare earths are indispensable raw materials for important high-tech industries in industrial countries. These chemical substances are used for bio, dental, electro-ceramics, membrane and pharmaceutical technologies, but also for applications ranging from laser technology to wastewater treatment.

Triebacher Industrie AG is one of the biggest customers and processors of rare earths. The Carinthian firm is one of the internationally leading companies in the chemical and metallurgy sector. Its export quota amounts to 86%. Triebacher Industrie is an internationally operating company with subsidiaries in Toronto (Canada), Ravne (Slovenia), Shanghai (China) and Tokyo (Japan), which also maintains a global network of sales partners. The global player's success in the chemical and metallurgy sector is based on innovative technology, years of experience, expert know-how and the highest quality standards that lead to the consistent development of new materials. Last year, Triebacher Industrie AG has been awarded with the Innovation and Research Prize of the Province of Carinthia for its research project "Environmentally-friendly catalytic converter for the separation of airborne pollutants of diesel motors". The result of this project was the invention of high temperature stable materials with high catalytic activity for the separation of nitrogen oxides that can be combined with soot filters.

The Upper Austrian Lenzing AG is the first company to produce textile fibres with chitosan, an extract from the exoskeletons of crustaceans. Chitosan is known to relieve itching, regulate cells as well as for its skin-protecting and antibacterial properties. After years of research, the company

巧的电子钻头和用来打隧道的大型钻头。萨尔茨堡的钨开采和冶炼股份公司专门对这种矿石进行开采与洗选，并且专门为粉末冶金工业生产高纯度的氧化钨、金属和炭黑粉末。

稀有金属对工业国家的高科技行业来说十分重要。这些化学元素用于生物、牙科和电子陶瓷领域、电子领域、薄膜技术、制药业、激光技术和废水处理领域。特里巴赫工业股份公司是一家大型稀有金属买家及加工企业。几十年来，这家位于克恩顿州的企业一直是化工与冶金领域的佼佼者，出口率高达86%。特里巴赫工业股份公司活跃于世界各国，在多伦多(加拿大)、拉夫纳(斯洛文尼亚)、上海(中国)以及东京(日本)都有其生产基地。除此之外企业还拥有覆盖全球的销售网。这家世界级公司之所以在化工和冶金领域取得如此大的成功，原因在于创新的技术、常年积累的经验、专有技术以及高质量的科研基地。所有这些使得企业能够不断研发出新型的金属和材料。在“环保型尾气净化器——分离柴油发动机尾气中的污染物质”的科研项目中，公司成功研发出一种新型耐高温并且可以和煤炭过滤器完美结合的高催化性材料，从而能够快速地对氮化物进行分离。由于此项材料的研发，特里巴赫工业股份公司去年获得了克恩顿州的创新科研大奖。位于上奥地利州的兰精集团是首家用脱乙酰壳多糖生产纺织纤维的企业。脱乙酰壳多糖是一种从蟹类的外壳中所提取的物质。脱乙酰壳多糖可以有效减轻皮肤刺痒感，调节细胞组织，保护皮肤并且可以抗菌。经过长年的研究工作，现在已经可以用生物聚合物将纤维完全浸泡并且借助一种特殊的技术可以把这种海洋物质持久地固定于产品当中。创新的TENCEL®纤维(天丝棉)技术的成功研发开启了一个全新的应用领域。例如，火灾受害者的后续治疗、伤口的治疗、抑制感染以及制作糖尿病患者止血带。此外，兰精集团还是世界上唯一一个集三代纤维素纤维于一身的企业，其科研基地遍布印度尼西亚、德国、美国、中国、印度、英国以及捷克，为全球纺织和无纺布工业供货。

韦尔斯地区的绳索专家Teufelberger公司专门生产钢索。在生产过程中借助一种特殊技术将钢索的内芯用人工材料进行压铸。除了给索道和起重机建造钢索，Teufelberger公司还生产人工材料的箍带和收割线。企业的第三个重点就是合成纤维，例如，专门给快艇配备的纤维索链，用于工业、林业和科技应用方面的高效索链，用于个人坠落防护的吊带和绳索以及用于混合建筑部件和金属混合连接系统的编织网。2007年，这家上奥



**TENCEL® C, a special fibre with oceanic microparticles paves the way for a new dimension of skin care.**  
 带海洋微粒子的特殊纤维——TENCEL® C 开辟了皮肤护理的新领域。

was able to saturate fibres with this biopolymer and start production due to a special technology for the permanent fixation of this oceanic substance to textiles. This latest fibre-innovation is called TENCEL®. It facilitates the exploration of completely new application areas such as the after-treatment of fire victims, wound healing, inhibition of infections or compression stockings for diabetics. The Lenzing group is also the world's only producer uniting all three generations of cellulose fibres under one roof and supplying them to textile and nonwovens industries through its subsidiaries in Indonesia, Germany, the US, China, India, Great Britain, and the Czech Republic.

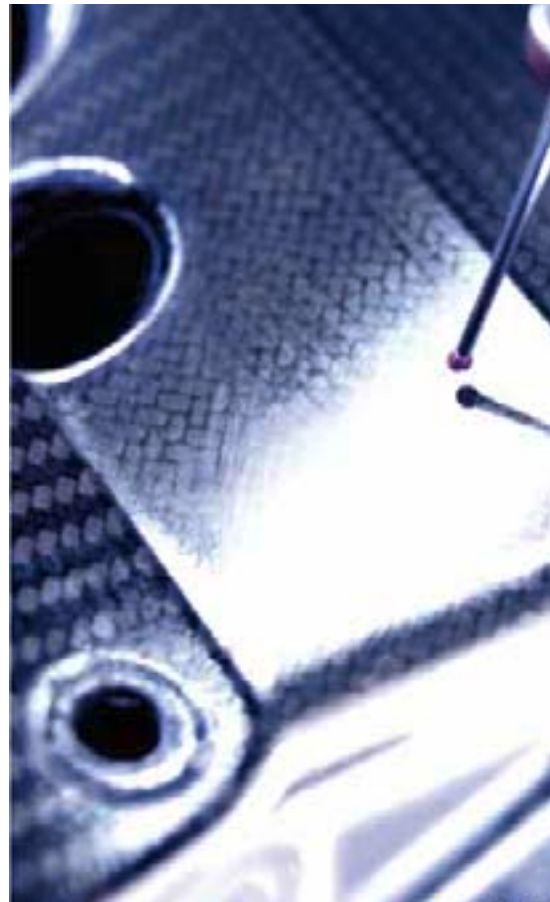
地利州公司收购了美国市场领先的船舶用绳索制造公司New England Ropes, 从此出口率高达90%以上, 在国际市场占据了领先地位。总部位于蒂罗尔州罗伊特地区的攀时集团是世界领先的运用粉末冶金制造高效材料的企业, 在16个国家拥有34个研发基地。企业在世界各地的2,000名员工拥有极其丰富的工业和应用知识, 帮助企业各个工业应用领域研发出合适的原材料和创新型产品。另外攀时集团和顾客以及其他的科研机构紧密合作, 坚持不懈地为未来领域研制出更多的新型材料, 其中包括电子领域、能源与涂层技术领域以及航空航天领域。萨尔茨堡的Mubea Carbo有限责任公司从事碳纤维增强型合成材料的深入研究, 被人们称为高



Teufelberger from Wels is a specialist for ropes and straps, manufacturing steel wire ropes with a plastic-coated cores. This coating is applied with a special technology during the spinning process. Besides steel wire ropes for ropeways and cranes, Teufelberger also produces plastic strapping solutions and baler twines. The group's third business segment is synthetic fibres for yachting ropes, high-performance ropes for industry, forestry, technical applications, harnesses and ropes for fall protection and arboriculture as well as braidings for composite components and metal composite connections. The Upper Austrians bought New England Ropes, the US-market leader for mooring lines, in 2007. Since then, the company with its export quota of 90 per cent has rightfully raised its flag as the world market leader.

The Plansee group with its headquarters located in Reutte, Tirol is represented with 34 branches in 16 countries and the world market leader in powder-metallurgically produced high-performance materials. 2,000 employees around the world use their industry and application know-how to develop customised materials and innovative products for a diverse range of industrial applications. Plansee is consequently working on material solutions for the future in close partnership with its clients and external research institutes - from electronics, energy and coating technology to aeronautics and astronautics.

Mubea Carbo Tech GmbH from Salzburg established itself as a high-end producer of composite components and "Tier 1" supplier by further developing carbon fibre-reinforced plastics. Carbo Tech's key business area is the complete consistency from the project phase to construction, strength calculation, model and mould building to manufacture and final inspection - for all production sizes, from prototype to serial production. One of the highlights in the company's history is its partnership with McLaren Automotive: Carbo Tech was awarded the world's biggest contract for the serial production of monocoques (one-piece passenger compartments made of carbon fibre) and builds McLaren's latest carbon fibre-based premium sports car generation for the next 8 years.



**Carbo Tech manufactures the carbon fibre monocoques for McLaren's latest generation of premium sports cars.**  
Carbo Tech 为迈凯轮汽车公司最新的顶级赛车制造碳纤维单体壳。

科技复合材料部件的高端生产商和一级供应商。Carbo Tech公司的特色在于流程完整性，从项目启动、设计到模型制作再到生产和终端控制，无论是单个样机的生产还是大批量生产。公司历史上的一个亮点是与迈凯轮汽车公司建立合作伙伴关系。CARBON 公司获得了世界范围内最大笔的单体壳批量生产订单(用碳纤维制造)，为迈凯轮汽车公司在以后八年当中利用碳纤维制造新一代高级赛车部件。

# The smallest particles 极小的粒子、极大的影响 for big effects

Even though nanotechnology was invented 50 years ago, tangible results for consumers only surfaced in the past few years. The research of Austrian companies in this sector is very intensive and delivers significant nanotech products.

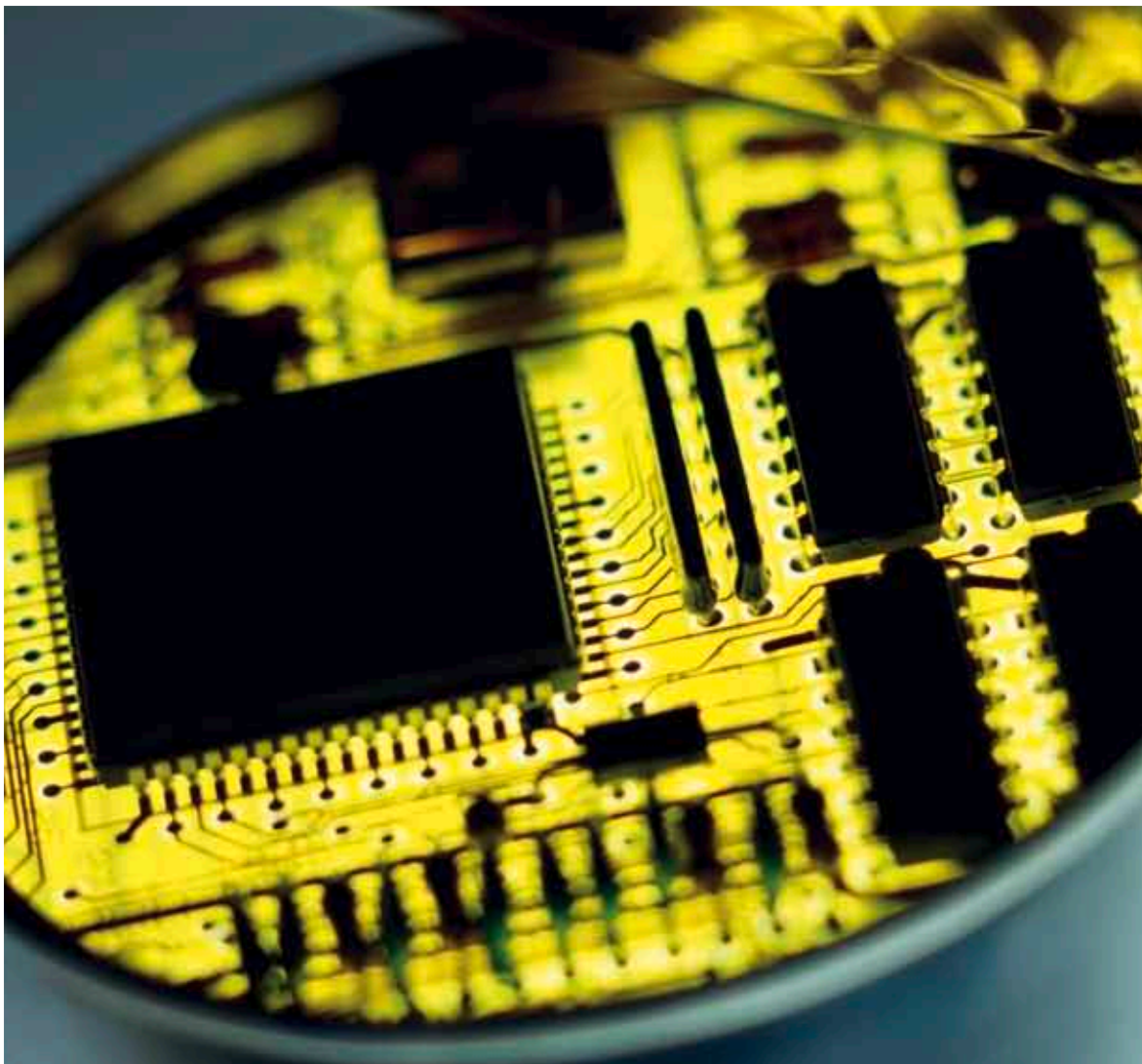
Nanotechnology is a hybrid of two sciences, as it involves physics as well as chemistry. It is mainly about surfaces of different materials. Derived from the term “nano” - one nanometer is one billionth of one metre (10<sup>-9</sup> m) - nanotechnology deals with the analysis of surface textures and researching possibilities to change these textures to achieve desired effects.

Especially pigments and additives for varnishes and various plastics have become hugely popular. They are the basis for protective coatings for car bodies as well as self-cleaning surfaces. However, there are also stain-resistant nano-fabrics for clothes and other textile products. This so-called “lotus effect” can be achieved because dirt particles cannot stick to the nano-coated fabric. Generally, nano-coatings are between just a few and several thousand atoms or molecules thick. They are already applied in several areas, from fillings for dentistry to protection against ultraviolet radiation in the latest sun lotions. Another segment of nanotechnology is the so-called “quantum dots”. Many of today’s computers have microstructures in their processors that can be defined as nanotechnological. However, these microstructures are not coatings but mechanically produced components. Further areas of application for nanotechnology include optoelectronics and medicine. In these areas nanoparticles provide new diagnostic methods and facilitate the development of therapeutics (e.g. contrast agents for computer or magnetic resonance tomography).

50多年前人们开始研究纳米技术,但直到近几年纳米技术才真正应用到人们的日常生活中来。奥地利公司同样在纳米技术领域进行了十分深入的研究并且生产出了很多重要的纳米产品。

纳米技术是一门交叉性的学科,包含物理学与化学。纳米技术主要是对各种物质材料的表层进行研究。1纳米相当于十亿分之一米(10<sup>-9</sup>米)。纳米技术主要是对物质材料的表层进行研究并进行原子重排从而创造出一系列具有特殊功能的材料。其中广为人知的当属添加于漆和合成材料中的纳米染料和纳米添加剂。在开发出用于车身的纳米防护漆的同时,又开发出了具有自洁功能的表面材料。在纺织业和服装业也应用纳米布料,这种纳米布料具有防尘防污的功效。而之所以拥有这种所谓的荷花效应是因为脏粒子不能依附于这种纳米材料。纳米是由几个或成千上万个原子和分子所构成的。纳米技术已成功应用于很多领域。例如牙医所使用的牙齿填充物,现代防晒霜当中的防紫外线成分。纳米技术的另外一个领域是量子点。因此现代计算机信息处理器当中的最小结构也被称为纳米技术。但这方面涉及的并不是涂层,而是机械生产的零部件。纳米技术也同样应用于光电子和医疗领域。纳米分子可以在研发新型诊断术和治疗学方面发挥巨大作用(例如计算机磁共振成像和核磁共振所使用的造影剂)。纳米分子也可以作为药物里高效物质的载体,例如在癌症治疗方面。另外很多植入物的表层也都运用纳米结构。而在农业领域纳米技术主要用于防治害虫的生物产品,在这些产品里纳米粒子是作为信息素的载体。

位于上奥地利州的Hueck-Folien公司也专门从事纳米技术产品的研发。最初以生产甜品Manner Schnitten的纳米外包装而闻名,而后公司又研发生产了各种各样的纳米产品。现在已生产从装饰膜到安全条形码等各种产品。此类安全条形码靠光效应来识别,而光效应是借助纳米光子获得的。由此获得的认识也可用于较大的面积。



Nanotechnological mini-components can be used for state-of-the-art computer processors.  
纳米技术的袖珍配件在现代计算机处理器方面发挥作用。

Nanoparticles are used as carriers for active ingredients in drugs, for example for cancer therapy. However, also implants with nanostructured surfaces were also already developed. Nanotechnology is also supposed to be the key for biological pest control of agricultures, with nanoparticles carrying pheromones.

Hueck-Folien, the Upper Austrian company, is an impressive example of the goals that have already been accomplished in the nanotechnology sector. This company originally produced the packaging for "Manner Schnitten" [a traditional Austrian

同样Zumtobel Staff公司也发现了纳米结构良好的光传导性能。这家位于福阿尔贝格州的灯具企业将具有卓越光传导性能的纳米分子运用到新一代太阳能电池的研发当中,例如薄膜太阳能电池。

而位于布尔艮兰州的Blue Chip Energy有限责任公司则将薄膜太阳能电池的背面用纳米技术进行加工使得光能转化为热能的效率大大提高。纳米技术也同样应用于农业生产当中,如纳米传感器。利用纳米传感器可以查明植物、家禽、农作物的生长状态和需求。Isotec公司研发各种多功能小型传感器,这些传感器可以对空气和水体





**Dirt particles simply bead off surfaces: this lotus effect is the result of nanocoating.**  
 污染颗粒在纳米涂层表面就像水珠从荷花上滴落一样简单。

sweet) before they explored new applications by further developing their product range. Today, Hueck-Folien manufactures an array of products ranging from decorative foils to security strips. The latter include detection patterns that are based on nanophotons-induced lighting effects. The know-how resulting from this development can also be applied to larger surfaces.

Other companies like Zumtobel Staff take advantage of the nanostructures' optical conductivity. The lighting company from Vorarlberg uses the light-conducting properties of nanoparticles for the further development of the next generation solar cells. The results are so-called thin film solar cells. This is where Blue Chip Energy GmbH from Burgenland

中的有害物质进行在线监测或者用于医学快速检测。此外传感器还可以反馈人体机能在穿某些纺织品时的状态信息或者检测食品包装中的有害物质。很多企业在其产品生产的过程中也应用这些传感器。

施泰尔马克州的AVL公司生产高灵敏度的燃气传感器，这种传感器可以测量发动机、燃料电池和反应器中的燃气浓度。同样来自施泰尔马克州的奥特斯集团在生产各种印制电路板时运用纳米传感器的光学性能使得宽带数据传输的效率大大提高。而伯乐特种钢有限责任公司则运用纳米技术生产具有特殊性能的工具，例如，特种钻头经过纳米涂层便可在一些非常坚硬的材料上极其精确地钻孔。



comes in. Their goal is to modify the structure on the back of these thin solar cells with nanotechnology to increase their efficiency for the conversion of sunlight into heat.

Nanotechnology also finds its way into the world of agriculture. Nano-sensors will be able to determine the conditions and needs of plants, animals and agricultural products. Isotech develops organic miniature multi-sensors for the online monitoring of pollutants in the air and water, which can also be used for rapid tests in the medical sector. The sensor provides feedback about bodily functions while wearing specific textiles or detects harmful substances on food packagings. These sensors are also used by various companies during the production process.

The Styrian company AVL produces gas sensors with high sensitivity for the measurement of gas concentrations in motors, fuel cells and reactors.

Another Styrian company, AT&S, uses the optical properties of these sensors during the production process of circuit boards to achieve broadband communications with high data transmission rates. Böhler Edelstahl uses nanotechnology to give its tools specific properties. Special drills with nano-coatings provide high-precision drilling capabilities for difficult materials.

Alicona GmbH creates highly specific nano-applications. The company provides optical 3D-surface measurement systems for quality assurance in laboratories and production processes. These systems measure the roughness and form of various surfaces. The so-called cutting edge measurement and the measurement of the smallest radii and angles are typical applications that have become possible with nanotechnology.

Platingtech Beschichtung GmbH is specialised in surface technology. The company develops and manufactures products for applications in sectors such as refined woven wire cloth, fully metallised textiles and textile-based conduction paths (selective metallisation). These products are not used for clothes. Metallised fleeces combine high conductivity with corrosion resistance and are used for shielding electromagnetic radiation in cables, electric devices and rooms and are the basis for textile heating elements and sensitive floor coverings. —



Alicona有限责任公司也将纳米技术用于非常特殊的领域。企业提供光学三维表层测量系统来保障实验室研究和产品生产的质量。此系统可以测量不同表面的轮廓和粗糙度。而所谓的切棱测量和微半径与角度的测量则是纳米技术最为典型的应用。

Platingtech 涂层有限责任公司专门研发纳米表层技术,企业所研发生产的产品用于优质金属丝网,各种整面金属化的纺织材料以及基于纺织材料的导体(选择性喷镀金属),但这些不用于服装。这些经过金属喷镀的纤维网拥有极高的导电性和抗腐蚀性,可以有效地屏蔽电缆、电器以及室内的电磁辐射以及作为纺织加热元件和高敏度地板的制作基础。

# Electronics from Austria

## 奥地利的电子科技

### for the entire world

### 服务全球

**Austria is a renowned research location for many fields. In recent years, the efforts in the electronics sector have been intensified.**

The key areas are energy efficiency (especially for lighting technologies), electromobility, information and communication technology as well as education and health. Approximately one third of all expenditures for research and development in Austria's industry come from the electro and electronics industry. These investments are a significant contribution to the country's innovative strength. Research and development investments are indispensable, especially for the development of new technological fields.

Smart Grids is one of the sectors with strong potential. These are "intelligent" power grids using state-of-the-art information and communication technology to ensure the efficient operations of energy supply facilities. Smart Grids are the technological basis for the expansion of a domestic, decentralised energy supply with renewable energy sources. They are also the infrastructural foundation for electromobility.

The core competences of the Austrian industry in the electromobility sector are primarily focused on supplier industries. The technological fields represented in the Austrian Federal Economic Chamber's Association of the Electro and Electronics Industries (FEEL) range from producers of components, cable manufacturers, producers of control systems and electric motors to providers of infrastructure technologies (traffic control systems, charging stations, energy technology). Furthermore, the Association of the Rail Industry, a partner organisation under the umbrella of the FEEL network, comprehensively develops an integrated mobility concept.

