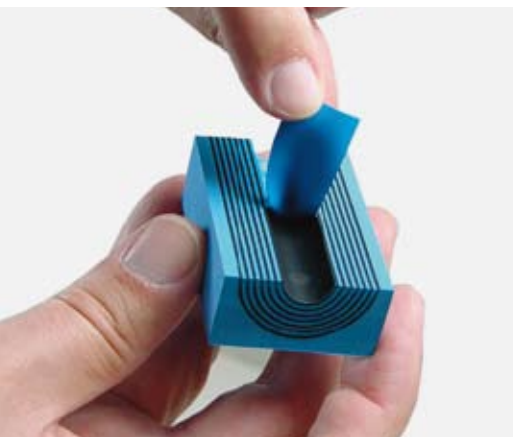


烙克赛克中国
Company presentation

我们为您提供完美的密封方案

在我们看来，当今人们对其生活、投资和重大项目建设的安全性及灵活性要求日趋提高。这就是烙克赛克电缆及管道密封件能够脱颖而出的关键所在。



保护生命和投资的安全

在当今工业领域中，安全生产问题是我们面对的最大挑战之一。烙克赛克的穿隔密封方案使得全球成千上万的操作人员、设计师和安装人员放心的解决其电缆和管道穿隔密封问题。

创新的解决方案

烙克赛克密封系统的用途是密封电缆和管道所通过的开孔。

该密封系统可防止水、气体、灰尘、侵蚀物、火和电磁干扰通过开孔处进入密封体内部，从而来保护各装置运行安全。

Multidiameter™ (多径)技术

Multidiameter™ (多径)技术的适应性可完美的与电缆和管道的外径相匹配，无论您所使用的电缆或管道的外径是如何变化，都可保证高质量的安装密封效果。此外，它还可以留出一个内置的备用容量，以便于将来对已安装完成的密封装置进行电缆和管道的扩容。

我们的解决方案问世于 1990 年。如今，我们独一无二的 Multidiameter™ (多径)技术已成为世界性的行业标准。

We Seal Your World

We see a world, where the need for safety and flexibility in people's lives, investments and projects are ever increasing. This is where our Roxtec cable and pipe seals can make a difference.

Saving lives and investment

Exposure to potential hazards is a frequent challenge in many industries. Thanks to Roxtec thousands of operators, designers and installers around the globe can achieve safe solutions for installations with cables and pipes.

Inventive solutions

The purpose of the Roxtec sealing system is to seal openings which have cables and pipes passing through. The sealing system pro-

TECTS the installations by preventing water, gas, dust, rodents, fire and electromagnetic disturbances from passing through the openings.

Multidiameter™ Technology

The adaptability of the Multidiameter™ Technology allows for a perfect installation, regardless of the outside diameter of a cable or pipe. It also enables a built in spare capacity for future changes in already made installations.

We invented our solution in 1990. Today, our unique Multidiameter™ Technology has become an industry standard around the world.

开发市场领先的 密封解决方案



多年来，我们不断大量吸收相关领域的一流技术知识和经验，并通过我们的研发中心和生产机构将这些知识经验转化为市场领先的密封解决方案，这就是我们获得成功的关键所在。

强大的技术支持

我们的技术研究机构由研发中心以及设施完善的新产品防火性测试的实验室组成。在这里，我们的设计工程师和技术人员不断为我们的客户提供最具吸引力和最安全的产品以确保烙克赛克始终是您可信赖的合作伙伴。

烙克赛克瑞典总部全面负责烙克赛克密封系统的制造和独创 Multidiameter™ (多径)技术的开发。

值得信赖的合作伙伴

烙克赛克产品已通过世界上绝大多数权威机构的测试和认证。拥有 230 多个注册证书和认证并通过 430 项测试，这在模块式密封行业是史无前例的。

烙克赛克还通过了以下认证：

- SS-EN ISO9001:2000
- EN 13980 (ATEX 指令中对 Ex 产品制造商的要求)
- MED 指令，2002/75/EC

Developing market leading solutions

Our success over the years, is the result of extensive work with acquiring first-rate technical knowledge in our field, and turning it into market leading solutions at our research and production facilities.

Important resources

Our technical research facilities include a technical development center and a fully equipped fire laboratory for advanced tests of new products. Here, our design engineers and technicians make

sure Roxtec stays a reliable partner, by continuing to offer our customers the best of attractive and safe products.

Manufacturing of the Roxtec sealing system and the ingenious Multi-diameter™ Technology takes place at our headquarters in Sweden.

A reliable partner

Roxtec's products have been tested and certified by the majority of authorities around the world. With

more than 220 registered certificates, and 250 tests and approvals, we are unprecedented in the modular sealing industry.

Roxtec is also certified according to:

- SS-EN ISO9001:2000
- EN 13980 (Requirement in the ATEX directive for producers of Ex products)
- MED directive, 2002/75/EC



世界上 应用范围最广的 模块式密封件

自 1990 年创始以来，我们始终致力于为全球市场开发富有吸引力且安全可靠的密封解决方案。

业绩的高速增长

通过全球市场的销售网络以及同现有客户的紧密合作，使我们的市场开拓进程取得了实质性的成果。

长期高速的增长率以及持续的赢利能力是我们成功的体现。

持续的增长帮助我们奠定了全球的

市场地位，使烙克赛克成为全世界应用范围最广泛的电缆和管道密封解决方案的提供商。

市场领域的分布

烙克赛克密封系统可适用于众多领域和行业。典型的应用领域包括电信信号站、石油钻塔、游船、风力机和高速列车。

我们的市场可细分为四个不同领域：电信领域、船舶建造领域、石油及天然气领域和工业领域。

本土化支持

通过全球销售网络，我们可支持遍布世界范围内 70 多个国家的客户，并在巴西、中国、芬兰、德国、印度、意大利、日本、韩国、西班牙、瑞典、阿联酋、英国和美国设立有 14 个子公司。



The world's most available modular seal

Since the start in 1990 we have pursued a consistent and longterm plan to develop attractive and safe sealing solutions for the world markets.

Rapid growth

The development has been achieved in close cooperation between our strong support organisation, existing customers and new markets.

Our success is illustrated by a longterm growth with sustained profitability.

This growth helps to ensure our continued local presence as the world's most available sealing solution for cables and pipes.

Our markets

Customers and markets supported by Roxtec can be found in a wide variety of industries and segments. Typical applications include telecom stations, oil rigs, cruise ships, windturbines and high speed trains.

We have divided our market into four different segments: Telecom,

Marine, Oil & Gas, and Industrial applications.

Strong local presence

We support our customers on more than 70 markets worldwide through a network of distributors, and twelve subsidiaries in Brazil, China, Finland, Germany, India, Italy, South Korea, Spain, Sweden, UAE, UK and USA.

烙克赛克

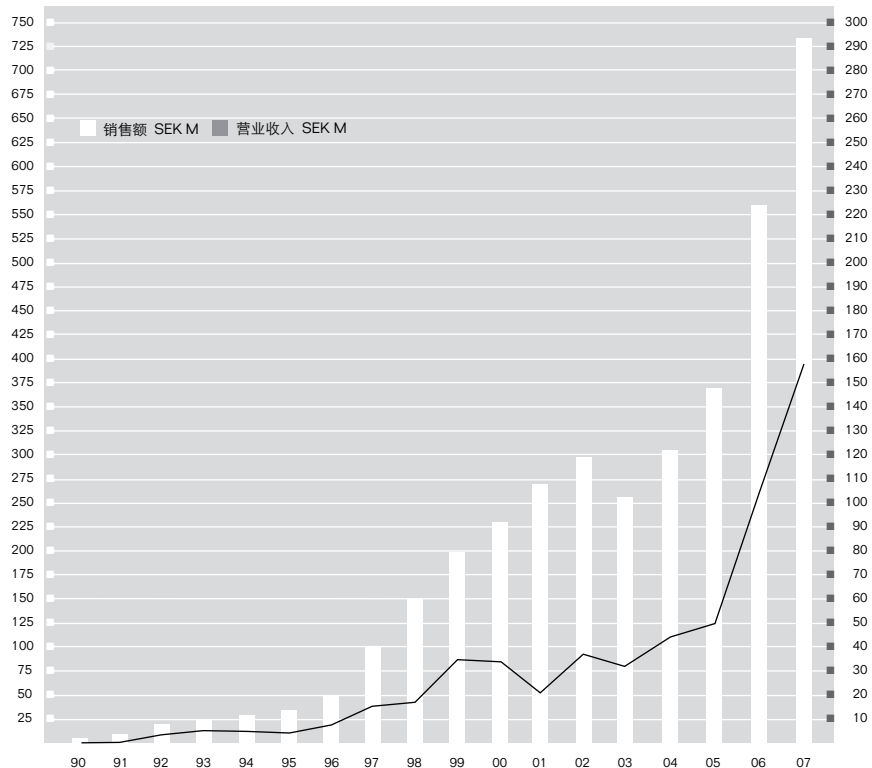
烙克赛克公司总部位于瑞典，那里也是众多先进资源和优势的聚集地，例如，防火性能实验室、技术中心（配有原型工具车间）、设计和工程部、市场支持及全球服务部。