奥地利从许多方面来看都是一个受到推崇的科研所在地。近些年奥地利加大了在电子技术领域的投入。

重点是提高能效，特别是在照明技术、电动汽车技术、信息与通讯技术以及教育与卫生保健方面。国家将工业科研资金中的约三分之一都投放到了电气和电子工业当中，成为提升国家创新能力的重要举措。研发投资特别是对于建设新的技术领域来说是必不可少的。其中一个具有很大潜力的领域就是“智能”电网。这个电网借助现代化信息通讯技术对能源供应实行更高效的运作。智能电网为借助可再生能源扩大国内的分散能源供应提供了技术上的支持。另外智能电网还为电动汽车在基础设施方面奠定了基础。奥地利在电动汽车技术领域的重要专长在于配件工业。奥地利联邦商会电气和电子工业行业协会所包括的技术领域从电子元件制造商、电缆制造商、遥控设备和电子发动机制造商到基础设施技术供应商(交通遥控系统、充电站、能源技术)。此外联邦商会电气和电子工业行业协会还与轨道工业协会合作成立伙伴组织，跨行业地开发一体化的交通方案。现在一户家庭如果放弃使用白炽灯，就可以节省约三分之二的能源开支。2009年在欧洲出台的第244号“禁止白炽灯”规定及其对贸易带来的影响给灯具行业和每个普通老百姓都带来了很大的变化。在研发高能效的照明技术方面，奥地利公司也同样在世界范围处于领先地位，奥地利联邦商会电气和电子工业行业协会在此列举欧司朗公司、奥地利飞利浦公司、德国喜万年公司、西特克奥地利有限公司、Thorn Licht公司、Trilux-Leuchten公司、上市公司奥德堡照明以及Leopold Rokos有限责任公司。

无论是在覆盖全国的移动通讯领域、还是在智能车辆技术、高效交通管理、医学技术和现代化能源系统的使用领域，创新信息通讯技术成果在我们日常生活中无所不在并给我们的日常生活带来很多帮助。很多奥地利企业和国际企业都在奥地利研发创新信息



**Zumtobel delivers the highest LED-efficiency and perfect line management with lyon, its latest emitter programme.**  
 Zumtobel 公司以最新的射灯项目lyon提供最高效率的发光二极管和完美的垂直管理。

Modern households can save approximately two thirds of their energy costs by eliminating incandescent lamps for lighting. The European regulation 244/2009 (banning incandescent lightbulbs) and its effects on trade involve significant changes for everybody. Several Austrian companies are pioneers in the energy-efficient lighting technology sector. In this area the Association of the Electro and Electronics Industry (FEEI) at the Austrian Federal Economic Chamber can name companies such as Osram, Philips Austria, Havells Sylvania Germany, Siteco Österreich, Thorn Licht, Trilux-Leuchten and the listed company Zumtobel Licht from Vorarlberg as well as Leopold Rokos GmbH.

通讯技术并且生产相关产品。英飞凌科技奥地利股份公司所生产的半导体产品在能源获取和传输、车辆电池充电、向智能电网进行电力回传方面发挥了至关重要的作用。它可以大大降低车辆驱动和电子方面的费用并显著提高电池的工作范围和效率。位于奥地利维也纳的卡普施移动通信公司是全球移动通讯系统市场的骨干企业。企业在收购北电运营商网络部分后更是一跃成为了列车无线电通讯领域中的领头羊。列车无线电通讯技术使得国际铁路交通发生了巨大变革。列车无线电通讯技术使国际列车可以用同一种设备实现跨国通讯。恩智浦半导体有限公司在奥地利专门对手机和笔记本电脑的移动声音解决方案进行研发和生产,并在此领域和应用于安全、物流和汽车的非接触式技术领域处于国际领先地位。



Infineon Technologies Austria's semiconductor products play a central role for energetic recovery systems in Smart Grids.  
奥地利 Infineon 技术有限公司的半导体产品在智能电网的电力回传方面起着核心作用。

Comprehensive mobile communication, intelligent automotive engineering, efficient traffic management, medical technology or the use of modern energy systems are all part of our daily lives. The achievements of innovative information and communication technologies (ICTs) support us in many areas. Several national and international companies research and manufacture ICT in Austria. Infineon Technologies Austria's semiconductor products play a central role for energy generation and transmission, charging vehicle batteries and returning energy into Smart Grids. They radically lower fuel consumption as well as the costs of electronics and increase the range and efficiency of batteries. The Austrian company Kapsch CarrierCom, with its headquarters located in Vienna, is one of the key players on the global GSM market. Kapsch has become the market leader in GSM-R technology (digital train radio) by taking over parts of Nortel's carrier networks division. GSM-R technology revo-





lutionises international railway traffic by enabling international trains to communicate with each other, using the same equipment.

NXP Semiconductors' research and production activities in Austria ensure the company's world market and technology leadership in the field of mobile acoustics solutions for mobile phones and laptops as well as the contactless technology sector for safety, logistics and automotive applications.

Lantig is a worldwide leading microelectronics company in the communication technology sector. Its research centre in Austria contributes significantly to the company's success with its innovative product concepts.

Austriamicrosystems, a leading manufacturer of analogue semiconductors, enjoying international success with its technically sophisticated solutions, stands for research and high-tech manufacturing at its Austrian company site. Highly qualified specialists develop and produce microchips for applications in the communications, industry, health and automotive sectors that make our lives easier, safer and more comfortable.

The German Fronius International company maintains an important mainstay of its research activities in Austria.

AT&S Austria manufactures circuit boards that become the "nerve centres" of many different electronic devices - such as mobile phones, digital cameras, hearing aids, industrial technologies or vehicles. These highly specialised circuit boards are primarily manufactured in Austria and the company's research work is also mostly done in this country.

The diversity of Melecs' portfolio gives its clients a good overview of every single segment and the transferability of their technologies. Heat dissipation concepts that have become the standard for automotive industries can also be applied to white goods (refrigerators, washing machines, etc.). Just as much as circuitries, which have led to cost-efficient solutions for white goods, can also be applied to communication technologies.

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**One of the most important research facilities of the German**  
德国的 Fronius 国际公司在奥地利也有其最重要的研究基地。  
**company Fronius International is also located in Austria.**

领特公司是全球领先的通信技术领域的微电子企业。位于奥地利的研发中心为企业创新产品的生产做出了巨大的贡献。奥地利微电子股份公司是全球领先的模拟半导体制造商，向世界各地成功提供技术含量很高的解决方案，代表着奥地利的科研和高科技生产。高水平的专家研发生产用于通讯、工业、医疗卫生和汽车业的微型芯片，从而使得我们的生活变得更加方便、安全和舒适。德国福尼斯国际有限公司在奥地利也有一家重要的研发基地。奥特斯科技与系统股份公司为各种各样的电子产品(手机、数码相机、助听器、工业技术、车辆)制造作为其“神经中心”的印制电路板。而这些高度专业化的印制电路板主要在奥地利生产，并且研发工作也主要在奥地利进行。Melecs公司所研发的丰富多彩的组合产品能够实现多领域共享。如，在汽车业应用的降温系统也同样可以应用于白色家电冰箱、洗衣机等。同样在白色家电中已经实现的经济电路系统解决方案也可以应用于通讯技术当中。

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### 3D images for tunnelling and mining Blast planning Geology

#### 3D images for surveying, geology and blast planning

3G Software & Measurement develops and markets systems for surveying and analysing rock and terrain surfaces based on three-dimensional images. 3D images are geometric models computed from photographs. An award-winning software program that easily enables the generation of such 3D images forms the basis.

3GSM's systems are delivered mainly to the engineering geology as well as geotechnics and blasting industry. Customers range from the smallest consultancies to the largest mining companies in the world. The systems for tunnelling and mining have been shipped to 30 countries worldwide so far. The main advantages are savings in production and excavation costs while maintaining overall safety (contact-free measurements, decrease of fly-rock). The groundbreakingly better quality of the results due to the 3D images is also advantageously applied at rock fall areas or dams.

Surveying as easy as taking photos.

3GSM - Simply Measure!

### 用于隧道挖掘和采矿的三维图像 爆破计划 地质学

#### 用于勘察、地质学以及爆破的三维图像

3G Software & Measurement 专业从事并向市场推出基于三维图像进行的岩石和地形表面勘察和分析系统。这些三维图像是通过使用照片计算得出的几何模型。因此可轻松生成三维图像的这一功能也是构成这一获奖软件的基础。

3GSM 系统主要面向工程地质学以及地质技术学和爆破行业。其客户来自世界各地，从最小型的咨询公司到最大型的矿产公司都有。到目前为止，用于隧道挖掘和采矿的系统已运往世界各地的 30 个国家。

其主要优势在于能够在降低生产和开凿成本的同时保证安全(无接触测量、减少飞石)。能够在质量上获得这样突破性的提高，是因为三维图像具有能够提供岩石滚落地区或堤坝处图像的优势。

勘察工作就跟拍照一样轻松。

3GSM——让测量工作更加简化!



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## Energy industry and natural resources

## 能源工业与自然资源

### aqotec - progressive energy solutions

In line with its philosophy - "intelligent solutions based on proven and efficient components" - aqotec offers solutions and products for energy transmission and distribution for remote and district heating projects. As a system provider, aqotec supports its customers from the initial idea of building a heating plant and the planning period up to providing components such as district heating stations, tubing and insulation for the heating network. More than 350 heating networks are managed by aqotec. The business areas of aqotec include district heating stations, compact heat distribution systems, assembly, control and communication technology, tubing and insulation of heating networks. Today, aqotec is a European competence centre for district heating stations made for the distribution of heat generated from ecological biomass. Renewable energy and its technology are our area of activity. aqotec plants meet the highest quality standards. They are manufactured in accordance with the following guidelines and regulations: - ISO EN 9001:2008 - Welding certification - respective DIN and VDE regulations - AGFW guidelines. Domestic production is the basis for top quality.

### aqotec——先进的能源解决方案

aqotec 坚持以其理念为指导——“以已证明的和高效的组件为基础提供智能解决方案”，为用于远程和区域供热工程的能量传递和分布提供解决方案和产品。作为一家系统供应商，aqotec 可为客户提供各类支持，从建造供热设备的初步设想和规划阶段，一直到提供各类组件，如，用于区域供热站，以及供热网的导管铺设和绝缘。目前已有超过 350 个供热网由 aqotec 进行管理。aqotec 的业务范围包括区域供热站、紧凑型热量分配系统、装配、控制和通讯技术，以及供热网的管道铺设和绝缘。如今，aqotec 已成为用于分配利用生态生物质生成热量的区域供热站的欧洲能力中心。可再生能源及技术均属我们的活动领域。aqotec 设施符合最高质量标准。它们的制造符合以下规范指南和规程：

- ISO EN 9001:2008
  - 焊接认证
  - 各种相关的 DIN 和 VDE 规程
  - AGFW 指南
- 国内生产是其最高品质的基础。



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**Machinery and equipment manufacturing**  
**Construction and Infrastructure**  
**Environmental technology**

**机械和设备制造**  
**建筑与基础设施**  
**环境技术**

**Measuring instruments for water quality monitoring**

s::can is the inventor, technology leader and world's leading supplier of UV-Vis spectrometer probes, other optical probes and accessories for the monitoring of water and other kinds of liquids.

s::can offers a full range of sensors for monitoring nutrients, organic substances and physical parameters for various purposes - online, in-situ, auto-cleaned, virtually maintenance-free and works-calibrated.

The spectrum of applications for s::can technology includes: communal and industrial wastewater, drinking water treatment, surface water, source water, pipes, distribution networks, sewers and industrial processes.

The parameter range covers: BOD, COD, BTX, TOC, DOC, NO<sub>3</sub>, NO<sub>2</sub>, NH<sub>4</sub>, K<sup>+</sup>, F<sup>-</sup>, TSS, Turbidity, pH, ORP, EC, O<sub>2</sub>, O<sub>3</sub>, H<sub>2</sub>S, free chlorine, total chlorine, contamination alarm, UV-254, colour, temperature, hydrocarbon alarm, a.o.

**水质监测仪**

s::can 是紫外可见光谱仪探头和其他各类光学探头及附件的领先供应商，在水质与其他各类液体的监测领域拥有各项发明和技术。

s::can 为监测养分、有机物质和物理参数等各种用途提供各类传感器，产品齐全——包括在线、原位、自动清洗、免费虚拟维护和工程校准。

s::can 技术的应用领域包括：社区和工业废水、饮用水处理、地表水、水源、水管、配水管网、下水道以及工业生产过程。

参数范围包括： BOD、COD、BTX、TOC、DOC、NO<sub>3</sub>、NO<sub>2</sub>、NH<sub>4</sub>、K<sup>+</sup>、F<sup>-</sup>、TSS、浊度、pH、ORP、EC、O<sub>2</sub>、O<sub>3</sub>、H<sub>2</sub>S、游离氯、总氯、污染警报、UV-254、颜色、温度、油气报警等。

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### Electro-Mechanical Differential Systems Environmental technology

### 机电差动系统 环境技术

#### SET Sustainable Energy Technologies - Power for Energy

##### Electro-Mechanical Differential Systems

Based on innovative engineering methods and some 25 years of expertise, SET develops and manufactures electro-mechanical differential drives.

SET is a technology company providing variable-speed, medium voltage drive systems.

USP/ADVANTAGES: Implementing electro-mechanical differential systems means that **heavy, bulky parts can be eliminated** from the nacelle of a WEC. The losses associated with state-of-the-art power electronics systems are also avoided. One of the main advantages of separately excited medium voltage synchronous generators connected directly to the grid are their **outstanding electrical properties**. In addition to a virtually perfect sine wave that can be achieved without harmonic filters, this type of generator behaves ideally, especially when there are grid faults, such as during low voltage ride through (LVRT). Last but not least, the electro mechanical differential system not only features all the technical benefits described above but also provides excellent system efficiency.

#### SET Sustainable Energy Technologies—— 能量动力

##### 机电差动系统

SET Sustainable Energy Technologies 凭借其创新工程设计方法和 25 年的专业技术知识，开发并制造机电差动驱动。

SET Sustainable Energy Technologies 是一个提供变速、中压驱动系统的技术公司。

USP/优势: 实施机电差动系统意味着可将**粗重庞大的部件**从 WEC 的引擎机舱中淘汰。还可以避免与先进电力电气系统相关的**损失**。与电网直接相连的他励中压同步发电机的主要优势之一在于其**优越的电气性能**。除了能实现几近完美的正弦波而无需谐波滤波器之外，这种发电机的表现堪称理想，尤其是出现电网故障时，例如在低电压穿越过程中(LVRT)。

最后但同样重要的是，电机差动系统不仅具备以上技术优势，还具备卓越的系统效率。



**Small wind turbines**  
**Environmental technology**  
**New technologies**

**小型风力涡轮机**  
**环境技术**  
**新技术**

**Small wind turbines with 15kW, island grid capability, manual set-up**

The STEP V2 wind turbine has a power range from 5 to 15kW. Therefore, it can also be deployed in areas with low wind speeds and still generate usable outputs. This wind turbine is suited for ON and OFF-Grid operation. The construction is based on a consciously simple design. Wear-free and permanently lubricated components minimise the costs for maintenance and spare parts. Therefore, this wind turbine can also be deployed in countries where no standardised European components are available.

**Specifications:**

Rated power: 15kW - Start speed: 2.5m/s

Rated speed: 10.5m/s - Cut-out wind speed: 25m/s

Brake system: aerodynamic and maintenance-free brake - Ambient temperature: -25 to +40°C

3 blade Rotor diameter: 9m

Generator: PMG, gearless

Rated rotational speed: 120rpm - Control: pitch

Orientation: down wind

Height of mast: 18, 24, 30m

Certification: IEC 61400-2

**小型风力涡轮机功率为 15kW, 具备岛栅能力和手动设置功能**

STEP V2 风力涡轮机的功率范围为 5kW 到 15kW不等。因此它能在低风速的区域进行调配并仍可产生可用输出。该风力涡轮机适合于并联和岛栅运行。该结构以一种有意简化的设计为基础。无磨损及永久润滑部件将维护和备件的成本降至最低。因此该风力涡轮机能在标准欧洲部件不适用的国家进行调配。

**规格:**

额定功率: 15kW

启动速度: 2.5m/s

额定速度: 10.5m/s

切出风速: 25 m/s

制动系统: 气动和免保养制动

环境温度: -25 到 +40°C

叶片数量: 3

转子直径: 9 m

发电机: PMG、无齿轮

额定旋转速度: 120rpm

控制: 节距

定向: 顺风

桅杆高度: 18、24、30m

认证: IEC 61400-2



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**Bioethanol technology**  
**Engineering**  
**Machinery and equipment manufacturing**

**生物乙醇技术**  
**工程**  
**机械和设备制造**

**Bioethanol - energy and cost efficient processing**

The energy efficiency of production facilities is key to saving greenhouse gas emissions in the production of biofuels. Modern, energy-saving technology is an important contribution to climate protection and sustainability while reducing the plant's operating costs.

Vogelbusch bioethanol plants are the most advanced in terms of yield and energy saving. Innovative plant design and optimised processes based on decades of experience contribute significantly to their success.

Many important improvements in ethanol process technology that are now state of the art have been introduced to the industry by Vogelbusch. With an annual combined capacity of more than five million tonnes, Vogelbusch is an internationally recognised technology supplier to the ethanol industry. Headquartered in Vienna and with subsidiaries in the US and Hong Kong, the Austrian company offers bioprocess engineering services across the world.

**生物乙醇——高效益能源和成本的工艺**

在生物燃料生产中，生产设施的能源高效性是减少温室气体排放的关键因素。现代、节能的技术对气候保护和可持续发展非常重要，同时还可降低工厂的运行成本。

奥高布殊（Vogelbusch）生物乙醇工厂是在产量和节能方面均处于领先地位的企业。创新的工厂设计和基于数十年经验的优化工艺促成了公司的成功。

目前尖端乙醇加工技术的许多重要进步都已被奥高布殊引入到工业中。奥高布殊每年的总设计量达500多万吨，不愧为乙醇工业中国际认可的技术提供商。这家奥地利公司的总部位于维也纳，在美国和香港设有分公司，它为全世界提供生物工艺工程设计服务。



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### New technologies

#### Leading Cement Pyroprocess Technology Intelligent Combustion Solutions

#### A TEC and GRECO - Unique global pyroprocess technology for the cement industry

A TEC, the Austrian specialist for pyroprocess optimisation and consultancy services in the cement industry, has provided worldwide unique process know-how paired with strategic partnerships in various process technologies since its beginnings in 1995.

The company's headquarters is located in Austria. A TEC's process engineers are constantly improving and developing new products and processes for the heart of cement plants: the cement pyroprocess. This ensures A TEC's global leading position in cement pyroprocess technology.

In 2010, A TEC and the Brazilian burner company GRECO decided to join forces and bring global solutions in the pyroprocess of cement plants. With these new opportunities, A TEC and GRECO are operating ten different worldwide offices as well as production plants to offer products and services for the cement industry close to the required installations.



### 新技术

#### 领先的混凝土高温工艺技术 智能燃烧解决方案

#### A TEC - GRECO - 混凝土行业唯一的全球性高温工艺技术公司

A TEC 是一家专业从事混凝土行业高温工艺优化与咨询服务的奥地利公司,自 1995 年创始起该公司就不断向全球公司提供独特的工艺诀窍和各类工艺技术的战略合作伙伴关系。

公司总部设在奥地利。A TEC 工艺工程师始终在为混凝土工厂的核心: 混凝土高温工艺,不断改进和开发新的产品和工艺。正因如此, A TEC 在混凝土高温工艺技术中始终保持着全球领先地位。

在 2010 年, A TEC 与巴西燃烧炉公司——GRECO 决定联手, 共同推出混凝土工厂高温工艺的全球性解决方案。在这样的新机遇中, A TEC - GRECO 目前在全球十个不同地点的办事处(包括生产工厂)经营业务, 为混凝土行业提供贴近客户所需装置的产品和服务。



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**Cooling compressors for domestic refrigerators**  
**Environmental technology**  
**Energy efficiency in domestic refrigeration**

**Cool innovations from Fürstenfeld**

ACC Austria GmbH is the worldwide technology leader in the cool compressor market and produces up to 7 million cooling compressors at its Austrian company site in Fürstenfeld every year. ACC Austria is part of the worldwide operating ACC group. The primary goal of its approx. 850 employees in Fürstenfeld is to be the best at what they do - providing the best technology in top-quality for clients and the environment. Energy efficiency and sustainability are the basis for every new development. The people from Fürstenfeld set new standards for the cooling compressor and refrigerator industry with their Delta compressor. This latest innovation is 50% lighter than conventional compressors and, therefore, sets new standards due to its material efficiency and minimised transportation costs - while providing the highest possible energy efficiency!

ACC's development team was awarded the Austrian State Prize for Innovation for this technology! Innovation from Fürstenfeld!

**家用冰箱的制冷压缩机**  
**环境技术**  
**家用冰箱的能源效率**

**来自 Fürstenfeld 的制冷创新**

ACC Austria GmbH 是世界制冷压缩机市场中的技术领先企业,它在奥地利 Fürstenfeld 的公司每年可生产 7 百万台制冷压缩机。ACC Austria 是 ACC 全球集团的一部分。Fürstenfeld 约有 850 名员工,他们的首要目标便是精益求精——利用最棒的技术为客户和环境提供顶级质量。能源效率和可持续性开发是开发每项新技术的前提。Fürstenfeld 员工通过他们的 Delta 压缩机,为制冷压缩机和冰箱行业树立了新的标准。此项最新的创新比传统压缩机轻 50%,凭借其材料效率和最低运输成本为业内建立了最新标准——同时实现最大的能源效率!

ACC 的开发团队因为此技术获得了奥地利国家创新奖!来自 Fürstenfeld 的创新技术!



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**Automotive Industry**  
**CNC Transfer Centre**  
**Precision machining**
**汽车工业**  
**数控机床转换加工中心**  
**精密加工**
**New: Transfer Centre - flexible and productive machining of precision parts**

ANGER MACHINING GmbH is an innovative manufacturer of turnkey CNC machining solutions for high precision milling parts of series manufacturing. For the first time, the pioneering multi-spindle "ANGER Transfer Centre" technology combines flexibility and high productivity, and has served as the basis for the successful breakthrough of ANGER machinery in the world's manufacturing industry since the company's foundation in 1982. Long term relationships with leading OEMs like Audi, Chrysler, Daimler, GM and Volkswagen, as well as world major Tier-1 automotive suppliers like ZF, Mahle, Magna, Bosch, Schaeffler, Thyssen, Linamar Group and many more. ANGER's high performance machining solutions cover a wide range of complex aluminium die-cast as well as steel precision parts in automotive transmission and engine manufacturing, such as valve body, crank shaft, crank case, converter housing, engine cover, transmission case etc. A strong focus on innovation and 30 years of experience in milling technologies. Awarded with the federal innovation prize 2011 as the most innovative company in Austria.

**最新消息：固定工具转换加工中心——灵活高效的精密零部件加工**

安格尔高效机械设备公司是一家提供一次性完成式数控精加工解决方案的创新制造商。开拓性多轴“ANGER Transfer Centre”安格尔固定工具转换加工技术首次将灵活性与高效性结合起来，并成为安格尔机械设备在世界零配件加工行业成功突破的基础。长期与世界领先汽车制造企业（OEM）合作，如奥迪、克莱斯勒、戴姆勒、通用汽车和大众汽车，以及知名的汽车配件一级供应商（TIER-1），如采埃孚、马勒、麦格纳、博世、舍弗勒、蒂森、利纳马集团等等。安格尔的高性能加工解决方案包含各种复杂的压铸铝件，以及汽车传动和发动机制造中使用的钢体精密部件，例如阀体、曲柄轴、曲柄箱、转换器壳、发动机罩、变速箱等。本公司十分注重创新，并且在铣削技术方面具有 30 多年的经验。

安格尔高效机械设备公司荣获2011年奥地利国家最创新公司联邦创新奖。

**ANGER**  
ANGERMACHINING GMBH


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**Vehicle safety development**  
**Vehicle safety test facilities**  
**Vehicle safety engineering**

**车辆安全开发**  
**车辆安全测试设施**  
**车辆安全工程**

**Vehicle safety development**

The company deals with all the relevant issues regarding vehicle safety development.

Its main emphases are vehicle interior development, vehicle body development, development crashes, test stand development and construction, pedestrian protection, pedestrian protection sensors, check and test performances for special body manufacturers such as rescue vehicles (according to DIN 1789) and fire-fighting vehicles, whereas virtual product development is one of the most important development tools besides for performing tests.

As a development partner of renowned car manufacturers we stand for a holistic, quick and efficient development process. Highly-qualified vehicle specialists in interdisciplinary project teams develop safety solutions that are required by today's and tomorrow's legislation.

**车辆安全开发**

公司主要处理与车辆安全开发相关的所有问题。企业致力于对汽车内部研发、汽车车身研发以及汽车撞击检测和测试台的开发,保障行人安全,研发行人安全保障传感器,对特定制造商所制造的救援车(依据 DIN 1789)和消防车进行检验并作相关试验。另外除了测试检验,模拟产品也是一个重要的研发工具。

作为研发合作伙伴和著名的汽车制造商,我们一直致力于全面、快速、高效的研发。高水平的汽车制造专家在跨学科的项目小组中依据法律制定必要的安全解决方案。



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**Burning systems**  
**Combustors**  
**Combustion technology**

燃烧系统  
 燃烧器  
 燃烧技术

### CS Combustion Solutions

#### Your experts for burners and combustors

CS Combustion Solutions GmbH is a young, dynamic company in the fuel technology sector. Its employees draw upon decades of experience in the combustion technology segment for alternative fuels and refuse derived fuels. This includes burning systems for gaseous, liquid and pulverised fuels as well as injection systems, pre-combustion chambers and the planning, manufacturing and assembly of vertical and horizontal combustors. Our clients are mostly from the following industries:

- refinery, petrochemistry, chemical industry & pharmaceuticals
- pulp industry, environmental technology
- municipal and private disposal companies

### CS Combustion Solutions

#### 您的燃烧炉和燃烧器专家

CS Combustion Solutions 是燃油技术领域的年轻、充满活力的公司。其员工在数十年间积累了备用燃油和废弃物衍生燃料方面丰富的燃烧技术经验。这包括气态、液体和粉末燃料的燃烧系统以及喷射系统、预燃室和垂直和纵向室的计划、制造和装配。我们的客户大多数来自以下行业：

- 炼油、石油化学、化工业和医药
- 纸浆工业、环境技术
- 市政和私人处理公司



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**Passenger ropeways**  
**Material ropeways**  
**Urban transport systems**

**载人索道**  
**载货索道**  
**城市运输系统**

**Doppelmayr group**  
**Quality, technology and world market**  
**leader in the ropeway industry**

Precise knowledge of customer requirements and uncompromising reliability are the basis for world-wide market leadership. Doppelmayr's transport solutions are dependable: in close co-operation with its clients, the company develops efficient passenger transport systems for winter and summer tourism resorts as well as contemporary public transport systems for cities, airports, shopping malls, amusement parks, trade fairs and other institutions with corresponding transport requirements.

Flexibility, commitment, extensive know-how and pioneering spirit ensure that Doppelmayr always meets new challenges. Doppelmayr is the only producer of ropeway systems that not only provides its solutions but also realises them.

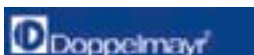
The group maintains production sites as well as sales and service operations in more than 33 countries around the world and has realised more than 14,200 ropeway systems for clients in over 85 countries so far.

**多贝玛亚集团**  
**索道行业之质量、技术和世界市场领军企业**

对顾客要求的精确认知以及坚固的可靠性是成为世界级领军企业的基础。多贝玛亚的运输解决方案是让人信赖的：该公司与客户紧密合作，开发出高效率的载人运输系统，普遍应用于冬季和夏季旅游度假区以及现代化的公共交通系统，用于城市、机场、商场、游乐园、集市和其它有相应运输要求的场所。

灵活性、专注性、广泛的知识 and 开拓精神保证了多贝玛亚总是能够战胜新的挑战。多贝玛亚是唯一一家不单提供解决方案，还将其付诸实施的索道系统生产商。

该集团在世界范围内超过 33 个国家拥有它的生产基地以及销售和服务机构。到目前为止，它已经为 85 个以上国家的客户提供了 14,200 多个索道系统。



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### New technologies

#### Safety

#### Docking systems for ships/floats

### 新技术

#### 安全

#### 船只/漂浮物停靠系统

### The new standard in docking yachts & floating structures

More convenience in the marina.

Less rocking, less rolling, less pitching and no squeaking rope noises. Fixed, customer-defined stern-to-pier distance makes boarding and disembarking easy.

Clean, simple, safe, independent and stress-free docking.

No fishing for dirty, mussel-infested mooring lines. Easy, quick positioning, a simplified docking manoeuvre while staying on board: No jumps overboard, no shore-side assistance.

Easy, quick departures: No danger of lines damaging propellers, no piles in the way.

Safety during a storm: The DualDocker minimises kinetic energy and the resulting braking forces during a storm. The high damping capacity keeps the yacht more stable and safe in the harbour. The DualDocker's towing and diagonal lines have to be used in case of strong wind or high waves.

Effective theft protection: Saltwater resistant padlocks avoid unauthorised untying and reduce the risk of theft.

### 游艇和漂浮结构的新停靠标准

为停靠区带来更多便利。

减少摇摆、旋转、倾斜，不再有绳索噪声。由客户确定船尾到码头间的固定距离固定，使登船和离船更加容易。

干净、简单、安全、独立并且无紧张感停靠船只没有人在肮脏、滋生贝壳的系船索旁捕鱼；利用简化的停靠方法，不用下船即可简单、快速地找到停靠位置：离船时无须蹦跳，也不需要岸上帮助。简单、快速地离岸：没有因系船索造成螺旋桨损坏的危险，也没有障碍物阻挡。

可在风暴中保持安全：DualDocker 在风暴中可使活动能量最小化以及由此导致的制动力。强抑制能力可保持游艇在港口内更稳定安全。

DualDocker 在强风和大浪的情况下必须使用它的拖拽和斜拉绳。

有效防盗：防咸水的挂锁可避免被无关人员打开，从而降低被盗的风险。



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**Machinery and equipment manufacturing**  
**Industrial burners**  
**Ultrasonic spray nozzles**

**机械和设备制造**  
**工业燃烧炉**  
**超音波喷管**

**50 years of experience from a simple idea  
to individual combustion technology**

Our successful history began with the foundation of DUMAG in 1930 in Vienna. 30 years later the owner Adalbert Marko acquired the patent for an ultrasonic nozzle that has been further developed. During this development up to now DUMAG registered a lot of patents concerning the nozzle and all the equipment regarding combustion technology. The burners are specially designed for every kind of liquid or gaseous fuel and/or waste.

**PORTFOLIO:**

Industrial burners with power ranges from 1 MW to 175 MW for individual or combined incineration of standard, contaminated and/or liquid fuels, lean and waste gases for application in firing chambers, steam boiler, rotary furnaces, fluidised bed combustion facilities, power stations and municipal waste incineration facilities and others.

Solutions for complex incineration tasks.

Our products are well proven and tested during recent decades.

**50 年经验**

**从简单的想法到独立的燃烧技术**

我们的成功历史始于 1930 年在维也纳成立的 DUMAG 贸易公司。

30 年后业主 Adalbert Marko 获得了经过进一步开发的超音波喷管专利。在到目前为止的开发过程中, DUMAG 注册了许多涉及喷管和与燃烧技术有关的全部设备的专利。

我们的燃烧炉专门为各类液体或气体燃料或废料设计而成。

**产品系列:**

工业燃烧炉, 功率范围从 1 MW 到 175 MW 不等, 用于燃烧室、蒸汽锅炉、旋转炉、流化床燃烧设备、发电站、城市垃圾焚烧设施和其它设施的普通、受污染和/或液体燃料、贫气以及废气的个别或混合焚烧。

复杂焚烧任务的解决方案。

我们的产品在近几十年已经过充分证明和全面测试。



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**Environmental technology**  
**Compressors and pumps**  
**Engineering, thermodynamics, heat exchangers**

**环境技术**  
**压缩机和泵**  
**工程、热力学、热交换**

### Industrial heat pumps for heat and cold generation up to 150°C

The heat pump was invented in Austria more than 150 years ago.

ECOP revolutionises this pump and develops eco-friendly, sustainable heating and cooling technologies. So far, only temperatures up to 75°C were achieved efficiently. Therefore, it was not possible to increase savings in the one sector with the highest energy consumption rate: industry.

The innovative ECOP technology is the very first that can be applied to industrial processes. This technology can generate temperatures ranging from 150°C to -20°C. Not only can it be applied to a multitude of industrial processes, it can also be used for the practical recycling of exhaust heat. As a result, power consumption, operating costs and CO<sub>2</sub> emissions can be reduced without any restrictions to the individual liberties of people. A special, eco-friendly medium is used for this technology to complete its thoroughly eco-friendly aspects.

### 工业热力泵, 150 度的热力和制冷

热力泵发明于 150 年前。

ECOP 公司对其进行了革命性的改进, 生产出了环保、可靠的制暖和制冷系统。迄今, 温度只有达到 75 度以上才能实现高效。为此, 其很少被用于需要大量耗能的工业领域。

我们革新型的 ECOP 技术改变了这一情况, 使用该技术可以使热力泵广泛应用于工业领域。该技术可以使制热温度提升到 150 度, 制冷温度可以达到 -20 度。这一特性使该技术在工业领域具有广泛的使用范围。使用该技术可以减少用电量, 降低生产成本, 减少 CO<sub>2</sub> 的排放, 人们无需再因节约能源而影响自己的生活了。这一技术采用了一种特殊的、环保的媒介, 从而实现了彻底环保的理念。



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**Complete vehicle development**  
**Powertrain systems**  
**Technology and software**

**完整汽车开发**  
**传动系统**  
**技术和软件**

**Engineering Center Steyr (ECS) - 150 years of engineering experience**

Engineering Center Steyr is the so-called "Center of Excellence" for worldwide development services within Magna Powertrain and Magna International. ECS provides the following range of services at its company site in St. Valentin:

- commercial vehicle development
- powertrain systems
- software & simulation
- electrics & electronics
- testing services
- production

The functional orientation of these services is the basis of short development periods and lean engineering. A worldwide-operating engineering network enables the processing of programmes for all key markets in which ECS's clients are operating successfully. A 40-hectare test track for function and durability testing, 16 fully automated engine test benches, 3 powertrain test benches, a fatigue/strength test laboratory and last but not least the 4WD chassis dynamometer for vehicles with axle loads up to 4.5t make ECS a true full-service provider.

**ECS - 150 年工程设计经验**

Engineering Center Steyr 隶属于麦格纳动力和驱动系统 (Magna Powertrain) 和麦格纳国际 (Magna International)，被称为“卓越中心”，它提供世界范围的开发服务。

ECS 在它位于圣瓦伦丁的公司地点提供以下服务：

- 商用汽车开发
- 传动系统
- 软件和模拟
- 电气和电子
- 测试服务
- 生产

这些服务以功能为导向，为缩短开发时期和精益工程奠定了基础。ECS 所提供的在世界范围内运营的工程设计网络为所有关键市场执行项目，使 ECS 的客户在这些关键市场中成功运营。ECS 拥有一个 40 公顷的功能和耐久性测试场地、16 个全自动的发动机测试台、3 个传动测试台、1 个疲劳/力量测试实验室，以及 4WD 底盘测试台，用于测试 4.5 吨级轮轴荷载的汽车，这使得 ECS 成为真正的全方位服务供应商。



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## Plastics Recycling

### EREMA Engineering Recycling Maschinen und Anlagen GmbH

Since its foundation in 1983, EREMA Engineering Recycling Maschinen und Anlagen GmbH has been specialised in the development and production of plastics recycling plants and technologies for the plastics processing industry. This company from Ansfelden is the world market and innovation leader in these sectors.

Numerous patents and many energy-saving, eco-friendly plants as well as top quality and maximum customer orientation are the basis for its continuing international success. State-of-the-art technology and worldwide service guarantee that EREMA system operators benefit from their machines and plants as much as possible.

330 employees work for this Austrian group of companies worldwide. Individually customised recycling solutions for every application are realised with subsidiaries in the US, China and Japan as well as 40 representations on all five continents.

## 塑料 回收利用

### 埃瑞玛塑料再生工程机械设备有限责任公司

埃瑞玛塑料再生工程机械设备有限责任公司创立于 1983 年, 专门为塑料处理行业开发和生产塑料回收利用设备和技术。该公司位于安斯菲尔登, 在全球市场和创新领域属行业翘楚。

数目众多的专利、众多的节能环保设施、卓越的质量及最大限度地以客户需求为导向, 所有这些都是该公司在国际上不断取得成功的基础。一流的技术和全球性服务确保了埃瑞玛系统的用户可以对设备进行最充分的利用。

这个奥地利公司在全球范围内有 330 名员工。而在美国、中国、日本的分公司以及在五大洲的 40 个代表处均可为不同的用途量身定制回收利用解决方案。



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**Machinery and equipment manufacturing**  
**New technologies**  
**Electrical engineering and electronics**

**机械和设备制造**  
**新技术**  
**电气工程与电子**

**EV Group (EVG)**

EV Group (EVG) is a world leader in wafer-processing solutions for the semiconductor, MEMS and nanotechnology industry. The broad range of lithography and wafer bonding equipment and inspection systems is developed and manufactured exclusively at EVG's headquarters in St. Florian am Inn, Austria.

Notable industry and production companies are producing innovative micro and nano components with our certified process solutions.

Based on technological leadership and high investment in research and development, EVG has not only gained its market leadership, but also sets worldwide industry standards. Founded in 1980, EVG operates via a global customer support network with subsidiaries in the US, Japan, Korea and Taiwan as well as representatives located all over the world. EV Group employs a staff of approximately 450 worldwide.

**EV 集团 (EVG)**

EV 集团 (EVG) 是为半导体、微机电系统 (MEMS) 和纳米技术工业提供晶片加工解决方案的世界领先企业。总部位于奥地利圣弗洛里安, 它独家开发和制造各类光刻系统和晶片键合设备以及检测系统。

著名的工业和生产公司正利用 EVG 的经认证的加工方案, 生产出创新型的微型和纳米部件。

基于技术领先性和对研究开发的大量投资, EVG 不但赢得了它的市场领先地位, 还设立了世界级行业标准。EVG 创立于 1980 年, 它在全球范围拥有客户支持网络, 并在美国、日本、韩国和台湾设有分公司, 以及在世界各地设有办事处。EV 集团在全世界的雇员大约有 450 人。



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**Industrial valves**  
**Shut-off valves**  
**Control valves**

工业阀  
 截止阀  
 控制阀

**FALKNER Armaturenvertriebs GmbH**

Design, construction and production of industrial valves is our competence. The company was founded in 1950, originally named "GUR" and has been producing and selling valves for industry in general, power plants, chemical and petrochemical industry as well as large heating systems. We are able to customise our products to individual customer requirements due to our years of experience. Our companies cooperate very closely with technical universities in Vienna, Graz and Miskolc to meet the latest development on the market. In March 2009, the company's name was changed from GUR to FALKNER. The GUR-Valves brand will remain active due to its international reputation.

**FALKNER International**

FALKNER Perg, the central sales office for European and international markets, presents the latest products manufactured and sold by the group.

**FALKNER Armaturenvertriebs GmbH**

设计、建设和生产工业阀是我们的主营业务。公司成立于 1950 年，原名"GUR"，为一般的行业、电厂化工和石化行业以及大型加热系统生产并销售阀门。凭借多年经验，我们可以根据客户的具体要求来定制产品以满足他们的要求。

我们的公司与维也纳、格拉茨和密什科尔茨的技术大学紧密合作，以便满足市场的最新发展。

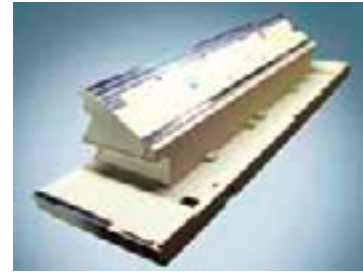
2009 年 3 月，公司从 GUR 更名为 FALKNER。由于其国际知名度，GUR 阀门品牌一直保持着旺盛的活力。

**FALKNER 国际**

FALKNER Perg 是欧洲和国际市场的中央销售办事处，可向您展示该集团制造和销售的最新产品。



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**Thermal cutting machines**  
**Sawing systems**  
**Machine beds**

**热分切机**  
**锯切系统**  
**机床床身**

**framag - innovation and precision**

framag was founded in 1979. Since then it has become a competent and internationally successful industrial company for steel works, tube manufacturers, rail mills, forging mills and the engineering sector.

The core competences are engineering and the development of customised solutions. framag's service range comprises industrial equipment, vibration technology, engineering and special-purpose machine engineering.

framag manufactures torch cutting machines for continuous casting plants, torch cutting machines for material finishing and for scrap as well as deburrers and turnkey solutions. framag's product range in the field of sawing technology comprises billet, tube, sample and rail sawing machines. The strengths are excellent sawing technology know-how and the development of customised solutions according to clients' requirements. Hydropol®, the composite material developed by framag, proves itself to be an excellent component for the construction of steel-coated stone beds for machine tools.

**framag——创新、精准**

framag 成立于 1970 年。自此以后，它便成为钢构件、管道制造商、钢轨轧机厂、锻造厂和工程领域内一家成功的国际化工业公司。

我们的核心能力在于建造和开发定制化的解决方案。我们的服务范围包括工业设备、震动技术、工程和专用机械工程。

我们制造连续铸造/热切割机、精整加工的热切割机以及废料和统包解决方案的热切割机。我们在锯切系统领域的产品范围涵盖钢坯、管子、样品和钢轨的锯切机。我们的强项在于杰出的锯切技术知识并根据客户的要求开发定制化的解决方案。实践证明，framag 开发的产品系列 Hyropol®是建造机床的涂钢石床身的杰出组件。



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**Plants and process equipment for the chemical industry, Biotechnical plants  
Environmental technology**

化工设备,  
生物技术设备  
环境技术

#### GIG Karasek

##### System solutions for evaporation and biopharma

GIG Karasek is one of Europe's leading manufacturers of equipment and plants for the pharmaceutical, chemical, paper, pulp and food industry. Individual, customised solutions for the biopharmaceutical sector, evaporation technology, special process equipment, thin-film and short-path evaporators are developed and implemented at its three company sites (in Austria).

Your advantage in working with GIG Karasek is that you only need one partner for the realisation of your projects - from laboratory and pilot-scale testing to basic engineering, manufacturing and assembly to commissioning. Improvements and modifications can be implemented quickly and cost efficiently.

The entire key-equipment is manufactured in in-house workshops in accordance with strict quality controls.

#### GIG Karasek

##### 蒸发浓缩和生物制药的系统产品

GIG Karasek 是欧洲知名的器械设备制造商, 它所生产的机械设备涉及制药、造纸、纸浆、食品和化学工业等领域。依据奥地利所规定的 3 项标准 GIG Karasek 按照顾客的不同需求制造生物制药、蒸发技术、特殊的工艺设备、薄膜以及短程蒸发器的各种产品。

GIG Karasek 的优势在于从实验室和技术尝试到基础策划, 制造和安装再到开始运转只需要一个合作伙伴。而且可以在短时间内用最少的钱完成对产品的完善及变动。整个的关键设施都是在自己的工厂中按照严格的质量标准建造而成的。



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**Blow-off silencers for industrial noise control**  
**Natural gas silencers for pipelines**

为减少工业噪音而设置的消音器  
为天然气管道而设置的天然气消音器

**GLAUNACH GmbH - world market leader in blow-off silencers**

In the 1970s, GLAUNACH had already developed a trend-setting standard for blow-off silencers based on the diffuser principle. Today, more than 6,000 of GLAUNACH's silencers for industrial noise control are in use in 82 countries.

The competitive advantage of GLAUNACH silencers is their top-quality individual construction. The company exclusively manufactures products in strict accordance with the client's requirements - for every kind of noise control while carefully considering temperature, flow and pressure loads. The compact design and its strict quality control guarantee a long service life and optimal noise control.

The light and compact natural gas silencer for pipelines - an award-winning new development by GLAUNACH - includes a special low-temperature multi-stage diffuser with a slowdown passage - and, therefore, absorber baffles are no longer necessary ([www.gas-silencer.com](http://www.gas-silencer.com)).

**GLAUNACH GmbH - 吹气消音器的业界领导者**  
早在 1970 年 GLAUNACH 就依据扩压管原理研发出了具有指导性的吹气消音器标准。现今 GLAUNACH 的 6,000 多个消音器在 82 个国家用于消除工业噪音。

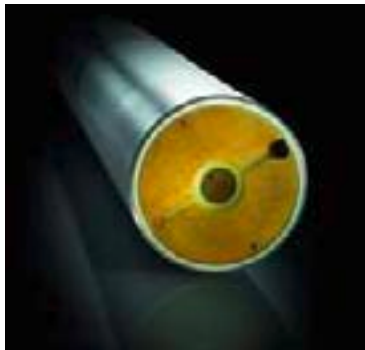
与行业竞争对手相比 GLAUNACH 消音器的优势在于高品质的单个定制。企业只生产完全符合顾客要求的产品，在每个消除噪音过程当中也会同时顾及温度、电流和压力因素，使它们能够达到最优化。严格遵循质量规定的生产工艺保障了消音器的耐用性和最佳的使用效果。

轻便且坚固的消音器专为输油管道而设计，它是 GLAUNACH 的最新研发成果并且获奖。这个消音器拥有一个特殊的低温多级扩压管和缓冲器，这样就不用再使用减震器挡板了 ([www.gas-silencer.com](http://www.gas-silencer.com))。

**GLAUNACH GMBH**  
VENT SILENCERS



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**Innovative sensoric systems**  
**Contactless measurement of gas flows**  
**Industrial oil condition monitoring**

**创新传感器系统**  
**气流非接触测试**  
**工业油状态监测**

**Innovative sensor technology from Austria**  
**Fast, robust and compatible!**

GUNYTRONIC gasflow sensoric systems GmbH is an Austrian company specialised in sensors and metrology.

GUNYTRONIC directly provides development, manufacturing, distribution, maintenance and licensing as well as the further development of existing systems.

The in-house developed, patented sensor solutions for industrial application comprise the measurement of gas flows with the ion emitter sensor system Dynamic GUNYFLOW V10 as well as the monitoring of oil conditions with the GUNYOIL V1.

Conventional sensor technologies are mostly limited to a few measurements. However, GUNYTRONIC's sensor systems unite many measurement and application requirements into one system, such as extremely wide measurement ranges, electronic calibration capability, robustness, interference immunity, humidity resistance, resistance against aggressive media, minimal space requirement, direction recognition as well as internal weighting of various parameters.

**来自奥地利的创新型传感探测技术**  
**快速, 耐用并具有卓越兼容性!!**

GUNYTRONIC gasflow 传感探测系统责任有限公司是一家来自奥地利的企业, 专注于传感探测技术和测量技术的研发生产。

开发、制造、销售、维修、许可证授权和进一步开发已有的系统由 GUNYTRONIC 直接提供。

这项传感探测系统经过了特别的研究并申请了专利, 它在工业应用中包括: 通过 Dynamic GUNYFLOW V10 传感探测系统的离子发射器来测量电流。通过 GUNYOIL V1 可以识别油的状态。

传统的传感探测技术通常只局限于个别的测量。但 GUNYTRONIC 的传感探测系统却包含了很多测量应用需求, 例如极远测量区域、电子的校准能力、结实度、撞击敏感度、防潮能力、抗击进攻性媒介的耐用度、较小的空间需求及方向认知度和内部不同参数的估量。



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**EPS processing plants**



**EPS-加工设备**



**HIRSCH - the leading EPS full service provider - provides holistic know-how**

Almost 40 years of experience in EPS processing make HIRSCH a very special technology supplier. HIRSCH Maschinenbau has made a name for itself internationally with energy-efficiency and resource conservation. The cornerstone for this group, that operates internationally with nine subsidiaries in Central, Eastern and Southeast Europe, was laid in 1972.

HIRSCH Maschinenbau GmbH is located in Austria and specialised in the production of automated machines for moulded parts including moulding tools and pre-foamers. HIRSCH Italia S.r.l., a fully-owned subsidiary of HIRSCH Maschinenbau GmbH, produces block moulds, presses for impact insulation materials and blending stations. In recent years, HIRSCH established itself as a technology leader in the pre-foamer and block mould sectors. Quality, innovation, efficiency, experience and reliability are the company's main focus.

**作为领先的可发性聚苯乙烯-供应商 HIRSCH 提供完整的专有技能**

将近 40 年在可发性聚苯乙烯生产制造方面的经验使得 HIRSCH 成为了一家十分特别的技术供应商。由于高效能源和资源节约使 HIRSCH 在国际机械制造领域赢得了良好的声誉。这家在中欧、东欧以及南欧拥有9个分公司的国际企业成立于 1972 年。

HIRSCH 机械制造责任有限公司位于奥地利，专门制造生产模压件的自动化设备包括模具以及预成型机。HIRSCH Italia S.r.l. 是 HIRSCH 机械制造责任有限公司的子公司，制造块模具和抗冲击绝缘材料以及混合站。在预成型机和块模具这两方面 HIRSCH 公司在近些年取得了领先水平。品质，革新，效率，经验和信任永远是他们永远所追求的目标。

**HIRSCH Maschinenbau**



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W www.hirsch-gruppe.com





**Feeders**  
**Screens**  
**Magnets**

输送技术  
 筛选技术  
 磁力技术

### IFE Aufbereitungstechnik GmbH... getting things moving

Since its foundation as an institute for technical research and development in 1947, IFE has been dealing with the construction of machines for bulk material handling for more than 60 years. Today, IFE is among the world's leading manufacturers of electromagnetic and electromechanical vibro-conveyors, screening machines and magnetic separators.

Due to the highest quality awareness and innovative developments (such as flip-flop screens, hard material separators and waste screens), IFE offers extensive, efficient and economical package solutions for the problems experienced in the field of material handling. Besides this, IFE provides a wide range of excellent screens, separators, magnets and eddy current separators, especially to the recycling industry.

IFE's market position and solid growth are supported by technical and manufacturing know-how, an extensive knowledge of process and application engineering as well as by representations in nearly all the European states as well as overseas.

### IFE矿业技术设备有限公司(能源分类技术、资源开采技术、垃圾再生技术)

#### 不断创新, 积极进取

IFE 在 1947 年成立之初是一个技术研发机构, 60 年一直从事散装货物搬运机器的制造。如今, 它已经成为世界领先的电磁式以及机电振动式输送设备、筛选机和磁力分离机制造商。

由于高度重视质量和开发创新(如, 翻转屏、硬质材料分离器和废物分隔屏), IFE 可针对货物搬运领域中所遇到的问题广泛提供各类高效经济的成套解决方案。除此之外, IFE 还特别针对回收利用工业广泛供应各类性能出色的分隔屏、分离器、磁性和涡流分离器。在过去的六十余年中, 质量、可靠、安全和经济始终是 IFE 最为看重的因素。

IFE 的市场地址以及强劲的业绩增长全凭其在技术和制造上的专业经验以及在流程和应用工业设计方面的专业知识来提供支持, 而且在国外以及几乎所有的欧洲国家内都有业务代表提供支持。



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**Injection moulds for fittings  
Xpress Cooling System  
ifw collapsible core system**

**ifw mould tec GmbH - your specialist  
for high-tech injection moulds**

ifw mould tec has stood for innovative competence and reliability for more than 40 years. Research and development are our top priorities, as is proved by our new Xpress Cooling System (XCS). This system reduces cycle times and, therefore, production costs significantly.

We are a full service provider for our clients as we offer product development, construction, manufacturing, testing and support for product launches on site. We cover a diameter range of a few millimetres to more than 1,000 millimetres with our high-tech moulds. Therefore, we can provide a broad spectrum of innovative solutions. We develop the product's design in accordance with the client's individual requirements. After the construction process the respective mould is precisely manufactured and assembled by our state-of-the-art machines.

Your advantages at a glance: consulting throughout the entire manufacturing process - short set-up and cycle times - high-performance cooling units - ifw - collapsible core system

**注塑模具配件  
Xpress 冷却系统  
ifw 喷淋系统**

ifw mould tec GmbH——您的高科技注模专家  
40 年来 ifw mould tec 一直致力于持之以恒的创新。研究和开发一直是我们的重点。这些特性在我们新的 Xpress Cooling System (XCS) 系统中也得到了体现,该系统的使用大大缩短了生产周期从而节省了大量的生产成本。

我们为客户提供全套的解决方案,从产品研发、设计、制造到测试,同时提供相对应的售后服务。我们应用高科技的模具从而使我们的加工范围可以从几毫米直径到 1,000 毫米直径,因此,我们提供的创新解决方案涉及范围特别广泛。根据客户的需要我们也提供产品的设计和模具的设计服务,这些模具通过最现代化的设备加工从而拥有很高的加工精度和组装精度。

一目了然的优势:

- 提供生产过程的全套咨询服务
- 更短的准备时间和加工周期
- 高性能冷却装置
- ifw-核心系统



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**Industrial automation**  
**Welding robots**

### Welding robots

#### Automation technology from Austria

igm Robotersysteme AG has been one of the market leaders in the field of arc welding automation for more than 40 years. Since the 1980s, igm has proven its experience in the application of complex sensor-guided cutting and welding robot systems to its customers.

The reliable igm product range always provides the best economic overall solution according to customer requirements. More than 3,500 of these systems have been installed successfully in all mechanical engineering industries around the world.

With subsidiaries and sales partners in more than 20 countries, igm is the world's only manufacturer of automated welding and cutting systems with arc, laser and electron beam technology.

Product range: welding robots and systems, electron beam and laser systems, special cutting and welding machines, robot profile cutting machines, strip welding equipment, orbital welding machines.



**工业自动化**  
**焊接机器人**

### 焊接机器人

#### 源自奥地利的自动化技术

作为电弧焊接自动化领域的领导厂商, igm Robotersysteme AG 的生产历史长达 40 多年。自上世纪 80 年代以来, igm 就已在向客户提供复杂式传感器导向切割和焊接机器人系统应用领域方面拥有成熟的经验。

igm 产品系列一贯以来始终可根据客户要求提供最具经济效益的整体解决方案。迄今为止, 成功安装的案例遍布全球各大工程机械行业, 累计多达 3,500 多套。

igm 的子公司与销售伙伴遍及 20 多个国家, 是全球唯一一家可以将电弧、激光与电子束技术运用在自动化焊接和切割系统中的厂商。

产品范围包括: 焊接机器人系统、电子束激光系统、特种切割焊接机、型材机器人切割机、带材焊接设备、轨道焊接机。



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**Warehouse logistics**  
**Warehouse automation**  
**Warehouse logistics software**

仓库物流  
仓库自动化  
仓库物流软件

**KNAPP is one of the world's leading providers of intralogistics solutions**

As a solution provider, the KNAPP group supplies everything from a single source: from development and commissioning to comprehensive support for the redesign or refurbishment of distribution warehouses in trade and production sectors. Over 55 years of experience and the know-how of more than 1,300 successfully completed projects make KNAPP one of today's global players.

26 branches and representations around the world emphasise the internationality of the group, with its headquarters located in Hart near Graz (Austria).

KNAPP AG increases its presence in Asian growth markets by cooperating with the Japanese Daifuku company, one of the largest providers in the material handling systems sector (MHE). KNAPP also maintains its own sales office in China:

KNAPP Logistic Automation (Beijing) Ltd.

Room 2456, level 24, Tower 3, China Central Plaza

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Postal Code 100025, Beijing, China

e-mail: sales.cn@knapp.com

**KNAPP 是世界上内部物流解决方案的领先供应商之一**

作为一家解决方案的供应商, KNAPP 集团可提供单个渠道所能提供的一切供应: 从开发和试运行到贸易和生产领域流通仓库的重新设计或翻新的综合支持。凭借着超过 55 年的经验和 1,300 多个成功竣工项目的专有技术, KNAPP 现在已成为一个全球性公司。

分布在全球各地的 26 个分支机构和代表处突显了集团的国际化能力, 而其总部则位于靠近格拉茨的哈特(奥地利)。

KNAPP 股份公司 通过与物料搬运系统领域 (MHE) 的最大供应商之一的日本 Daifuku 公司的合作, 加强它在亚洲增长市场的份额。KNAPP 同时在中国还设有自己的销售办事处:

科纳普自动化物流系统(北京)有限公司

中国北京

朝阳区建国路 77 号

中环广场 3 幢 24 楼 2456 室

邮政编码 100025

电子邮件: sales.cn@knapp.com



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**Bakery machines**  
**Machines for roll/bread production**  
**Dough sheeting machines**

**烘焙机**  
**用来制作甜饼/饼干的机器**  
**面条机**

**The king of bakery machines**

It feels like a natural fit that the systems for the world-renowned “Kaisersemmel” rolls come from Austria. For more than 45 years the Styrian König company - the specialist for bread and roll production - has been supplying bakeries around the world with top-quality, state-of-the-art bakery machines, ovens and roll plants for the production of many different traditional bread rolls, split rolls, doughnuts, “Kornspitz” or square bread rolls like ciabatta.

Using the latest technology, the dough is divided, formed, proved and set up onto the most common baking trays or directly transported into the oven. High-performance plants and processing machines automate the entire production line up to the placement of the baking trays. These systems are very hygienic, easy to clean and maintain and deliver top product quality.

**烘焙机之王**

这一用来制作蜚声世界的“皇冠赛门”圆面包的机器源自奥地利，这似乎再自然不过了。45 年来，这个位于斯泰尔马克州的 König 公司——饼干和圆面包制作专家——向世界各地供应工艺先进的优质烘焙机、烤箱和面包机，可制作多种传统的圆面包、面包卷、甜甜圈、“烤恩杂粮面包”或类似爵巴塔面包之类的方型面包卷。

采用最新技术将面团分开、成形、烹煮然后置于烤盘上或直接放入烤箱中。高性能系统和加工机器可在面团成排放置到烤箱的烤盘后，自动进行整个生产过程。这些系统非常卫生、易于清洗和维护，可生产出优质的产品。

**KÖNIG**



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**Shredder**  
**Substitute fuel plants**

### The ART of innovative SHREDDING

Located in Spittal/Drau, the Carinthian shredding specialist supplies its products to satisfied customers around the entire globe. Lindner-Recyclingtech has provided innovative and successfully proven solutions from a single source for decades. Design, development, construction and production of shredding machines for waste treatment and subsequent thermal recycling and recovery of materials, complete systems for the treatment of substitute fuels, control technology as well as modular structured conveyor systems are the company's core business. Its products are developed and manufactured in-house with over 150 employees, the highest quality standards and state-of-the-art technology and, therefore, individual customer requirements can be accommodated and specifications of flexible markets are implemented quickly. Every year approximately 200 shredding machines and plant components are produced on a total area of approximately 14,500m<sup>2</sup> in Spittal/Drau as well as at the company's plant in Feistritz/Drau. 93% of the company's products are designed for export.



**粉碎机**  
**代用燃料工厂**

### 创新型的粉碎艺术

Lindner-Recyclingtech 公司位于奥地利克恩顿州的斯皮特安德劳 (Spittal/Drau), 凭借专业的粉碎知识和技术为全世界的客户提供优质产品。数十年来, 该公司不断提供创新可靠的各种解决方案。它的核心业务包括: 粉碎机的设计、开发、组装和生产, 用于废物处理、余热回收和材料复原; 代用燃料处理的完整系统; 控制技术; 以及模块的有组织输送系统。它的产品由 150 多位员工利用最高质量标准和一流技术在工厂内开发和制造出来——因此可满足每个客户的要求, 并快速地适应灵活多变的市场规格要求。每年, 斯皮特安德劳 (Spittal/Drau) 和费斯特利兹安德劳 (Feistritz/Drau) 大约 14,500 平方米的工厂可生产约 200 台粉碎机和部件。而公司产品的 93% 都被用于出口。



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**Production lines and testing systems**  
**Automation**  
**Production technology**

**装配线和测试厂**  
**自动化**  
**生产技术**

**Manufacturing lines and testing facilities:**  
**complex automation solutions from a single**  
**source**

M&R Automation GmbH is an experienced, innovative general contractor for customer-specific production and testing systems. Its team develops and manufactures individual solutions from manual stations to fully automated systems for the automotive, electronics and consumer goods industry as well as pharmaceutical and medical industries. The company's in-house resources provide the perfect combination of mechanics, electronics, software programming, measurement technology, manufacturing data systems, image processing and robotics. M&R Automation systems are designed in accordance with individual customer and product requirements and in adherence to respective certificates and guidelines. Process reliability and traceability from every single station through to the entire facility are a matter of course. State-of-the-art process technologies are developed in intensive research partnerships with universities. Worldwide service locations guarantee the best on-site support.

**装配线和测试厂: 独立提供复杂自动化解决方案**  
 M&R Automation GmbH 是一家在客户定制生产和测试方面有着丰富经验的创新公司。它的团队为汽车、电子和消费品工业以及制药和医学行业开发并制定个性化的解决方案。公司拥有的内部资源使机械、电子、软件开发、测量技术、制造业数据系统、图像处理和机器人学得到了完美的结合。

**M&R Automation** 设备均根据客户和产品的具体要求进行设计, 并且符合各自的认证和指导标准。从每一个劳动工作站到整个生产厂, 都必须具备工艺过程的可靠性和可追踪性。

公司通过与从事相关科学研究的大学进行密切合作, 开发出一流的加工技术。其遍及世界的服务站点保证了最佳的现场支持。



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**Industrial metrology**  
**New technologies**  
**Condition monitoring**

**工业计量**  
**新技术**  
**状态监控**

**Industrial metrology - condition monitoring**  
**We work to solve your problem!**

Messfeld GmbH's metrological services and products support industrial companies in all maintenance-related matters. Our competence ranges from the development of complex metrological solutions to integrated condition monitoring for automation solutions.

Messfeld GmbH's team of experts has extensive experience in this field. A wide variety of technologies are applied, including vibration or infrared measurement technology as well as measurements based on strain gauges or endoscopic examinations.

A team of experienced fitters provides its respective services for commissioning or in case of operation downtimes.

Training and further education are important segments for Messfeld GmbH. Besides for a wide array of extensive modules at its training academy for maintenance and production, Messfeld GmbH also established its own course at the University of Applied Sciences Villach, which is called "Management and Maintenance" Technologies.

**工业计量——状态监控**  
**为您解决问题就是我们的工作!**

Messfeld GmbH 的计量服务和产品可支持工业公司处理所有维护相关事宜。我们的核心竞争能力范围包括从开发复杂计量解决方案到监控自动化解决方案集成状态。

Messfeld GmbH 的专业团队在该领域具有丰富的经验。我们采用大量技术,包括振动或红外检测技术和基于应变仪或内视镜检查的测量技术。经验丰富的装配工团队可在试运行或运行停机时提供相关服务。

Messfeld GmbH 十分注重培训和进修教育。除了在培训学院使用大量用于维护和生产的扩展模块外, Messfeld GmbH 还在菲拉赫应用科学大学, 又称“管理和维护技术学院”中开设了自己的课程。



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**Machine Vision solutions**  
**Quality control- and diagnosis systems**  
**Measuring and control technology**

**机器视觉解决方案**  
**质量控制与诊断系统**  
**测量与控制技术**

**plasma Industrietechnik GmbH**

**We recognise quality - even when blindfolded!**

plasma is an innovative, global technology company for automated quality assurance systems in the production industry. Founded in 2003, plasma is a leader in real-time quality controls for welding processes. Its diverse quality assurance portfolio includes laser power measurement, welding process checks, monitoring of welded seams, geometric shapes and surfaces, customised solutions in the area of industrial image processing, analysis software as well as a wide range of services. Reputable customers from ABB, Benteler, Borg-Warner, Faurecia, INA, SMS Simag, Hettich, Magna, Valeo to Webasto and numerous automobile manufacturers such as Audi, BMW, Daimler, PSA, Suzuki, Volvo and various steel manufacturers all place their trust in plasma's quality and quality assurance. In 2010, the Vienna-based company with 20 employees as well as its sales partners in Europe and overseas earned a turnover of 2 million euro.

**Plasma Industrietechnik GmbH**

**我们很清楚什么是质量!**

plasma 是一家力求创新的全球性科技公司, 从事提供生产行业的自动化质量保障系统。plasma 创建于 2003 年, 目前在焊接工艺的实时质量控制方面居领先地位。它广泛提供各种质量保障产品, 包括激光功率检测、焊接工艺检查、焊缝监控、几何图形和表面, 以及工业图像处理领域的按客户需求订制的解决方案、分析软件, 以及其他各类服务。许多声望较高的公司, 如 ABB、Benteler、BorgWarner、Faurecia、INA、SMS Simag、Hettich、Magna、Valeo、Webasto, 汽车制造商, 如, 奥迪、宝马、戴姆勒、PSA、铃木、沃尔沃以及很多钢铁制造商, 都信任 plasma 的质量和质量管理保障产品。2010 年, 这一家设在维也纳的公司已有 20 名员工, 在欧洲和海外都有销售合作伙伴, 销售额高达 2 百万欧元。



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**Environmental technology**  
**Firing systems for biogenic fuels**

**环境技术**  
**生物燃料的点火系统**

**ENERGY FROM BIOMASS**

The Austrian company Polytechnik Luft- und Feuerungstechnik GmbH is one of the most important suppliers of firing systems for biogenic fuels in the timber industry and is renowned for planning and providing turnkey systems and installations. The company's current export rate amounts to approximately 95%.

The company offers these firing systems in a performance range from 300kW to 30,000kW (individual boiler output). Depending on the type and water content of the fuel, a variety of firing systems are used (underfeed system, underfeed-burn-out grate, and hydraulic grate system). The respective media carriers are warm water, hot water, steam or thermal oil.

The systems can be used for heating and process heat as well as for power generation (steam and ORC process). The performance range extends from 200 kW to 20,000 kW of electrical power (current).

More than 2,500 Polytechnik systems are already in use worldwide.

**源自生物质的能量**

奥地利公司 Polytechnik Luft- und Feuerungstechnik GmbH 是木材工业中为生物燃料提供点火系统的最重要供应商之一，它因规划和提供完整的系统和安装服务而闻名。该公司目前的出口率达 95% 左右。

该公司提供 300 千瓦 - 30,000 千瓦(单个锅炉输出功率)性能范围的点火系统。按照燃料的类型和含水量，使用不同的点火系统(下部加燃料系统、下部加燃料烧尽壁炉、和液压壁炉系统)。其媒介分别是温水、热水、蒸汽或热油。

这些系统可被用于加热和处理热量，以及产生动力(蒸汽和 ORC 工艺过程)。性能范围覆盖 200 千瓦到 20,000 千瓦的电功率(目前)。

目前在世界范围内已经应用了 2,500 多个聚乙烯技术系统。



**Aviation, tie-rods, shock mounts**  
**Development**  
**Qualification**



**航空、拉杆、防震、阻尼器**  
**开发**  
**资格**

### System specialist for restraint systems and vibration damping

RO-RA Aviation Systems GmbH develops, qualifies and produces complete solutions for the aviation industry in the restraint system and vibration damping sectors. Our systems are used for inner cabin mounting (baggage boxes, kitchen units, crew rest compartments, etc.) and connecting structural components of aircraft engines. Our clients benefit from our years of experience. Our products are continually developed, improved and adapted to our client's requirements to provide the best-possible solution for every application. A high vertical range of manufacture and the use of state-of-the-art manufacturing technologies guarantee very short delivery times. Of course we also have the necessary certifications for all the relevant aviation standards such as ISO 9100 EN, 9001 2008 and EASA Part 21 and we are approved by various aviation manufacturers and OEMs.

### 专业提供约束系统和减振装置

RO-RA Aviation Systems GmbH 为航空业的约束系统和减震装置全面开发、研制和生产各类解决方案。我们的系统主要用于机舱内的固定装置（行李箱、厨房设备、机组休息室等）以及连接飞机发动机的结构件。本公司多年的经验可令客户受益匪浅。为了适应广大客户的需求，我们不断开发和完善产品，向每一个应用领域提供最佳的解决方案。凭借垂直整合的制造工艺和先进的生产技术，可确保迅速交付产品。当然，我们已按照各类航空标准获得必要的证书，例如 ISO 9100 EN, 9001 2008 以及欧洲航空安全局 (EASA) 颁发的达到欧洲适航条例第 21 部的证书，同时我们还深受各大航空厂商及原设备制造商们 (OEM) 的认可。



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**Demolition and recycling technology**  
**Mobile rubble recycling**

**拆卸和回收技术**  
**可移动瓦砾回收**

**Welcome to the world of RUBBLE MASTER!**  
RUBBLE MASTER Compact Recyclers: universally applicable, easy to transport, powerful and durable.  
RM Compact Recyclers produce profitable aggregate cost-efficiently from rubble and natural stone. The RM GO! principle is the basis for the client's success right from the start. RUBBLE MASTER is the perfect partner when it comes to rubble recycling - for both newcomers to recycling and experienced professionals. Our "mobile rubble recycling" business model also works in difficult economic times and has proven itself in numerous fields of application.  
RUBBLE MASTER Compact Recyclers are the economic solution for mobile recycling and processing.

**欢迎来到 RUBBLE MASTER 的世界!**  
RUBBLE MASTER 紧凑型回收装置: 应用面广、易于运输、功能强大、经久耐用。  
成本效率高的 RM 紧凑型回收装置从瓦砾和天然石中生产可以获利的集料。RM GO! 原则是客户成功的基础, 而这正是从一开始就注定了。在谈及回收时, RUBBLE MASTER 是完美的合作伙伴——用于回收领域的初入行者以及经验丰富的专业人员。我们的“可移动瓦砾回收”商业模式在经济困难时也奏效并在众多应用领域证明了自身的价值, 令人印象深刻。  
RUBBLE MASTER 紧凑型回收装置是用于可移动再回收和移动处理的经济解决方案。



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**Mechanical engineering**  
**Diesel engine production**  
**Hybrid drives**

**STEYR MOTORS: Innovation with lightness**  
 STEYR MOTORS is a specialist for high-performance diesel engines. The company emerged from the former STEYR-DAIMLER-PUCH group. For more than 80 years this company has been manufacturing diesel engines for all kinds of civilian and military vehicles with a power range from 54 to 280 hp. The STEYR M1 monoblock engine family is the result of decades of development as well as extensive production and market experience. STEYR MOTORS is characterised by its spirit of innovation and development know-how at the highest level due to continuing in-house research and development. All peripheral components are corrosion resistant, based on lightweight construction designs and manufactured in eco-friendly production processes. Selected high-performance materials and simple construction are the foundation of the robust base engine of STEYR monoblock engines. This is already the company's second innovation in the hybrid drive technology sector.


**机械制造**  
**柴油发动机生产**  
**混合动力驱动**


**STEYR MOTORS: 轻盈源自创新**  
 STEYR MOTORS 起源于曾经的 STEYR-DAIMLER-PUCH 集团公司,它是高性能柴油发动机的专家。公司拥有 80 多年的柴油发动机生产经验,产品广泛应用于各种民用和军用车辆,发动机功率从 54 马力至 280 马力不等。数十年研发、生产和市场经验的辉煌成果就是 STEYR M1 单排式发动机产品系列。由于持续进行自主研发,STEYR MOTORS 因其创新精神和尖端水平的研发技术而备受赞誉。所有外围部件的生产无不采用了简洁紧凑的轻质机构,产品耐腐蚀,其制造过程使用的是环保的生产工艺。精选的高性能材料和简单的结构,构筑了 STEYR 单排式发动机坚固的底盘驱动机构。这已是公司在混合动力驱动技术领域中的第二项创新技术。



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**Electrical engineering and electronics**  
**Electrical machines**  
**Mechatronic drive solutions**

**电气工程与电子**  
**电工机械**  
**机电驱动解决方案**

**THIEN eDrives - a competent partner  
for customer-specific drive solutions**

THIEN e-Drives is a competent partner for innovative mechatronic drive systems - from virtual design and prototypes to serial production. Our expertise, bundled with years of experience and standardised processes guarantee the highest engineering standards and product quality.

We provide an extensive service range. Besides the development of customer-specific system solutions, we also supply "standard products" at the highest levels of energy efficiency, which already meet the requirements of tomorrow's efficiency classes.

Our products are used in a broad range of application areas: for machine tools, ventilators, pumps, vacuum pumps, textile machines, printing machines, hoisting equipment, conveyors as well as in the "mobile application" sector for auxiliaries, traction drives in the automotive sector, electrical bicycles and electrical fun-vehicles.

**THIEN eDrives——客户专用驱动解决方案的权威合作伙伴**

THIEN e-Drives 是一家创新机电一体化驱动系统的权威合作伙伴——从虚拟设计和虚拟制样到成批生产。我们的专长以及多年的经验和标准化流程保证了最高工程标准和产品质量。

我们提供广泛的服务范围。除了开发客户专用系统解决方案，我们也提供业已符合未来效率级别要求的最高节能水准的“标准产品”。

我们的产品用于广泛的应用领域：用于机床、通风设备、泵、真空泵、纺织机、印刷机、起重设备、传送机以及用于辅助设备、汽车领域的牵引驱动、电动自行车和电动休闲车的“移动应用”领域。

**THIEN eDrives**



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**Paper machines**  
**Hydroelectric power plants**  
**Drive technology**  
**Industry services**

**Voith: worldwide provider of state-of-the-art technologies and industry services**

VOITH PAPIER supplies key technologies, products and services for the entire paper manufacturing process. St. Pölten is the competence centre for cardboard and packaging papers within the group. VOITH HYDRO is one of the world's leading partners for hydroelectric power plant equipment. Pumps and turbines as well as regulators for Francis, Kaplan, Pelton and pump turbines are manufactured in St. Pölten.

VOITH TURBO develops, manufactures and supplies drive technology components, systems and services for industry, rail, road and marine sectors. Wheel-set drives for various railed vehicles are assembled in St. Pölten.

VOITH INDUSTRIAL SERVICES is a leading supplier of technical services to the automotive, energy, chemical, petrochemical, mechanical engineering and aerospace industries. Its portfolio covers everything from maintenance and technical cleaning to facility management, assembly and planning services as well as complex high-tech engineering.

**造纸机**  
**水利发电厂**  
**驱动技术**  
**行业服务**

**Voith: 先进技术和行业服务的全球供应商**

VOITH PAPIER 为整个造纸流程提供关键技术、产品和服务。ST. PÖLTEN 是集团内硬纸板和包装纸的能力中心。

VOITH HYDRO 是世界上领先的水力发电厂设备合作伙伴之一。泵和涡轮机以及轴同辐流式涡轮机、卡普兰涡轮机、水斗式涡轮机和水泵水轮机调节器均由 ST. PÖLTEN 制造。

VOITH TURBO 为工业、铁路、道路和海运领域开发、制造和提供驱动技术组件、系统和服务。各种轨道车的最终驱动装置都在 ST. PÖLTEN 进行装配。

VOITH INDUSTRIAL SERVICES 是汽车、能源、化工、石化、机械工程和航空工业技术服务的领先供应商。它的产品系列涉及从维护和技术清洗到设施管理、装配和规划服务以及复杂的高科技工程的各个领域。

# VOITH



**Voith Unternehmensgruppe Österreich**

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**Industrial drive technology**  
**Gears, motors and frequency inverters**  
**Industrial automation**

**工业驱动技术**  
**减速电机、电机、变频器**  
**工业自动化**

**Flexibility creates efficiency**

Individual drive technology is in high demand because the different requirements of the machine and plant construction sectors need very precise drive solutions. Watt Drive Antriebstechnik GmbH is Austria's leading company in the drive technology sector. Watt Drive develops, manufactures and sells gear motors, three-phase motors as well as frequency inverters worldwide and provides a modularly combinable array of complete drive systems for manufacturing machines and industrial productions plants with its motor and gear building set. In addition to MAS<sup>®</sup>, its extensive gear motor programme, Watt Drive also provides customer-specific drive solutions - from simple modifications to complete, specially designed drives.

The Watt Drive group's subsidiaries are located in Malaysia, Indonesia, Singapore and Germany. Watt Drive is represented in all the relevant industrial countries through its worldwide distributor and sales network.

**灵活性创造效率**

因为机械和设备制造领域的不同要求需要极为精确的驱动解决方案，因此市场对个性化驱动技术的需求非常旺盛。Watt Drive Antriebstechnik GmbH 是奥地利驱动技术领域内的领先企业。

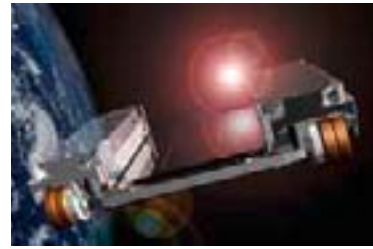
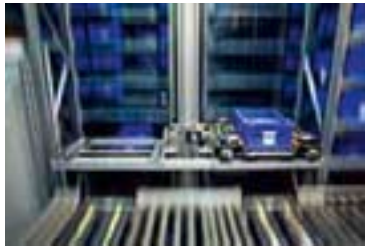
Watt Drive 在全世界范围内开发、制造并销售减速电机、三相电机以及变频器，并为用于制造机械和工业生产设备的成套驱动系统的模块化组合列提供电机和齿轮建造套件。除了综合的减速电机程序 MAS<sup>®</sup> 以外，Watt Drive 同时提供客户专用的驱动解决方案——从简单的改装驱动到专门设计的成套驱动。

Watt Drive 集团在马来西亚、印度尼西亚、新加坡和德国设有子公司。Watt Drive 在全球各国的相关行业均有分销商和销售网络。



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**Small components warehouse**  
**Shuttle technology**  
**Autonomous transport system**

**小部件仓库**  
**穿梭技术**  
**自主运输系统**

**YLOG - iSC (intelligent Stacking Center)**

For the first time ever, YLOG combines an autonomous transport system with the container logistics of a small components warehouse. This technology is the basis for flexible, reliable, ecological and efficient logistics solutions for individual requirements of our clients in automated picking, returns handling, batch management, dispatch allocation and many other specialised sectors.

- Optimal use of space - the world's highest density storage system
- High cost effectiveness - sustainable safeguarding of business locations
- Focused performance results in energy savings up to 90%
- Racks are adaptable to every warehouse even around the corner
- High-throughput elevators and shuttles (AIV) work autonomously and decentralised
- High availability for warehouse and picking processes

YLOG supplies turnkey systems with extensive know-how in the high-tech and warehouse logistics sector.  
 YLOG - WINNING TOGETHER

**YLOG - iSC(智能仓储中心)**

有史以来第一次, YLOG 把自主运输系统应用到小部件仓库的集装箱物流中。以此技术为基础, 来满足客户对灵活、可靠、生态而高效的物流解决方案的个性化要求, 从而顺利执行委托、退货处理、批次管理、调度分派, 及许多其它专项工作。

- 优化空间利用——世界上最紧凑的仓储系统
- 高成本效益——企业所在地的持续安全防护
- 节能达 90%
- 货架可用于任何一种仓库
- 高装载量的升降机和穿梭机, 自主分散地来回运作
- 高效的仓储和取货流程

YLOG 利用高科技和仓库物流领域的广泛专业知识, 提供完整的系统。

YLOG ——实现共赢



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**E-Mobility**  
**Power electronics**  
**LED**

**电动交通**  
**电力电子技术**  
**发光二极管(LED)**

**Electronic modules and subsystems for power and LED applications in cars**

AB Mikroelektronik is a competent service company developing and manufacturing top-quality customer-specific electronic modules and subsystems. The company realises special requirements for its clients from the original idea to mass production with a primary focus on circuit design. AB Mikroelektronik's core competence is the implementation of high power densities with minimal space requirements under extreme conditions (high temperatures, temperature changes, vibrations). Technology, function and process development are the basis for industrial products such as:

- water pump modules for electric water pumps
- electric air compressor controls
- control units for e-bikes

A special, patented thick-film technology makes the flexible design for LED modules for vehicle frontlighting possible. Renowned German car manufacturers are among AB Mikroelektronik's clients for indicators, daytime headlights, navigation lights, fog lamps, main headlights, etc.

**应用于汽车电力和LED领域的电子模块和辅助系统**

作为一家实力强劲的服务型企业, AB 微电子有限公司专门针对客户的需求, 研发并生产高质量的电子模块和辅助系统。AB微电子有限公司为客户实现了各种特殊需求, 从创意乃至批量生产, 公司的主要任务在于电路设计。其中的核心优势是, 在极端条件下(例如高温、温度变化、振动)如何在最狭小的机构空间内实现高功率密度。通过技术、功能和生产工艺的研发, 形成实际可生产的产品, 例如:

- 电动水泵的水泵模块
- 电动空气压缩机控制装置
- 电动自行车控制单元

一项特有的厚膜专利技术为车前大灯 LED 模块带来了极大的设计自由。德国著名汽车制造商均是高质量的信号灯、日间行驶大灯、位置灯、雾灯、大灯等产品的最终用户。



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**Electrical engineering and electronics**  
**Machinery and equipment manufacturing**  
**Life Science and Pharma**

电气工程与电子  
机械和设备制造  
生命科学和制药

**Anton Paar - High-precision measurement and laboratory equipment for industry and research**

Anton Paar GmbH was founded in 1922 in Graz and has become a globally operating high-tech company. Its owner is the private non-profit Santner Foundation. For several decades, the group has been developing and manufacturing high-precision measurement equipment including density & concentration meters, viscometers, rheometers, microwave synthesis and digestion equipment. Due to the company's broad range of products and accessories, Anton Paar provides measurement solutions to perfectly support standardised QC applications as well as complex R&D applications. More than 1,250 employees at the headquarters in Graz and the company's 14 worldwide subsidiaries ensure the proven high quality of Anton Paar's products, services and support. Innovation is essential for Anton Paar. The company puts much emphasis on its co-operation with universities and research laboratories. Approximately 20% of the company's annual turnover is invested in research and development.

**Anton Paar —— 工业和研究领域中高精度测量和实验设备提供商**

Anton Paar GmbH 于 1922 年在 Graz 市成立，今天公司已成为世界范围内享有声誉的高科技公司。公司隶属于 Santner Foundation 基金会。

多年来公司一直致力于精密仪器的研发和生产，比如密度计、浓度计、粘度计、电流计和微波测量仪。在提供大量不同的仪器的同时，公司也致力于提供不同的检测方案，从标准的产品质量检测检测到研发领域的检测方案。

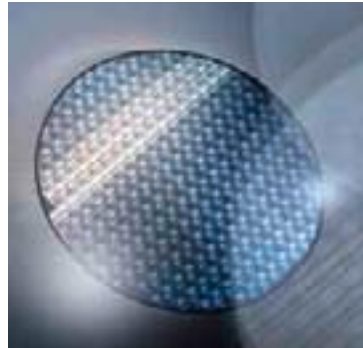
公司在 Graz 市总部就拥有 1,250 名员工，在世界范围内拥有 14 家子公司，可以为客户提供

Anton Paar 的产品、技术支持和服务，赢得了良好的声誉。不断的创新是公司一贯的主张。公司与大学和研究机构进行大规模的研发合作。每年销售额的 20% 用于研发领域。



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**Semiconductors**  
**Analogue ICs**  
**ASICs**

**半导体**  
**模拟集成电路 (IC)**  
**专用集成电路 (ASIC)**

**High-performance analogue ICs  
by austriamicrosystems**

austriamicrosystems is a leading manufacturer of high-performance analogue ICs and combines 30 years of system know-how and analogue design experience with its own state-of-the-art production and testing facilities.

austriamicrosystems' comprehensive expertise in the field of low power consumption and high accuracy are the basis for its industry-leading, customer-specific standard-analogue-ICs. The company focuses on the following segments: power management, sensors and sensor interfaces as well as portable consumer electronics for the communications, industry & medical and automotive sector, completed with full-service foundry activities.

austriamicrosystems operates internationally with more than 1,100 employees and is one of the "best-in-class" companies of the international semiconductor industry due to its innovative solutions for its clients' demanding problems, its high quality requirements as well as its endeavor for sustainability in all segments.

austriamicrosystems 的高性能模拟集成电路  
austriamicrosystems 是高性能模拟集成电路的领先制造商并将 30 年系统专业知识和模拟设计经验与其自身最先进的生产和测试设施相结合。

austriamicrosystems 在低功率消耗和高精度领域内的综合性专业知识强项是模拟集成电路在业界处于领先地位并且符合客户特定要求的基础。公司专注于以下方面：通讯、工业和医药业以及汽车业的电源管理、传感器和传感器接口以及便携式消费类电子产品，提供全面的晶圆代工服务。

austriamicrosystems 的业务遍及全球，拥有超过 1,100 名员工，由于可为客户的棘手问题提供创新解决方案、始终保持高标准要求并且在各个领域都始终贯彻可持续发展理念已成为国际半导体行业首屈一指的公司之一。



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**Automation for wind turbines,  
engineering, marine applications  
Complete system solutions**

**Bachmann electronic:**

**The #1 in the automation sector for wind turbines**

Bachmann electronic, the internationally operating high-tech company with its headquarters in Feldkirch (Austria) provides complete system solutions for the automation sector. These solutions include excellent control technology and visualisation solutions for specific applications.

The company sees itself as a system supplier responsible for the perfect integration of all automation system components as well as the flawless functioning of the entire plant. Maximum plant availability, state-of-the-art technologies, open systems and highly efficient development tools of Bachmann electronic's automation solutions are appreciated equally by the operators, manufacturers and developers of wind turbines.

With more than 50,000 systems installed around the world and a market share of over 50 per cent Bachmann electronic is the #1 company in the automation sector for wind turbines.

**风力涡轮机、工程设计、航运应用自动化  
全面系统解决方案**

**Bachmann electronic:**

**风力发电自动化的第一**

国际高科技公司 Bachmann Electronic 总部坐落于 Feldkirch (奥地利) 市, 是著名的自动化系统方案提供商, 也是控制技术和可视控制技术方案提供者。

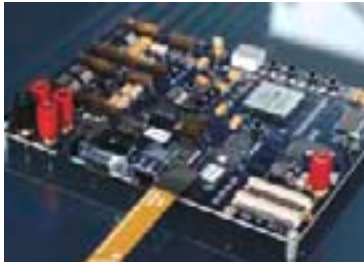
公司作为系统供应商致力于保证全部自动化系统部件的一体化和最佳的整体运行。Bachmann Electronic 提供的解决方案具有最大功率性、现代化技术、良好的系统开放性以及高效性, 得到了制造商、运营商和开发商的一致好评。

50,000 套的装机量以及 50% 的市场份额, 使 Bachmann Electronic 当之无愧的占据了风力发电自动化领域第一的位置。

**bachmann.**



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**Automotive electronics**  
**Microelectronic simulation**  
**Wireless identification: RFID, NFC**

**车用电子设备 | 微电子仿真**  
**无线识别: 射频识别技术 (RFID)、**  
**近距离无线通讯技术 (NFC)**

**CISC Semiconductor -**  
**we simulate your future!**

CISC Semiconductor Design+Consulting GmbH is a design and consulting service company for industries developing embedded microelectronic systems with extremely short time-to-market cycles. Our core competences are: system design, modelling, simulation, verification and optimisation of heterogeneous embedded microelectronic systems with a particular focus on automotive and RFID systems.

Our customers are represented in the semiconductor, automotive and RFID industry.

The main office of CISC Semiconductor Design+Consulting GmbH is situated at the Lakeside Science & Technology Park in Klagenfurt, Austria.

**CISC 半导体公司——我们帮您创造未来!**

CISC Semiconductor Design+Consulting GmbH 是一家设计咨询服务公司, 主要为各行业研发上市周期极短的嵌入式微电子系统。我们的核心竞争力是: 系统设计、建模、仿真、异构嵌入式微电子系统的验证和优化, 在汽车和射频识别技术系统方面拥有尤其专业的经验。

我们的客户多属半导体、汽车和射频识别技术行业。

CISC Semiconductor Design+Consulting GmbH 的总部位于奥地利克拉根福的湖畔科技园 (Lakeside Science & Technology Park)。



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**Machinery and equipment manufacturing**  
**Development and manufacturing of controls**  
**Customised switchboards**

机械和设备制造  
研发和生产控制系统  
符合顾客需求的开关设备

**Compact Electric - Design and manufacturing of customised switchboards**

Compact Electric is one of the leading companies in the Austrian electronics industry due to its strong commitment to quality, strict adherence to the customers' requirements, a high degree of flexibility and know-how in the fields of development and manufacture of electronic devices, assemblies, printed boards as well as control cabinet construction. Compact Electric designs and manufactures control cabinets that are used for heating, ventilation and air conditioning technology as well as in industrial plants. The control cabinets are designed in close co-operation with the client whose requirements and specifications are precisely implemented. Compact Electric also handles the detailed planning of the system - from the manufacture of the cabinet to the connection and commissioning on site. Furthermore, Compact Electric is a Prisma system partner.

The manufacturing process of the control cabinets adheres to strict quality specifications in accordance with a company-wide ISO 9001:2008 certification.

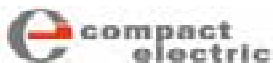
**Compact Electric:**

**规划生产满足顾客需求的开关设备**

由于高度的品质意识,严格遵守顾客需求,高度的灵活度和在电子设备、组件、印制电路板以及开关柜零件的生产过程中卓越的专有技能使得 Compact Electric 成为奥地利电子行业的领头羊。

Compact Electric 所设计生产的开关柜用于供暖,通风以及空调技术中,并同时应用于工厂设备当中。开关柜的设计和顾客的需求紧密相连,我们严格遵守顾客的需求。Compact Electric 也承担了设备的整个细节设计,从柜子的生产到接通再到实地运作。另外 Compact Electric 也是 Prisma 系统的合作伙伴。

开关柜的生产严格按照产品质量规定,此规定是根据 ISO 9001:2008 认证所制定的,并且适用于所有企业。



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**Electronic tolling  
Intelligent Transportation Systems  
New technologies**

**电子收费  
智能交通系统  
新技术**

**Electronic tolling and Intelligent  
Transportation Systems by EFKON**

EFKON AG is one of the worldwide leading providers of Intelligent Transportation Systems (ITS), Electronic Toll Collection (ETC), enforcement and traffic telematic solutions. EFKON has significant know-how of all major electronic tolling technologies and provides customised turnkey solutions. EFKON is based in Graz (Austria) but operates internationally with important references from Asia, Europe and Africa. EFKON also maintains branches and joint ventures in Germany, Austria, Ireland, Bulgaria, Romania, Malaysia, South Africa, India and Pakistan.

**EFKON 的电子收费和智能交通系统**

EFKON AG 是全球领先的智能交通系统(ITS)、电子不停车收费系统(ETC)、执行和交通远程通信解决方案的供应商之一。EFKON 拥有所有主要电子收费技术的重要专有技术,并可提供个性化一站式解决方案。

EFKON 的总部在格拉茨(奥地利),是一家全球化运作的公司,该公司的重要客户均来源于亚洲、欧洲和非洲。EFKON 在德国、奥地利、爱尔兰、保加利亚、罗马尼亚、马来西亚、南非、印度和巴基斯坦也设有分支机构和合资企业。



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**Electric motors**  
**Development, manufacture, sales**  
**Support and repairs**

**电动机**  
**开发、生产和销售**  
**售后服务与维修**

**ELIN Motoren GmbH -**  
**We keep the world in motion**

ELIN Motoren GmbH is one of Austria's most traditional industrial companies with more than 110 years of experience in the development and manufacturing sector for electric machines. The company maintains its competitive edge through consistent further development of competences, permanent expansion of the optimised service package and a perfectly tailored "intelligent network" complementing the company's portfolio. Its strengths are the production of small and medium sized quantities as well as special designs according to the customer's specifications. Its customers have full access to the performance benefits of a flexible company.

The motors and generators of ELIN Motoren GmbH are deployed around the world, especially in the following areas of application: wind energy, industrial plant engineering, power plants, decentralised energy systems/small-scale hydro power plants, tunnelling/mining, plastics industry, gas and petrochemical industry.

**ELIN Motoren GmbH——**  
**能够发动世界的电机**

ELIN Motoren GmbH是奥地利历史最悠久的工业企业之一，它在电动设备的开发和生产领域中，拥有110余年的丰富经验。通过核心竞争力的持续开发、优化服务组件的不断扩建和围绕产品与服务定制完美的“智能化网络”，使企业得以保持其在业界的领先地位。

企业实力在于中小批量产品的供货以及应客户要求而进行的特殊生产。作为一家具有经营灵活性的企业，客户可全方位享受公司的服务优势。

ELIN Motoren GmbH 生产的电机和发电机遍布全球，主要应用于以下领域：风力发电、工业设备制造、发电厂、分散能源系统/小型水力发电厂、隧道钻挖/采矿、塑料工业、天然气与石油业等。



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**Electrical engineering and electronics**  
**Information and communication technology (ICT)**  
**New technologies**

**电气工程与电子**  
**信息和通讯技术**  
**新技术**

**EPCOS OHG in Deutschlandsberg -**  
**a subsidiary of the TDK-EPC Corporation**

TDK-EPC is a leading manufacturer of electronic components, modules and systems. The company site in Deutschlandsberg is responsible for the worldwide activities of the Piezo and Protection Devices Business Group. Parts of the development and production process in the sectors of systems, acoustics, waves and sensors are also located on site. Our product portfolio comprises a broad application spectrum for the automotive, industry and consumer electronics sectors as well as information and communication technology. For example, Piezo actuators are used in automotive engineering where they increase the energy-efficiency of cars. Gas arresters and switching spark gaps are applied in the information, telecom and industrial electronics sectors. PTC thermistors are used for overcurrent protection and as motor starters as well as heaters. NTC thermistors are essential components for temperature sensing and compensation in households. LTCC modules are integral components for the minimisation of mobile phones.

**坐落于德意志兰茨贝格的 EPCOS OHG公司——**  
**TDK-EPC 公司的子公司**

TDK-EPC 是电子部件、模块和系统的领先制造商。这个坐落于德意志兰茨贝格的公司负责企业集团在压电和保护装置方面的全球业务。系统、声学、波形和传感器领域的开发和生产部门也都位于此。我们的产品组合广泛应用于汽车、工业和消费类电子产品领域以及信息和通讯技术领域。例如，压电制动器就用于可提高汽车能效的汽车工程。气体警报装置和火花间隙开关可应用于信息、电信和工业电子领域。PTC 热敏电阻用于过电流保护并用作电动机起动机以及加热器。NTC 热敏电阻是家庭温度传感和补偿必需的组件。LTCC 模块是将移动手机最小化必不可少的组件。



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**Energy industry and natural resources**  
**Environmental technology**  
**Machinery and equipment manufacturing**

**能源工业与自然资源**  
**环境技术**  
**机械和设备制造**

### **Fronius: sustainable technologies from Austria**

Fronius International is an Austrian company with its headquarters located in Pettenbach and other sites in Wels, Thalheim and Sattledt. With over 3,250 employees worldwide, the company operates in the fields of battery charging systems, welding technology and solar electronics. Around 95% of its products are exported through 17 international Fronius subsidiaries and sales partners/representatives in over 60 countries. In the fiscal year of 2010, the company generated a total turnover of 499 million euro. With its outstanding products and services and 737 active patents, Fronius is a world technology leader. 392 employees work in research and development.

### **Fronius: 来自奥地利的可持续技术**

Fronius International是一家奥地利公司，总部位于佩滕巴赫 (Pettenbach)，在韦尔斯、泰尔汉姆和 Sattledt 也设有生产基地。该公司在世界范围内共有 3,250 多名员工，主要从事于电池充电系统、焊接技术和太阳能电子领域。大约 95% 的产品通过遍及 60 多个国家的 17 个国际 Fronius 分公司和销售伙伴/代表处出口到全世界。在 2010 财年，该公司创造了 4.99 亿欧元的总营业额业绩。Fronius 是全球的技术领导者，它可以为客户提供卓越的产品和服务，现拥有 737 项有效专利和 392 名研发人员。



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**Energy efficiency**  
**Mobility**  
**Safety**

**高效率**  
**移动性**  
**安全性**

### Microchips - global challenges in focus

Infineon is the world's leading provider of semiconductor and system solutions. In recent decades, Infineon Technologies Austria AG has established itself as a key, Austrian-based company vested with global responsibilities.

Infineon's advanced semiconductor solutions provide cutting-edge technologies for generating, transmitting and using energy. Vested with international responsibility for the Power Management and Supply Discretes, Infineon Austria makes a major contribution to the success of energy-saving microchips. Next to the global responsibility for Tire Pressure Monitoring Systems (TPMS), Infineon Austria uses its expertise and know-how to continuously expand the boundaries of electromobility. Infineon in Austria develops and produces key contactless security technology that enables applications for safe data transfer in payment, transport and IT-Infrastructure.

### 微芯片—众所关注的全球性挑战

英飞凌科技奥地利股份公司是世界领先的半导体和系统解决方案供应商。在过去的几十年中，它一直是奥地利境内重要的领先企业，肩负着全球责任。

英飞凌先进的半导体解决方案为能源开发、传输和利用提供了尖端技术。基于在电源管理和供应分立器方面肩负的国际责任，英飞凌为节能芯片的成功做出了重要贡献。除了在轮胎气压监控系统方面担负的国际责任，英飞凌公司利用其专业知识和专有技能不断拓展在电动汽车领域的研发。奥地利英飞凌公司还研制出了可用于支付、运输和信息技术基础领域数据安全传输的关键的非接触式技术。



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**Development of cash register systems**  
**Full-service POS provider**  
**Customer flow analysis & management**

**收银机系统的开发**  
**全方位服务 POS 供应商**  
**客户流分析和管理的**

#### Inform

**Our product range for self-service areas,  
retailers and further branches**

We develop self-service payment terminals for international electronic wallets as efficient alternatives to expensive cash-handling or closed systems (chip or key solutions). The payment function of electronic wallets is integrated into account-based bank cards and/or specific credit/debit cards. Payments are made without entering any PIN codes. The advantages are: simple transactions, quick money transfers and protection against vandalism.

Areas of application: laundrettes, copy machines, vending machines (food/beverages, tickets, etc.)

We are a service provider for cash register and payment terminals and provide retailers and terminal providers with comprehensive services: installation, roll-out, technical hotline, on-site services, terminal logistics as well as alternative telecommunication systems. Based on our expertise in complex IT infrastructures, we consult and support companies with customer flow analysis and management systems.

#### Inform有限公司

**我们用于自助服务区、零售商和更多领域的产品**

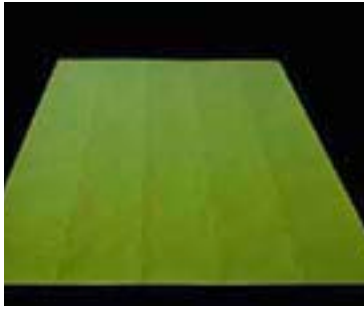
我们为国际电子钱包开发自助付款终端，作为昂贵的现金处理或封闭系统的有效备选方案(芯片或关键解决方案)。电子钱包的付款功能被整合到以账户为基础的银行卡和/或特定信用/借记卡中。无需输入任何 PIN 密码即可完成付款。优点是：交易简单、转账快速以及提供防止破坏行为的保护。

**应用领域：**自助洗衣店、影印机、自动售货机(食物/饮料、售票等)

我们是一家收银机和付款终端的服务供应商并为零售商和终端供应商提供综合服务：安装、实施、技术热线、现场服务、终端物流和备选电信系统。凭借我们在复杂 IT 基础设施的专业知识，我们使用客户流动分析和管理系统为公司提供咨询和支持。



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**Interactive projection screen**  
**Large-format multitouch technology**  
**Man-machine interaction**

**互动投影屏**  
**大幅面多点触控技术**  
**人机交互**

**isiQiri interface technologies -**  
**large-format man-machine-interaction**

isiQiri interface technologies, located at the Softwarepark Hagenberg near Linz, is a technology company providing a wide range of innovative solutions in the field of large-format man-machine interaction in co-operation with partners using its proprietary sensor technology (Q-Foil technology), which is protected by numerous patents.

These solutions include:

- interactive projection screens (for presentations, fairs, trainings, ...) - multitouch technologies for large LCD screens or projections - sensors for object recognition (security, person tracking, ...)
- position-sensitive photodetectors

isiQiri's first product on the market is the Q-Screen. It is an interactive projection screen that can be used for presentations, fairs, interactive marketing and much more.

Up to four persons can interact with the projected content at the same time (and be clearly identified). They can, for example, control the desktop, show interactive presentations and much more.

**isiQiri 接口技术——**  
**大幅面人机交互**

isiQiri 接口技术公司位于邻近 Linz(林兹)的 Hagenberg(哈根堡)软件园, 该技术公司与使用其受多个专利保护的专有传感器技术(Q-Foil 技术)的业务伙伴进行合作, 在大幅面人机交互领域提供大量创新解决方案。

这些解决方案包括:

- 交互投影(用于演讲、展览会、培训……)
- 用于大型液晶显示屏或投影的多点触控技术
- 物体识别传感器(安全、人像追踪……)
- 位敏光电探测器

isiQiri 推出的第一个面市产品是 Q 屏。它是一个用于演讲、展览会、互动营销以及其他更多活动的互动投影屏。

最多可 4 人同时与投影内容进行互动(并被清楚识别)。举例来说, 他们能控制桌面, 显示交互演示及其他更多活动。



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**Industrial automation**  
**Bank and service automation**  
**Energy automation**

**工业自动化**  
**银行业与服务业自动化**  
**能源自动化**

**KEBA - "Automation by innovation!"**

Founded in 1968, KEBA has become an internationally operating electronics company working successfully in the industry, bank, service as well as energy automation sector.

In accordance with its motto "Automation by innovation", KEBA develops and manufactures innovative solutions for the automation of machines and robots as well as mobile control solutions, self-service terminals for financial institutes, parcel logistics solutions, lottery terminals, charging stations for electric vehicles and control systems for alternative heating systems.

Continuing research investments and years of experience in the development and production of automation solutions are the basis for constantly new solutions with trend-setting unique selling points. Many world market leaders work with KEBA solutions.

KEBA's headquarters is located in Linz (Austria). KEBA also operates international subsidiaries in the US, China, Japan, Taiwan, Germany, Italy, Romania, the Czech Republic and Turkey.

**KEBA——“革新的自动化”**

始建于 1968 年的 KEBA, 时至今日是一家活跃于国际市场的电子公司, 在工业、银行业、服务自动化以及能源自动化领域颇有建树。

遵循企业所推崇的座右铭“革新的自动化”,

KEBA 不断发展与制定自动化创新方案, 涉猎众多领域, 诸如机械与机器人、移动操作方案、金融机构自助服务终端、包裹物流解决方案与彩票终端机, 以及电动汽车充电站和用于替代供热体系的控制系统。

基于发展与制定自动化解决方案领域内的常年研究、丰厚经验与稳定投入, 公司一贯能顺利完成新方案的制定, 并确立了明确的自身特色与走向。众多行业的国际领跑企业都对 KEBA 青眼有加。

KEBA 总部位于林茨/奥地利。KEBA 分支机构遍及全球, 在美国、中国、日本、中国台湾、德国、意大利、罗马尼亚、捷克与土耳其地区均设有子公司。



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**Development, manufacturing  
and sale of LED lamps  
Innovative LED technology**

**LEDON - feel-good lighting**

Since its foundation in 2009, LEDON Lamp GmbH has been focusing on the development, manufacturing and marketing of highly efficient LED lamps. LEDON is a fully owned subsidiary of the Austrian lighting group Zumtobel AG and benefits from the entire group's technical expertise. LEDON's LED lamps are fully fledged replacements for traditional incandescent lamps and conventional energy-saving lamps due to their innovative lighting technology. The design of LEDON's retrofit lamps is intentionally similar to conventional lamps and they are characterised by their excellent lighting quality. Energy savings up to 85% make LEDON's mercury-free lamps equally sustainable and eco-friendly products.

LEDON's sales network currently comprises traditional retailers as well as co-operation partners in numerous European countries. The product range consists of lamps in various designs with several different sockets and power consumption rates from 4 to 10 watts.

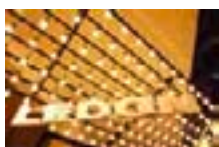
**LED(发光二极管)灯的开发、制造和销售  
创新 LED(发光二极管)技术**

**LEDON——令人满意的照明**

自 LEDON Lamp GmbH 于 2009 年成立以来,便专注于高效 LED(发光二极管)灯的开发、制造和营销。LEDON 是奥地利照明集团 Zumtobel AG 的全资子公司并从整个集团的专业技术中得益。LEDON 的 LED(发光二极管)灯由于其创新照明技术,成为传统白炽灯和常规节能灯的成熟替代品。LEDON 的改良灯在设计上与国际上传统的照明灯相类似,同时具备照明质量卓越的特点。多达 85% 的节能使 LEDON 的无汞灯能与可持续生态环保产品相媲美。

LEDON 的销售网络目前是由众多欧洲国家的传统零售商以及合作伙伴组成。产品范围包括各类设计的照明灯,并提供多种不同插座,功耗在 4 至 10 瓦之间。

**LEDON**



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**Construction and Infrastructure**  
**Saving energy through building automation**  
**Refurbishment of old and new buildings**

**建筑与基础设施**  
**通过楼宇自动化来节省能源**  
**新旧楼宇翻新工程**

**Innovative building automation**

LOYTEC electronics GmbH was founded in 1997 and has become a leading European provider of intelligent network infrastructure products and automation solutions for building automation. LOYTEC exclusively provides open and standardised communication protocols. Besides router solutions, LOYTEC also develops, manufactures and sells embedded automation servers, DALI light control systems, graphic user interfaces in the form of touch panels or for PC monitors as well as gateways. It focuses on network solutions for buildings and real estate. Product development and manufacturing departments are located at its Austrian headquarters in Vienna with a particular emphasis on careful and top-quality execution. Furthermore, the company operates local offices in France (software development), Germany (Sales) and a subsidiary in the USA. LOYTEC exports to more than 80 countries around the world. The company's export rate is 99.5%.

**创新型楼宇自动化系统**

LOYTEC 电子有限责任公司创立于 1997 年，现在是欧洲知名的供应商，公司主要供应楼宇自动化方面的智能网络基础设施产品和楼宇自动化解决方案。另外 LOYTEC 可独家提供公开的以及标准化的通信协议。LOYTEC 在全球除了路由器设备主要还研发、生产和销售嵌入式自动化服务器、DALI 光控设备、以触摸屏或电脑显示器及网关为形式的图像用户中心。LOYTEC 将重点放在建筑物和地产的网络化方面。公司在奥地利维也纳的企业中心依据高品质要求谨慎进行各种产品的研发和生产。另外企业在法国(软件研发)、德国(销售部)有自己的分支机构并在美国有子公司。LOYTEC 向全世界 80 多个国家供应产品。其出口率达到 99.5%。



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## Electronic ballasts

## 电子镇流器

### Electronic ballasts for UV medium-pressure emitters

PowerUnits develops and produces first-class electronic ballasts for industrial UV applications. Our EBU power supply unit series can be used for the low frequency AC-rectangular operation of UV medium-pressure emitters in power ranges between 5kW and 36kW per lamp. Higher lamp voltages and longer cable lengths for lamps are also possible.

PowerUnits applications are characterised by their high energy efficiency as well as the highest level of reliability and user orientation.

Our know-how is based on our team's years of experience in the development of power electronics as well as a solid and user-oriented business strategy.

We want to proactively influence and sustainably advance your competitive edge while achieving a similar effect for our future. It is our goal to be the technology leader in the electronic ballast sector for UV applications and provide the most efficient solutions for our industrial and commercial clientele.

### 紫外线中压发射器电子镇流器

PowerUnits 开发并生产一流的用于工业紫外线灯的电子镇流器。

我们的 EBU 电源供应器系列用于功率范围为每盏灯 5 千瓦和 36 千瓦之间的紫外线中压发射器的低频交流矩形运行。同样适用的还有高压灯和较长的电缆。

PowerUnits 以高能源效率、最高可靠性和用户定位为特点。

我们的专有技术建立在我们团队多年开发电力电子学以及面向用户的商业策略经验的坚实基础之上。

我们想要积极地影响并可持续推进您的竞争优势，同时为我们的将来实现类似的结果。我们的目标是成为紫外线应用中电子镇流器领域内的技术领先者并为我们的工业和商业客户提供最有效的解决方案。



**Machinery and equipment manufacturing**  
**Construction and Infrastructure**  
**Environmental technology**

**机械和设备制造**  
**建筑与基础设施**  
**环境技术**

**R+S Group designs, builds, assembles  
and commissions your system**

Building services engineering needs innovative ideas! We calculate the optimum energy usage for your property and create your individual building controls. R+S Group finds the perfect solution for every client - from small, easy to use facilities to complex, individual plants. Individual room controls, fire and Co detection systems, video surveillance and many other components will be perfectly integrated. Easy handling and operation are the big strengths of our top-quality guidance systems.

Systems engineering needs reliable partners!  
 Our services range from the conception and design to delivery and optimisation of systems. Aspects like operating systems, stability and support are taken into account for the product selection process, which is always handled in close partnership with our clients. We guarantee compliance with the current standards. We also take over detail clarifications with other suppliers for our clients. Switch cabinet construction - flexible and innovative!

**R+S 集团为您的系统提供设计、建造、装配和试运行服务**

楼宇服务工程需要创新理念! 我们为您的财产计算最优的能源使用率并为您创造个性化的楼宇控制方式。R+S 集团为每位客户找到完美的解决方案——从小型易用的设施到复杂的完整设施。单独控制室、消防和联合检测系统、视频监控和许多其它组件都被完美地整合在一起。搬运简单且操作方便是我们优质的引导系统的巨大优势。

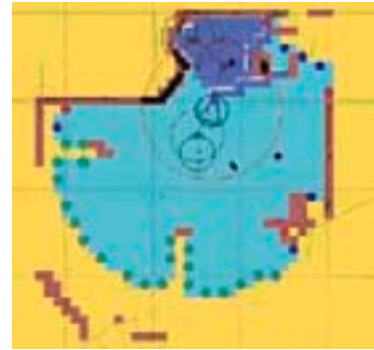
系统工程需要可靠的合作伙伴!

我们的服务范围广泛, 包括系统的构思和设计直到系统的配送和优化。我们在产品拣选流程中会考虑到操作系统、稳定性和支持等各方面因素, 并会始终与我们的客户密切保持合作关系。我们保证产品符合目前的标准要求, 并且也可为我们的客户向其他供应商详细说明工作。

开关柜结构灵活且独具匠心!



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**Mobile autonomous robotics**  
**Robotic consumer products**  
**New-generation of household automation**

**移动式自主机器人**  
**针对消费市场的机器人产品**  
**新一代家庭自动化**

**Intelligent robots for mass markets**

RobArt is a high-tech company specialised in autonomous mobile robotics. The in-house developed artificial intelligence control unit (AICU) is the gateway to a new generation of intelligent mass-market robots, providing a multitude of product options for the consumer market as well as for industrial use.

Robots with AICU are able to navigate completely autonomously. They create a map of their environment and do their work in closed, unpredictable environments - for example in apartments. They do not only navigate, they interpret their environment and they can communicate.

Fields of application for AICU are autonomous cleaning, new-generation household automation, building surveillance as well as the entertainment and communications sector.

**适合于大众市场的智能型机器人**

RobArt 是一家高科技公司, 专门从事移动式自主机器人的生产。公司研发的人工智能控制装置 [AICU] 使得新一代智能化并且适合于大众市场的机器人首次问世。新一代机器人不仅有适合普通人群使用的产品同时也有适用于工业生产的产品。带有人工智能控制装置的机器人可以完全自主的测定方位。它可以测绘出它所处环境的图像并可以在密封的, 不可预见的环境当中-例如在房屋内完成工作。此外它不仅可以测定方位, 对所处环境作出相应的解说, 还能沟通对话。产品可以运用于自主清洁系统, 新一代的家庭自动化, 楼宇监测以及娱乐和通讯领域。

**ROB·ART**

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**Machinery and equipment manufacturing**  
**Safety**  
**Environmental technology**

**机械和设备制造**  
**安全**  
**环境技术**

**Technical solutions for tank farms,  
 tanker trucks, petrol stations and tank level  
 measurements**

Security & Electronic Technologies was founded in 2003 and is specialised in technical solutions for safe loading processes and transports of flammable liquids.

The product portfolio ranges from crossfill prevention at the tanker truck to level measurements at the tank terminal.

**SECU-MultiTank:** This delivery control system prevents any kind of crossfilling - from the terminal (depot) to the tanker truck up to the final delivery at the petrol stations.

**LRC (Level Remote Control):** Tanker truck control with a start/stop function via radio transmission for the safe delivery of flammable and non-flammable liquids in tanks and containers.

**SECU ADN:** Safe loading and unloading of ships in accordance with regulatory policies for pan-European shipping.

**SECU Data-L:** Tank level measurement with data transmission by radio with a very high transmission capacity and excellent measuring accuracy.

**油库、油罐卡车、加油站、油罐液位测量的技术  
 解决方案**

安全和电子技术公司成立于 2003 年, 专营安全装卸过程以及易燃液体运输的技术解决方案。该产品系列范围很广, 涉及从油罐卡车的交叉灌装预防到油罐场的油罐液位测量。

**SECU-多油罐:**

该输送控制系统防止各种交叉灌装——从油库到油罐卡车, 直到在加油站最后交付。

**LRC(液位远程控制)**

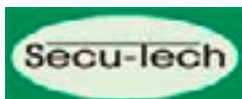
油罐卡车通过无线电传输开始或停止的指令进行控制从而将易燃和不易燃液体安全输送到油罐和容器中。

**SECU ADN:**

根据泛欧洲装运监管政策 (AND) 对船只进行安全装卸。

**SECU Data-L:**

通过无线进行数据传输来测量油罐液位, 具有极强的传输能力和极高的测量精确度。



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**Mobility**  
**Environmental technology**  
**Electrical engineering and electronics**

**移动**  
**环境技术**  
**电气工程与电子**

**Siemens Mobility -  
high-tech solutions for the future**

The mobility division of Siemens is the internationally leading supplier of transport and logistics solutions and is also one of the largest manufacturers of rail vehicles.

This division unites sustainability and competences in operating systems for rail and road traffic, solutions for airport and postal logistics, railway electrifications, rail vehicles for local, regional and long-distance transport, turnkey systems as well as future-oriented service concepts.

In its fiscal year of 2010 (30 September), Siemens Mobility achieved a turnover of 6.5 billion euro with more than 24,000 employees around the world.

Vienna: The Siemens company site in Vienna is the international world-headquarters for metros and railroad cars and, therefore, is an important cornerstone of the industry sector's mobility division.

Graz: The world competence centre for bogies in Graz is a developer and manufacturer of high-tech bogies and an important partner of the worldwide rail vehicle industry.

**西门子交通集团——未来的高科技解决方案**

西门子交通集团是国际领先的交通和物流解决方案供应商，同时也是全球最大的轨道车辆制造商之一。

西门子交通集团在铁路和道路交通运营系统、机场和邮政物流解决方案、铁道电气化、短程、区域和长途交通轨道车辆解决方案以及交钥匙系统和面向未来的服务方案里，结合了可持续性和专业技术。

在 2010(9 月 30 日)财政年度，西门子交通集团的营业额达 65 亿欧元，全球有超过 24,000 名员工。

维也纳：西门子集团维也纳公司是集团制造地铁和铁路车辆的全球总部，因此是西门子交通集团在工业领域的一个重要基石。

格拉茨：位于格拉茨的车辆底盘世界技术中心是高科技底盘的开发商和制造商，同时也是全球轨道车辆行业的重要合作伙伴。

**SIEMENS**

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### Automation systems Control technology Drive technology

### 自动化系统 控制技术 驱动技术

#### Complete automation solutions for machine and plant building

SIGMATEK designs and produces complete automation systems for machine and plant building. This starts with hard and software and continues through to the application and startup of the first machines or plants at the OEM customer as well as service and maintenance. In short: SIGMATEK provides solutions with added value. Integrated automation systems - including motion control and safety - allow modular machine constructions for which the components can be combined in a toolbox system. Customer-specific requirements can be implemented quickly and flexibly, drastically reducing engineering time and costs. All components are produced at the main facility in Austria: control and I/O systems, IPCs, HMIs, motion control, safety, real-time ethernet VARAN and the all-in-one engineering tool LASAL. From plastic extruders, packaging machines, assembly and handling technology, robotics to energy and the environment - the combined know-how of SIGMATEK is used worldwide.

#### 机器和厂房的成套自动化解决方案

SIGMATEK 为机器和厂房设计和生产成套自动化系统，从硬件和软件的设计开始，到对原始设备制造商客户的第一台机器或设备的应用和启动以及服务和维护。总之，SIGMATEK 可为解决方案提供更多价值。集成自动化系统——包括运动控制和安全——可用于制造模块化机器，在该机器中各组件可组合到一个工具箱系统之中。可快速灵活地实施并满足客户的具体要求，从而大幅度缩减工程时间和成本。所有组件都是在奥地利的主要工厂中生产的：控制和输入和输出系统、IPC、HMI、运动控制、安全、实时以太网 VARAN 和一体化工程工具 LASAL。从塑料挤出机、包装机、装配和操作技术，从机器人到能量和环境，SIGMATEK 的组合专用技术在世界范围内被广泛使用。



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**Monitoring technology**  
**Time control**

## TELE

### Technology needs control

A great deal of R&D has been undertaken at TELE and the company also benefits from its production base in Austria and a strong team that brings its products to the market. Our company grew with time relays and automation components. Our focus on monitoring technology still characterises TELE today. As a pioneer and trendsetter, we are able to deliver intelligent solutions for monitoring plants, factories, buildings and machines and keeping them running. TELE produces up-to-the-minute monitoring and control equipment that meets international standards for worldwide deployment at the highest levels of quality - based on passion and professionalism.

Established in 1963 as a family owned company, the headquarters and production base in Vienna has established branches in Germany and Great Britain and a dense network of more than 50 dealers all over the world. Longstanding customers from all areas of industry and fresh ideas for difficult tasks have made us a reliable and flexible partner.



**监控技术**  
**时间控制**

## 远程技术需要监控

TELE 公司进行了大量研发工作。我们不仅在奥地利拥有生产基地，而且还有一支实力不俗的产品营销团队。随着时间继电器和自动化组件的生产和销售，企业规模日益扩大。今天，对监控技术的专注，已成为 TELE 的特色业务。作为业界先锋和潮流缔造者，我们提供各种智能化解决方案，对设备、建筑物或机器进行监控并保持其正常运行。TELE 带来符合国际标准的尖端监控和控制技术，高质量的产品广泛应用于全球各个领域。这一切均源自我们的热情和专业！

作为一个成立于 1963 年的家族企业，目前除了位于维也纳的总部和生产厂，TELE 在德国和英国还设有分支机构，此外遍布全球的 50 多个贸易伙伴构筑了一张密集的销售网络。我们在各个行业领域都有长期合作的客户，并且可以为艰难工作提供创新解决方案，这一切使我们成长为一个值得信赖并且极为灵活的合作伙伴。



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**Construction and Infrastructure**  
**New technologies**  
**Building-lighting, lighting solutions**

**建筑与基础设施**  
**新技术**  
**建筑照明、照明解决方案**

**Zumtobel**

Zumtobel is a leading international supplier of integral, trend-setting lighting solutions for all professional building-lighting application areas. A unique combination of innovation, technology, design, emotion and energy efficiency delivered through highly-qualified sales and after-sales service ensures unbeatable customer benefits. Zumtobel has its own sales organisations in 22 countries and commercial agencies in more than 50 other countries and is a global player in the lighting industry.

Zumtobel's mission statement: "We want to use light to create worlds of experience, make work easier and improve communication and safety while remaining fully aware of our responsibility to the environment." Accordingly, Zumtobel offers a comprehensive assortment of product lines that include high-quality luminaires, lighting management systems and emergency lighting systems for an extremely wide range of application areas.

**Zumtobel**

Zumtobel 是一家国际一流供应商，为各种专业建筑照明应用领域提供整套领先潮流的解决方案。

通过优质销售和售后服务将独一无二的创新理念、技术、设计、热情和能源效率结合在一起，可确保客户受益最佳。Zumtobel 在 22 个国家设有它自己的销售机构并在其他 50 多个国家设有商业代理，不愧是照明行业内的一家国际性公司。

Zumtobel 的宗旨如下：“我们想要在对环保方面的责任有充分意识的同时，使用灯光来创造世界体验，让工作变得更简单并改善交流通讯，提高安全性。”因此，Zumtobel 提供应用领域广泛的综合产品系列，包括各类优质灯具、照明管理系统和应急照明系统的完整产品系列。



**ZUMTOBEL**

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**Smartphone applications for museums**  
**Interactive art catalogues on DVD**  
**3D real-time visualisations**

**博物馆智能手机应用程序**  
**DVD 呈现的交互式艺术目录**  
**3D 实时可视化**

**a:xperience - a young publisher  
for digital media**

We create cost-efficient multimedia museum worlds for all interactive media. a:xperience lets you experience art in a whole new way: interactive installations for museums, 3D visualisations of exhibitions on DVD/CD-ROM & DVD-video as well as on the Internet. Editing and content generation have been a matter of course for a:xperience for many years. We provide consulting services and generate profitable products from the the most diverse range of contents. The result is a win-win situation for everybody. Years of experience in the communications industry, in-house editors, production and delivery make us the ideal partner for multimedia shop products and installations for museums.

a:xperience's team consists of specialists from many different areas of programming and traditional communication sectors. We develop strategies to bring new media to an interested art audience.

a:xperience—一个新生代的数字媒体出版平台为所有交互式媒体创造经济实惠的多媒体博物馆世界。我们对真实场景的数据采集,用3D 多媒体技术制作出3D 交互式多媒体数字虚拟博物馆。博物馆的宣传展示,以博物馆建筑平面或3D 式方位导航,结合全景的导览应用,观众可以自由穿梭于每个场馆之中,可以任意放大看到更多的细节,使得参观变得更加方便,快捷,点击鼠标就像来到现场一样,使您可以以一种全新的方式来感受艺术。3D 交互式多媒体数字博物馆可发布到互联网上或做成DVD/CD-Rom, DVD-Video。

多年以来编辑和生产内容始终被 a:xperience 认为是势所必然的事业。我们提供咨询服务并通过各种内容制造可盈利产品。从而与所有人达成共赢局面。我们在通信行业、内部编辑、生产和交付方面具有多年经验,是博物馆多媒体店产品和安装的理想合作伙伴。a:xperience 的团队包括来自编程和传统通信领域等众多不同领域的专家。我们不断研发策略将新媒体带给对艺术感兴趣的观众。

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**Quality assurance - process management**  
**Embedded software**  
**Automotive/Aerospace**
**QUALITY ASSURANCE - Process management**  
**Advantage Integration and Supply Chain**

AICO offers you multiple ways to improve your supply chain with certified processes as well as electronic components. Existing supply chains focus on electronic hardware parts. However, the corresponding software also needs quality assurance to avoid expensive recalls that may reduce your profit as well as your customer satisfaction. AICO makes sure that your processes and methods are fully integrated. We improve your daily business and workflows by closing the potential gaps between these two areas. Independent from expensive tools as well as existing and well-functioning processes, AICO offers integration and harmonisation to seize the full potential of your processes and products and reduce costs by 10%. These processes and components have already been successfully implemented for multinational companies ARTEMIS - Joint Technology Platform R&D embedded intelligence and systems:

<http://www.artemisia-association.org/>  
 Aerospace: QA Item Level Certification. DO-178B, DO-254. [www.aeronautics.at](http://www.aeronautics.at)


**质量保证——流程管理**  
**嵌入式软件**  
**汽车/航空航天**
**质量保证——流程管理**  
**优势集成和供应链**

AICO 利用经认证的流程和电子元件,可从多方面改善您的供应链。

目前的供应链较注重电子硬件部件。但是,相应的软件也需要质量保证,以避免代价沉重的召回事件,因为它可能会降低您的利润和客户满意度。

AICO 可确保您的流程和方法保持完全统一。我们可通过消除您在日常业务和 workflows 间的潜在分歧来为这两方面带来改善。

AICO 提供的并非是昂贵的工具和运作良好的现有流程,而是通过统一与协调来激发您的流程和产品的全部潜能。

- 降低成本 10%

- 为跨国公司成功进行项目实施

**ARTEMIS:**

联合技术平台研发中嵌入的智能和系统。

<http://www.artemisia-association.org/>

航空航天:

质量保证项目水平认证。DO-178B、DO-254。

[www.aeronautics.at](http://www.aeronautics.at)



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**ONEvision hotel TV**  
**ONEspeed Internet for guests**  
**ONEsignage digital signage**

**Wow your guest with Hotel TV, HSIA  
Internet and Digital Signage by at-visions**

at-visions Informationstechnologie GmbH is a strongly expanding company that offers worldwide IT-services for the hospitality industry. at-visions combines professional consultancy, project management, engineering and hospitality management know-how to secure the enduring success of their projects and satisfaction of their partners - world-wide.

at-visions offers a tailor-made in-room entertainment system based on IP (ONEvision™), industry-sector specific digital signage solutions (ONEsignage™), HSIA services (ONEspeed™) and IT-consulting.

at-visions main focus is the international first-class and luxury hospitality industry. The customers of at-visions are for example Hyatt EMEA, Kempinski, Rogner International, African Sky Hotels, Ramada and The Empire Brunei. at-visions has its own branches in Singapore, Sydney and Hong Kong and a strong partner network of resellers to cover most parts of Europe, the Middle East, the USA and Africa.

**ONEvision 酒店电视**  
**ONEspeed 宾客互联网服务**  
**ONEsignage 数字标牌**

**让 at-visions 的酒店电视、高速网络连接以及数字标牌服务给您的客户带来惊喜不断**

at-visions Informationstechnologie GmbH 是一家专业从事向全球提供酒店业 IT 服务的公司，而且目前的增长趋势强劲。at-visions 结合利用专业咨询、项目管理、工程和酒店管理方面的技术诀窍来保证在全球范围内使项目得以成功运作并满足其合作伙伴。

at-visions 提供基于互联网供应商服务的定制室内娱乐系统 (ONEvision™)、工业用数字标牌解决方案 (ONEsignage™)、酒店高速互联网服务 (ONEspeed™) 以及 IT 咨询服务。

at-visions 主要面向国际一流的豪华酒店业。at-visions 的客户包括 Hyatt EMEA、凯宾斯基 (Kempinski)、Rogner International、African Sky Hotels、华美达 (Ramada) 以及文莱帝国酒店 (The Empire Brunei)。at-visions 在新加坡、悉尼以及香港拥有它自己的分支机构，并拥有强大的再销售合作伙伴网络，广泛延伸至欧洲、中东、美国以及非洲的大部分地区。



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**Automotive industry**  
**System service provider**  
**Research and development**
**汽车行业**  
**系统服务供应商**  
**研发**
**AUDIO MOBIL - Innovative electronics for the automotive industry**

AUDIO MOBIL Elektronik in Ranshofen (Austria) is one of the leading electronic system service providers for the automotive industry.

The company was founded in 1989 and focuses on the following sectors: HME (human-machine-environment), HMI components, C2X communication, driver assistance systems and car infotainment.

Aspects such as lightweight construction, low power consumption, networking of mobility technologies and high acceptance with easy handling for the consumer are taken into consideration during the development of every new product.

The company's field of activity ranges from basic research, advance development, design and prototyping to production development and manufacturing of serial components as well as just-in-time product supply for customers.

AUDIO MOBIL networks man and machine as well as machine and environment - to ensure mobility and make it enjoyable for many years to come.

**AUDIO MOBIL 汽车行业的创新电子产品**

位于拉舍芬(奥地利)的 AUDIO MOBIL Elektronik 公司是汽车行业的领先电子系统服务供应商。

该公司创建于 1989 年并致力于以下领域: 人机环境 (HME), 人机界面 (HMI) 组件、汽车对多应用 (C2X) 通讯、司机辅助系统及汽车信息娱乐系统。

在研发每件新产品时, 我们都会考虑使产品结构轻盈、低功耗、可接入移动技术网络和使用户操作简单。

该公司的活动领域从基础研究、超前发展、设计和原型设计到生产发展和系列组件制造及为用户准时提供产品。

AUDIO MOBIL 将人与机器及机器与环境进行联网——以确保其移动性并使其在未来多年内都深受用户爱戴。



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**Automation technology**  
**Process optimisation**  
**Automation solutions**

**自动化技术**  
**过程优化系统**  
**自动化系统解决方案**

**Development and solution competence  
under one roof**

AutomationX is an internationally operating company in the automation technology sector. The service range of AutomationX focuses on complete solutions from signal processing in the field, ergonomic operation and control in the control room, process optimisation with Advanced Process Control (APC) to production control and integration of superordinate commercial systems, such as SAP.

- Process optimisation: AutomationX has been providing integrated Advanced Process Control solutions since 2004. Outstanding successes in process and cost optimisation were achieved in the process industry, power generation, energy distribution and energy utilisation sectors by using state-of-the-art technology.
- Signal processing: AutomationX is specialised in the processing, visualisation and control of large data and information quantities (>100,000 data points) - from physical measurement signals to authentication procedures and video processing.

**同时拥有研发和生产资质的企业**

Automation X 是一家自动化技术领域的跨国企业。企业的研发涉及各个方面, 包括磁场的信号处理系统、符合人体工程学的使用操作系统和观象台的调节系统、先进过程控制 (APC) 的过程优化系统以及更高级别的商业系统, 如 SAP。

**过程优化系统:**

- 自从 2004 年起 AutomationX 就提供一体化先进过程控制 (APC) 产品。这款产品不仅可以充分利用当前已有的技术还可以使过程工业、能源制造、能源分配和能源使用领域的过程和成本优化取得更好效果。
- 信号处理系统: AutomationX 专门研发生产大宗数据和信息(大于 100,000 数据处理单元)的处理、视觉化以及控制系统。这些系统适用于物理测量信号、程序核实和录像处理。





**Software for windows and facades**  
**NC-machine control systems from CAD**  
**CAD-based change-management software**

窗户、建筑物正面软件  
 基于计算机辅助设计 (CAD) 的数控-机械控制系统  
 基于计算机辅助设计的变更-管理软件

**FENWIBA for zero-error window production**  
**Associative bill-of-material attributes**

FENWIBA is a CAD-based change management system for the window and facade industry. It accompanies the secure WYSIWYG-dialogue between the customer and supplier across all instances - from tender and order placement to production, installation and final inspection.

The ObjectD CAD-system works with integrated bill-of-material attributes and intelligent library elements. Therefore, window constructions include current production data right from the first draft plan. The attributes are updated dynamically - from every change of the initial plan to the final correction.

Order processing and production control are now available at the push of a button. All production, installation and NC information is retrieved from the associative attributes of the CAD drawing. This process eliminates the risk of error caused by multiple data capturing, saves time and results in zero-error productions.

**FENWIBA 窗户生产零失误**  
**结合物料清单属性**

FENWIBA 是一例基于 计算机辅助设计发展而来的变更管理系统, 适用于窗户与建筑物正面行业。系统附带安全的“所见即所得”式对话框, 便于委托人与承办人间的交流, 系统涵括了从订货, 到生产、组装以及竣工验收在内的所有流程。

系统所使用的计算机辅助设计系统 ObjectD 在运行时, 还融入了集成物料清单属性与智能资料库元素。如此, 一扇窗户的构造自第一份计划草图开始便已配备实际生产数据。最终投入生产前, 每一例图纸的更改直至最后一处校正, 属性都会进行相应的动态更新。

对于订单处理与生产控制而言, 您只需要点击“按钮”即可完成。从计算机辅助设计图纸相关属性中读取所有生产、装配与 NC 数据。如此便不用考虑来自多倍数据采集的错误风险, 节省大量时间的同时, 实现零失误生产。



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**Software solutions for transports and logistics  
energy and plastics industry**

用于运输与物流能源和塑料行业的软件解决方案

**Boom Software AG - FIRST IN TOTAL  
CUSTOMISING**

Boom Software is the first software developer in the area of production and maintenance management software to offer total customisation and, as a result, the highest possible benefit for the customer. Our software solutions can be individually designed and fully customised - exactly as if you were configuring your new car. Our TOTAL CUSTOMISING concept is based on our unique technology called BORA - Business Oriented Rapid Adaption.

The portfolio comprises the following solutions:  
**BOOM•MAINTENANCEMANAGER (B•MM)**  
First in securing your investments

**BOOM•PRODUCTIONMANAGER (B•PM)**  
First in giving you full control over production

**The Boom Software AG - 首创全面定制**  
Boom Software 是生产与维护管理软件领域的第一家软件开发商, 可提供全面定制服务, 从而使客户尽可能获得最佳利益。我们的软件解决方案可以是个别设计, 并且可以进行全面定制——就跟您配置自己的新车一样。我们的“全面定制”概念建立在我们独有的 BORA 技术基础上, 即快速业务适应。

投资组合包含以下方案:  
**BOOM•MAINTENANCEMANAGER (B•MM)**  
(BOOM 维护经理)  
保护您投资的首创方案

**BOOM•PRODUCTIONMANAGER (B•PM)**  
(BOOM 生产经理)  
让您可全面掌控生产的首创方案

**BOOM**  
FIRST IN TOTAL CUSTOMIZING



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**CAD software**  
**Consulting**  
**Hardware**
**CAD 软件**  
**咨询**  
**硬件**
**CAD based Software for Furniture Business**

CAD+T is an owner-managed company established in Vienna, Paderborn (GER), Bruneck (I), Rotkreuz (CH) and Dubai (VAE), developing CAD Software for 21 years (based on AutoCAD® and Autodesk Inventor®) for the furniture business (shopfitters and interior designers, architects, carpenters, furniture industry and trading companies).

CAD+T supports clients worldwide with its approx. 40 employees and distribution partners on site offering consulting services regarding valorisation and structures, implementation of software and hardware. Today, more than 2,500 customers are part of the CAD+T user community.

CAD+T supports planners, designers, constructors, producing companies, shopfitters and interior designers from the first approach up to the final internal and external performance. This CAD-software is based on a modular concept for small and medium-sized companies up to serial production, Autodesk Reseller with Silver Status and supports architecture, mechanical and engineering companies.

**用于家具企业的基于计算机辅助设计的软件**

CAD+T 在维也纳、帕德伯恩(德国)、布鲁内克(意大利)、Rotkreuz(瑞士)和迪拜(阿联酋)均设有公司分支机构, 21 年来这家由所有者管理的公司主要为家具企业(商店装潢和室内设计师、建筑师、木匠、家具行业和贸易公司)开发 CAD 软件(基于 AutoCAD® 和 Autodesk Inventor®)。

CAD+T 依靠其近 40 名的员工和当地分销合作伙伴, 为全世界范围的客户根据其需要采取的措施和期望的结构提供咨询服务并提供硬件和软件支持。如今, CAD+T 用户社区拥有超过 2,500 名客户。

CAD+T 从最初的步骤到最终的内外性能, 来对规划师、设计师、建筑师、生产公司、商店装潢和室内设计师进行支持。该种 CAD 软件是基于为中小型企业直至批量生产商和 Autodesk 银牌经销商设计的模块化方案, 并为建筑、机械和工程公司提供支持。



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**Transport technology**  
**Sensors**  
**Congestion detection**

**交通技术**  
**传感器**  
**交通堵塞识别系统**

**BLIDS - traffic sensor. An innovative product of c.c.com GmbH**

c.c.com Andersen & Moser GmbH is a product and solution provider specialised in traffic telematics. c.c.com's BLIDS is a solution for fully automated traffic data capture for the private transport sector. The BLIDS sensor system is cost-efficient, easy to install, based on Bluetooth technology and ensures traffic data capture without infrastructure-bound sensors. Using a patented procedure, BLIDS delivers anonymised real-time data for traffic control as well as for traffic planning. Especially information regarding origin, destination, travel time and speed can be retrieved with this sensor solution. BLIDS is successfully being used in numerous projects throughout the EU.

**BLIDS-交通传感器, c.c.com 有限责任公司的创新型产品**

c.c.com Andersen & Moser GmbH 是一家专门生产与交通远程信息处理方面相关产品和提供解决方案的企业。c.c.com 使用 BLIDS 产品为私营交通运输部门提供完全自动化的交通数据统计服务。BLIDS 是一款价格合理、安装方便的探测系统,它以蓝牙技术为依据,可以让人们进行交通数据统计时不必再使用那些与基础设施相连接的探测系统。BLIDS 使用已经获得专利的测量方法,不仅可以为交通控制系统还可以为交通规划提供实时匿名数据。它可以精确地测出来源、目标、行驶时间和速度。在欧盟很多项目当中 BLIDS 都出色完成了它的工作。



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**Electrical engineering and electronics**  
**Guidance and control systems**  
**HMI and SCADA systems**
**电气工程与电子**  
**引导和控制系统**  
**HMI 和 SCADA 系统**
**atvise - professional HMI and SCADA solution**

Certec is an internationally operating high-tech company located in Eisenstadt, Austria. The company is an established product and technology supplier in the HMI and SCADA sector. Certec was founded in 2005 and is expanding constantly, having distribution partners in Austria, Germany, Switzerland and Italy.

Certec's core product is atvise - a professional HMI technology that is fully based on web standards. Certec offers this technology to hard- and software developers for their products. For further scaling, Certec provides atvise scada, which is based on OPC Unified Architecture (UA). These products are generally applicable for all industry sectors, having their core segments within infrastructure, building automation, energy generation, production plants and engineering.

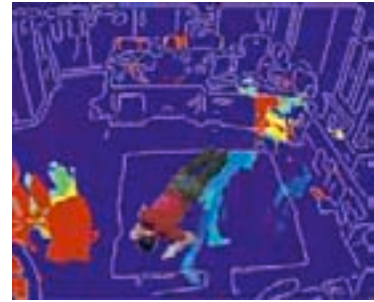
**atvise——专业的 HMI 和 SCADA 解决方案**

Certec 是一家位于奥地利艾森斯塔特的国际化运作的高科技公司。公司将自己建立为 SCADA 和 HMI 领域的产品和技术供应商。Certec 成立于 2005 年并在不断壮大。它的分销合作伙伴位于奥地利、德国、瑞士和意大利。

Certec 的核心产品是 atvise——一种完全基于网络标准的专业的 HMI 技术。Certec 为硬件和软件开发商提供该技术。基于 OPC 统一架构 (UA) 的 atvise scada 产品使 Certec 公司进一步壮大。它适用于所有工业行业，它的核心环节是基础设施、楼宇自动化、能量生成、生产设备和工程。



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**Information and communication technology (ICT)**  
**New technologies**  
**Safety**

**Your partner for media asset analyses,  
because “an image says more than a  
thousand words”**

CogVis GmbH positioned itself in the sector for intelligent pattern and event detection from images and videos.

CogVis was founded as a spin-off of the Technical University Vienna and implements market-oriented R&D projects. We help you process, organise and evaluate your image data with state-of-the-art technology and customised software solutions. From single images to entire video sequences, our competent team with international research experience develops the perfect solution for your purposes.

**Areal Vis:** Taking a close look at your safety. Even around corners.

**Anonym Vis:** Saves everything for you. Even your privacy.

**Haut Vis:** Recognises the things you want to see. And the things you don't.

**Sturz Vis:** Always here for you. Even if the worst comes to the worst.

**信息和通讯技术**  
**新技术**  
**安全**

**您的媒体资产分析合作伙伴, 因为一幅图胜过千言万语。**

CogVis GmbH 将自己定位于智能模式和图像和视频的事件检测的领域。

CogVis 最初是从维也纳技术大学独立出来而创立的, 主要实施市场为导向的研发项目。凭借最先进的技术和定制的软件解决方案, 我们帮助您处理、组织和评估您的图像数据。从单个图像到整体视频序列, 我们的具有国际研究经验的出色团队可根据您的目的为您开发完美的解决方案。

**Areal Vis:** 密切关注您的安全。甚至最不起眼的地方。

**Anonym Vis:** 为您保存所有东西。甚至是您的隐私。

**Haut Vis:** 识别您想看的東西。以及您不想看的東西。

**Sturz Vis:** 我们始终在您左右。即使出现最坏的情况。



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### New technologies

#### RFID

#### Transponders, RFID read/write systems

#### RFID innovation from Austria

#### TagTrans®: all-rounder with Bluetooth data transmission

DATATRONIC-IDentsysteme, the Austrian RFID specialist, markets TagTrans®, a new handy RFID read/write device that communicates with conventional, Bluetooth-enabled devices as well as mobile data acquisition devices such as laptops, PDAs and even mobile phones up to a distance of 100 metres.

TagTrans® is intended for industrial applications and it is available for UHF, HF and LF. The compact device is protected by a robust IP67 ABS case (ATEX models are also available). If needed, these devices can be equipped with barcode 2D-imagers or USB interfaces.

TagTrans® works completely network-independent and, therefore, needs no cables at all. Intelligent energy management and large batteries provide very long charge cycles. TagTrans® is only switched on when its sensor detects movement and switches itself off again after a pre-defined resting period to avoid any accidental drain of the battery life.

#### 新技术

#### 射频识别技术(RFID)

#### 转发器、射频识别技术读/写系统

#### 来自奥地利的 RFID 创新

#### TagTrans®: 多功能蓝牙数据传输设备

DATATRONIC-IDentsysteme 是奥地利的 RFID 专家, 专门出售 TagTrans®, 该产品是一种全新的便携式 RFID 读/写设备, 它可在长达 100 米的距离内, 与传统蓝牙设备以及诸如笔记本电脑、PDA、甚至手机之类的移动数据采集设备进行通讯。

TagTrans® 专门用于工业应用, 并可用于超高频、高频和低频设备。该设备十分小巧, 并有坚固的 IP67 ABS 外壳进行保护 (ATEX 模型也同时有售)。如需要, 这些设备还可配备条形码二维成像器或 USB 接口。

TagTrans® 无需网络便可运行, 因而完全不需要电缆。该产品配有智能能源管理和大号电池, 因此具有充电周期较长。只有当它的传感器检测到运动时, TagTrans® 才会启动, 达到预定义的休眠期后将再次自行断开, 以避免意外损耗电池寿命。

**datatronic.eu**

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## New technologies

## 新技术

### Devstrom connects telecommunication networks with the Internet

Devstrom is an Austrian start-up headquartered in Linz. Devstrom connects existing telecommunication networks with the Web and provides application layers for telco 2.0 services.

The Internet and cell phones keep us in constant contact with our environment. The requirements of clients change and new markets, which are just waiting to be opened, arise. Especially in the telecommunications sector, the growing trend of convergent communication services has become an indispensable factor. Devstrom helps to shape this exciting development. Future communication tools must be easy to use and flexibly integratable into the user's daily communication behaviour.

Devstrom designs and implements communication solutions that are simple, interoperable and user-oriented. We create solutions that build on existing technologies - such as telecommunication networks - to unite telephony, social networks and location-based services into one solution.

### Devstrom 将电信网络与互联网相连

Devstrom 是一家在奥地利创办的企业，总部设在林兹。Devstrom 将现有的电信网络与万维网相连并为电信 2.0 服务提供应用层。

互联网与手机使我们可以与周围世界保持联系。客户的要求不断发生着变化，急不可待的新市场也正在不断兴起。尤其是在电信领域，综合通信服务日益增长的趋势已成为不可或缺的因素。Devstrom 可帮助推动这一激动人心的发展。未来通信工具必须易于使用并能灵活地集成到用户的日常通信行为中。

Devstrom 设计并实施简单、能共同操作并面向用户的通信解决方案。我们在现有技术创建解决方案——诸如通信网络——并将电话、社会网络和位基服务集合到一个解决方案中。

Devstrom

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**Internet portal**  
**Search for drugs**  
**Life Science and Pharma**

**互联网门户**  
**药物搜索**  
**生命科学和制药**

**Diagnosia.com**  
**Free, objective, multilingual information**  
**about drugs**

Diagnosia.com was founded by a team of doctors, software developers and experienced Internet entrepreneurs with the clear goal to revolutionise the European drug market. This young business has become an influential partner on the health market within a short period of time and has positioned itself as a verified online information portal.

Free package leaflets as well as professional information for all Europe-wide approved drugs will be available in 14 languages by the end of 2011.

Partnerships with national and European health authorities guarantee an objective, transparent and qualitative source of information to meet the requirements of 350 million responsible and modern Europeans.

The company is financed by advertising partnerships and provides innovative market research tools for researching drug manufacturers.

**Diagnosia.com**  
**免费且客观的多语言药物信息**

Diagnosia.com 是由一群医生、软件开发人员和富有经验的互联网企业家创立的，他们的目标非常明确，即，变革欧洲药品市场。这家年轻的企业短期内便成为保健市场重要的合作伙伴，并且它将自己定位为公认的在线信息门户。

2011 年底将以 14 种语言提供已在欧洲范围内获批准的所有药物的免费包装说明书以及专业信息。

该公司与国家卫生当局进行通力合作，保证了信息来源的客观、透明和质量，可满足 3 亿 5 千万有责任心的现代欧洲人的要求。

该公司由广告合作伙伴提供资金并为研究药品制造商提供创新市场研究工具。



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**Software solutions for the building materials industry**  
**Control and disposition software**  
**Construction and Infrastructure**

**Dorner Electronic - enjoying development**

Dorner Electronic provides top-quality, innovative and user-friendly software solutions for the building materials industry. The company is specialised in the planning, production and installation of industrial process controls for ready-mixed concrete and prefabricated component works, pre-mixed plaster and dry mortar plants. As a market leader, it is not only our goal to meet the requirements but also to constantly question and daringly point out new products and processes that result in qualitative advantages for our clients and us.

**Fact box**

Headquarters: Egg/Development centre: Dornbirn

Year of foundation: 1964/Employees: 105

Export quota: 85%

Motto: Enjoying development

Dorner Electronic provides the most attractive software solutions for the ready-mixed concrete industry that allows all users to control processes safely. Additionally, Dorner Electronic creates products and services with the highest standards. They are easy to apply and wonderfully intuitive.

用于 建筑材料行业的软件解决方案  
控制和配置软件  
建筑与基础设施

**Dorner Electronic——乐在开发**

Dorner Electronic 为建筑材料行业提供优质、创新、用户友好型的软件解决方案。公司专门为预拌混凝土和预制构件、预拌灰泥和干砂浆工厂提供工业过程控制的规划、生产和安装服务。作为行业翘楚，我们的目的不仅是满足要求，还要不断提出问题并大胆推出新产品和新工艺，从而为我们的客户和我们自身带来质量优势。

**资料**

总部: 艾格 (Egg)

开发中心: 多恩比恩 (Dornbirn)

创立时间: 1964 年

雇员数: 105

出口比例: 85%

座右铭: 乐在开发

Dorner Electronic 为预拌混凝土工厂提供最具吸引力的软件解决方案, 使所有用户都能够安全地控制加工过程。另外, Dorner Electronic 还提供最高标准的产品和服务, 它们易于应用, 并且具有绝佳的直观性。






**Information and communication technology (ICT)**  
**Real estate platform**  
**Property marketing**
**信息和通讯技术**  
**不动产平台**  
**不动产营销**
**ERESNET GmbH**

The ERESNET GmbH agency is specialised in the real estate sector and operates Austria's biggest real estate platform [www.IMMOBILIEN.NET](http://www.IMMOBILIEN.NET). Additional services include WEBREAL, the agency's online property marketing solution, real estate data banks as well as online advertising. ERESNET GmbH was founded in 1994 and has been an all-round service provider for the real estate sector since then. The agency provides innovative object marketing tools for professional property companies. Austria's biggest real estate platform, WEBREAL, Austria's most widely installed marketing software and the WEBSERVICE products for individual property data bases and websites form a comprehensive product portfolio for every real estate agency.

ERESNET stands for innovation, real estate know-how and the best service. Over 1,000 clients prove that ERESNET's commitment to the real estate industry falls on fertile ground.

The success of our clients is our biggest triumph!

**ERESNET GmbH**

作为专业从事不动产业务的代理机构, ERESNET 有限责任公司在其网站 [www.IMMOBILIEN.NET](http://www.IMMOBILIEN.NET) 下经营着奥地利最大的不动产平台。公司的服务产品还包括自有的不动产在线营销解决方案 WEBREAL、不动产数据库以及在线广告。

ERESNET GmbH 成立于 1994 年, 目前已发展为不动产领域内全方位的服务供应商。它为专业房地产商提供了用于物业营销的创新工具。奥地利最大的不动产平台, 奥地利安装率最高的营销软件 WEBREAL 和用于建设自有的不动产数据库及网站的 WEBSERVICE 产品, 为每一个不动产营销人员提供了全面的产品组合。

ERESNET 代表创新、不动产专业知识和最优质的服务。公司拥有上千名客户, 这意味着, 我们在不动产领域的努力结出了丰硕的果实。

客户的成功是我们最大的成绩!



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**Security Awareness  
3D training software  
E-Learning**

**安全意识  
三维培训软件  
电子学习**

**Security Awareness - multimedia,  
interactive and sustainable**

E-SEC GmbH was founded in 2005 and has become a leading Security Awareness expert as well as a specialist for the development of the most innovative 3D training software for the communication of content, guidelines and codes of conduct within companies. E-SEC focuses on raising employees' awareness interactively and sustainably, independent of the company's size or industry.

The award-winning product range comprises the 3D-Security Awareness software E-SEC® VIRTUAL TRAINING COMPANY as well as E-SEC® VIRTUAL TRAINING CITY, a fully-fledged learning management system. Employees navigate through virtual companies while training aspects of selected learning contents.

Standardised theme worlds (information security, fire prevention, etc.) are quickly implemented, extended and can be adapted to the employees' specific role and the individual structure of the company. E-SEC is characterised by its market-leading know-how in the security awareness sector and its unique 3D-training software.

**安全意识——多媒体、  
交互式以及可持续性**

E-SEC GmbH 创立于 2005 年，现已成为行业领先的安全意识专家以及在公司内部用于交流内容、指导和行为准则的最为创新的三维培训软件研发领域的专家。E-SEC 注重以交互式 and 可持续方式来提高员工的意识，不论公司规模如何或属何行业。

公司的一流产品范围包括三维安全意识软件 E-SEC® VIRTUAL TRAINING COMPANY 以及成熟的学习管理系统 E-SEC® VIRTUAL TRAINING CITY。在培训精选学习内容的同时，员工还可浏览虚拟公司。

可让公司快速实施并扩展标准化的主题世界(信息安全、防火等)，并对其进行调整以便适应员工的特殊角色和单个结构。E-SEC 的特点是，在安全意识领域方面具有市场领先的专有技术和独一无二的三维培训软件。



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**Information and communication technology (ICT)**  
**New technologies**  
**Systems management and Virtualisation**

 信息和通讯技术  
 新技术  
 系统管理和虚拟化

**First Visual**
**trueAgent™ “IT Management Virtualisation”**

First Visual is the world's first and only supplier of “Autonomic Computing” management technologies and solutions. First Visual's revolutionary new and internationally awarded “IT Management Virtualisation Technology” eliminates up to 85% of IT management costs. While dramatically increasing productivity and business adaptability, First Visual's solution transforms any device into an autonomously operating, self-managed system, independent from administrators, connectivity and central management services.

Without external dependencies, First Visual's management solution provides virtually unlimited scalability and enables the optimised management of mobile systems, embedded devices, IT system virtualisation and cloud computing.

With unique built-in advanced security features, new levels of protection are available to substantially enhance system security and introduce extended privacy protection - critical for industries handling sensitive data like personal info or medical records.

**First Visual**
**trueAgent™ “IT 管理虚拟化”**

First Visual 是世界上第一个,也是唯一一个“自主计算”管理技术和解决方案的供应商。

First Visual 的具有革命性且国际一流的最新“IT 管理虚拟化技术”,减少了高达 85% 的 IT 管理成本。在显著提高生产率和业务适应能力的同时,First Visual 的解决方案可将任何装置转化为独立运行、自我管理并独立于管理员、连通性和中央管理服务的系统。

First Visual 的管理解决方案无需依赖外部资源,便能提供几乎无限的可扩展性并确保移动系统、嵌入式装置、IT 系统虚拟化和云计算的优化管理。

有了独一无二的内置高级安全特性,用户便可使用更高的保护级别来大幅提高系统安全性,并引入扩展隐私保护——这对处理像个人信息或病历卡之类的敏感数据的行业来说至关重要。


**First Visual IT Management Solutions GmbH**

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**Air traffic, public safety & transport  
Safety  
Control centre solutions**

**FREQUENTIS - communication and  
information solutions for a safer world**

Frequentis is an international supplier of communication and information systems to two core markets: air traffic management (civil and military applications) and public safety and transport (police, fire & ambulance services, inland and maritime shipping, rail). Fail-safe connectivity, connection set-up in milliseconds and user-friendly design are core elements of Frequentis products. The systems and products developed and sold by Frequentis are key components of a control centre solution. "Control centre" is a generic term applied to operational command and control facilities charged with support, coordination and observation tasks in safety-relevant situations and incidents. The primary goal of control centres is to ensure the protection of individuals and goods from harm or injury. Appropriate solutions are, therefore, particularly important for customers working in safety-related sectors.

Frequentis has installed over 16,000 operator positions throughout the world.



**空中交通、公共安全和运输  
安全  
控制中心解决方案**

**FREQUENTIS——提供通信和信息解决方案, 实现更安全的世界**

Frequentis 是一家提供通信和信息系统的国际供应商, 它的服务针对两个核心市场: 空中交通管理(民航和军用)、公共安全和运输(治安、消防和急救服务、内陆和海洋运输、铁路)。Frequentis 产品的几个核心要素包括自动防故障的连通性、毫秒内建立连接、以及用户友好型设计。

Frequentis 所开发和出售的系统和产品是控制中心解决方案的关键部分。“控制中心”是一个通用术语, 它是指——在与安全相关的情况和事件中执行支持、协调和监察任务的指挥和控制机构。控制中心的主要任务是确保对人员和物品的保护, 使他们不受损伤和破坏。因此使用切当的解决方案对安全保障工作非常重要。

Frequentis 已在全世界设立了超过 16,000 个操作员岗位。



**FREQUENTIS**



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**Production process optimisation**  
**TPM plant management**  
**Quality assurance**
**生产过程优化**  
**全面生产保养设备 (TPM) 管理**  
**品质保证**
**Optimisation of production processes**

We support producing companies of all industries to increase their productivity and avoid losses throughout the entire production system. Flawless processes decrease production and quality costs, reduce the use of resources and ensure the company's ability to supply.

Our service portfolio comprises the introduction of new organisational methods, employee qualification and standardisation tools. Thematic priorities are 5S, SMED (quick set-up), value stream design, visual management, the introduction of TPM and CIP as well as the establishment of performance measurement systems.

We provide the following software products for the optimisation of production processes:

MES: production control, quality assurance, monitoring

OEE Analyser: Machine productivity and loss analysis

IPC: TPM and maintenance management

CIP Guid: Kaizen management

Business Intelligence: reporting and data analysis

**生产过程优化**

我们可为各行业的生产公司提供支持，以提高其生产力并避免给整个生产系统带来损失。无可挑剔的过程降低了生产和质量成本，减少了资源的使用并可确保公司的供应能力。

我们的服务产品组合包括引入新组织管理方法、员工资质和标准化工具。重点主题为 5S、SMED (快速设置)、价值流设计、可视化管理、TPM 和 CIP 的引进以及性能测量系统的建立。

我们为优化生产过程提供以下软件产品：

MES: 生产控制、品质保证、监控

OEE 分析系统: 机器生产效率与损失分析

IPC: 全面生产保养 (TPM) 和维护管理

CIP Guid: 精益改善项目管理

商业智能: 汇报和数据分析



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**New technologies**  
**Software publisher**  
**E-government applications**

**新技术**  
**软件发行商**  
**电子政务应用**

### **Gentics - the strong partner at your side CMS, portal, e-government**

Gentics Software GmbH is the leading Austrian producer and supplier of the enterprise content management system and portal solutions. Since 2000, clients and partners benefit from CMS and portal solutions paired with the producer's high implementation competence.

With its in-house developed Aloha Editor technology, Gentics helps employees maintain website contents, intranets and portals 25% faster and easier than with comparable CMS products.

Gentics has realised outstanding e-government projects in partnership with Austria's Federal Ministries.

Among Gentics' clients are major national and international companies such as Swarovski, Uniq, the Federal Computing Centre, the Federal Ministry of Finance, the Austrian Federal Economic Chamber, A1 Telekom Austria, Alpine Mayreder, Orange, Telering, T-Mobile and Silhouette.

Gentics is a multi-award-winning, independent company with more than 1,000 realised projects and over 35 certified partners in Europe.

### **Gentics——您身边的强大合作伙伴 CMS、门户、电子政务**

网站内容管理系统 (CMS)、门户、电子政务

Gentics Software GmbH 是奥地利企业内容管理系统和门户解决方案的领先生产商和供应商。自 2000 年起, 客户和合作伙伴便受益于依靠该生产商较高实施能力而得以实现的网站内容管理系统 (CMS) 和门户解决方案。

凭借着内部开发的 Aloha Editor 技术, Gentics 可帮助员工维护网站内容、企业内部网和门户上的内容, 比使用同类网站内容管理系统 (CMS) 产品要更容易且更迅速 25%。

Gentics 在与奥地利的联邦各部合作中已实现出色的电子政务项目。

Gentics 的客户主要是施华洛世奇、优尼卡、联邦计算机中心、联邦财长部、奥地利联邦商会、奥地利电信A1、阿尔派-麦瑞德、Orange、Telering、T-Mobile 和诗乐等国内外公司。

Gentics 是一家屡获殊荣的独立公司, 在欧洲已完成 1,000 多个项目, 拥有超过 35 个认证合作伙伴。

**GENTICS®**



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**Digital optical in-house network solutions**  
**Optical-electrical installation**  
**Multimedia and in-house network solutions**

**数码光电内部网络解决方案**  
**光电安装**  
**多媒体和内部网络解决方案**

**The in-house network for your life**  
**Safe connections with optical fibres**

Consumers can choose from an increasing number of higher-quality digital services due to new Internet access networks with high bandwidths (FTTH, VDSL, etc.). These services are used to send personal digital content such as videos, photos, music and data to several devices within the local network. Intelligent home controls, energy management and security systems are also increasingly controlled via PC, TV or touchscreens and mobile devices.

Homefibre provides a reliable infrastructure to ensure this integration's long-term stability and trouble-free operation. Plastic optical fibres (POF) are installed together with other electrical installations in new buildings; older buildings can be retrofitted with these cables. Optical cables are available all around the house and provide the best possible connection options.

Homefibre solutions are the optical data backbone with optical fibres for all IP applications. Homefibre provides innovative products and system solutions as well as technical support.

**为您生活设置的内部网络**  
**与光纤安全连接**

由于带有高宽带(FTTH、VDSL 等)的全新互联网接入网络,用户能从越来越多的高质量数字服务中进行选择。这些服务用来在区域网络中将个人数字内容,诸如视频、照片、音乐和日期发送到几个设备中。智能家居控制、能量管理和安全系统越来越多地通过 PC、电视或触摸屏和移动设备进行控制。

Homefibre 提供可靠的基础设施来确保该集成的长期稳定性和无故障操作。塑料光纤(POF)与新的建筑物中其它电气安装共同安装,老建筑能通过使用这些电缆进行翻新。光缆在整个房子中供应并提供可能的最佳连接选择。

Homefibre 解决方案是带有用于所有 IP 应用程序的光纤数据骨干。Homefibre 提供创新产品和系统解决方案以及技术支持。



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**System management software XEOX**  
**Swiss army knife for IT-infrastructures**  
**Customer-oriented IT-services**

**系统管理软件 XEOX**  
**用于 IT 基础设施的“瑞士军刀”**  
**以客户为中心的 IT 服务**

**XEOX by hs<sup>2</sup>n**

**Structured and central administration of  
entire IT infrastructures**

With XEOX hs<sup>2</sup>n realised a product to simplify IT administration and, therefore, freeing up time for higher qualified tasks. This integrated IT management cockpit does not only administer hardware, software and networks, it provides extensive user management, software rollouts and central databases including licence management, asset management, inventory, call tracking as well as detailed accounting for IT services.

Instead of many different software products for controlling and managing IT infrastructures, XEOX combines different modules into one central, powerful tool - like a Swiss army knife.

hs<sup>2</sup>n Informationstechnologie GmbH provides extensive IT services for individual software development, consulting and IT operations. Special areas of expertise of this company, which was founded in 2001, are integrated solutions that are optimally adapted to the client's requirements as well as extensive support for IT environments.

**hs<sup>2</sup>n 之 XEOX**

**整个 IT 基础设施的组织化中央管理软件**

利用 XEOX, hs<sup>2</sup>n 生产出一个可简化 IT 管理的产品,从而节省出时间来进行更高要求的任务。这款综合的 IT 管理系统不仅可以管理硬件、软件和网络,还提供广泛的用户管理、软件部署和中央数据库,包括 IT 服务的许可证管理、资产管理、目录清单、呼叫跟踪,及详细账单。

不同于许多控制和管理 IT 设施的其它软件产品, XEOX 把不同组件结合到一个强大的中央工具里——像瑞士军刀一样。

hs<sup>2</sup>n 信息技术有限责任公司为单独的软件开发、咨询和 IT 应用提供广泛的 IT 服务。该公司创立于 2001 年,它的专业技术领域便是可完美满足客户的要求并为 IT 环境提供广泛支持的综合性解决方案。



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**Energy industry and natural resources**  
**Automatic data exchange**  
**Enterprise Service Bus**

**能源工业与自然资源**  
**自动数据交换**  
**企业服务总线**

**Intelligent data exchange for the energy industry with IMENDO X-PORT**

IMENDO GmbH is specialised in the analysis, development and integration of software systems for companies in the energy supply and infrastructure sectors. PSI AG, Germany's leading manufacturer of network management systems, the energy suppliers BEWAG and KELAG as well as the public utility company for Klagenfurt and MAGNA, the worldwide operating automobile supplier are among the company's clients.

"IMENDO X-PORT", our state-of-the-art interface technology is based on an ESB (Enterprise Service Bus) for intelligent networking of many different data sources (e.g. SAP, GIS, network management systems, etc.). Its implementation and maintenance is significantly more cost-effective than "traditional" interface systems.

Our clients are more than happy: "IMENDO is specialised in interface solutions for the energy market. This is the basis that made the extremely successful co-operation between PSI and IMENDO possible", says P. Schedlbauer, area sales director of PSI AG.

**能源领域的智能数据交换 IMENDO X-PORT**

IMENDO GmbH 是软件系统分析、开发和集成领域的专家，其产品广泛应用于电力企业和基础设施领域。德国著名的输电控制系统的制造商 PSI AG, 电力公司 BEWAG、KELAG 公司和 Klagenfurt 的城市能源公司和全球经营的的汽车供应商MAGNA公司均为我公司的客户。

我们新的接口技术"IMENDO X-PORT"是在 ESB(企业服务总线)的基础之上开发的,可以兼容多种数据格式(例如: SAP、GIS、网络管理系统等等),并且可以保证不同格式的数据在网络内安全传送。使用该接口方式在实施费用和维护费用方面与传统的接口技术相比有极大的经济优势。

PSI AG 的地区销售总监 P. Schedlbauer这样评价: "IMENDO 是能源领域的的数据专家。PSI 和他的合作取得了巨大的成功。"

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## Industrial automation

## 工业自动化

### Automation à la carte with zenon

COPA-DATA is the innovation leader for industrial automation software. At its headquarters in Salzburg, COPA-DATA has been developing zenon®, its HMI/SCADA technology, since 1987. With this software, the company marketed the first graphic visualisation system that ran completely under Windows®. Many companies on all continents use zenon for plant automation, especially in the automotive industry, the energy and infrastructure sector, food and beverage and pharmaceutical companies as well as the engineering sector. COPA-DATA's distribution network comprises company sites in Austria (for Central and Eastern Europe), France (COPALP), Germany, Italy, South Korea, Poland, Portugal (for Iberia), Sweden (for Scandinavia), the UK and the USA as well as partners in many countries around the world. COPA-DATA currently has a staff of 140 employees and internationally successful companies such as BMW Group, Audi, Festo, Pepsi-Cola, Andritz and Swarovski are among its clients.

### 利用 zenon 实现个性自动化

COPA-DATA 是一家在研发工业自动化软件方面最具创新精神的企业。公司总部位于 Salzburg, 从 1987 年起 COPA-DATA 就开始潜心研发适应 HMI/SCADA 技术的自动化软件 zenon®。随着这款软件的成功开发 COPA-DATA 首次把图解可视化系统带上了市场, 这款软件可完全在 Windows® 系统下运行。许多公司都在其自动化设备当中采用了 zenon 系统, 尤其是在汽车工业、能源和基础设施、食品饮料、制药以及机械制造领域。

COPA-DATA 在奥地利(负责中欧和东欧)、法国 [COPALP]、德国、意大利、韩国、波兰、葡萄牙、瑞典、英国、美国和世界各地都有自己的销售点和合作伙伴。COPA-DATA 现在有 140 名职员, 公司旗下的合作伙伴包括世界知名的。企业如 BMW 宝马、Audi 奥迪、Festo 费斯托、Pepsi-Cola 百事可乐、Andritz 安德里茨和 Swarovski 施华洛世奇。



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