自 1990 年创始以来，烙克赛克已迅速成长为模块式密封系统领域的市场领军企业。凭借着销售业绩的高速增长，烙克赛克连续跻身于多个排行榜，包括“欧洲 中小公司 500 强”。

- 瑞典私人控股公司
- 自 1990 年创办以来一直保持高速增长率
- Multidiameter™ (多径) 技术和烙克赛克密封系统的首创者
- 2007 年销售额高达 7900 万欧元
- 模块式密封系统领域的市场领军企业
- 在瑞典拥有 10 000 平方米 [114 000 平方英尺] 的研发中心、防火性能实验室和制造中心
- 客户遍布世界 70 多个市场
- 2007 年员工平均人数：334
- 在 14 个国家设有子公司

Roxtec 公司自 1990 年起的销售和营业收入变化图。

Development of Roxtec's sales and operating income as from 1990.



Roxtec globally

Our head quarters are situated in Sweden, where advanced resources, such as a Fire lab, Technical center (with prototype toolshop), Design & Engineering department, Market support and Global Services are placed.

Since the start in 1990, Roxtec has grown rapidly to become the market leader in modular sealing systems. The high pace of development has consistently placed Roxtec on several ranking lists, including the Europe 500.

- Privately owned Swedish company
- Rapid growth since the start in 1990
- Inventor of Multidiameter™ Technology and Roxtec sealing system
- 79 million Euro in sales 2007
- Market leader in modular seals
- 10 000 sq. m [114 000 sq. ft] R&D, fire lab and manufacturing in Sweden
- Customers in more than 70 worldwide markets
- Average number of employees year 2007: 334
- Subsidiaries in 14 countries





烙克赛克中国

烙克赛克国际贸易(上海)有限公司成立于1997年,是烙克赛克在中国设立的全资子公司,负责在中国区域及东南亚地区的销售。烙克赛克在中国的十年中,先后在广州、北京、大连、武汉、青岛、天津、成都和深圳成立了分公司。

客户需求第一

烙克赛克中国以“客户至上”为宗旨,以“客户需求”为导向,力争为客户提供完善的服务。2001年通过 ISO 9001:2000 认证。2003年在上海成立了产品研发中心,满足不同客户对密封系统的特殊要求。2007年新建立现代化仓库,提供更及时快捷的产品配送服务。

知名品牌

十年以来,烙克赛克中国凭借优良的产品,完善的服务得到了众多客户的信赖,与摩托罗拉、爱立信、西门子、ABB、诺基亚、华为、阿尔斯通、大连船厂、广州船厂、浙江船厂、上海船厂等著名公司均建立了友好的合作关系,成为以模块化为基础的电缆和管道密封系统的市场领导者。同时烙克赛克的品牌知名度在各领域得以很大的提升,特别是在造船、电信、电力、石化以及其他机械制造等行业。

- 中国总部: 上海
- 八家分公司: 北京、成都、大连、广州、青岛、天津、武汉、深圳
- 在上海外高桥保税区设有近1千平方米的现代化仓库
- 成立时间: 1997年
- 员工人数: 65



Roxtec in China

Roxtec International Trading (Shanghai) Co., Ltd., a daughter company of Roxtec AB, was established in 1997. It is responsible for sales in the East-Asian and South-East Asian areas such as China, Thailand, Vietnam, Philippine and others. During the last 10 years of continuous development, Roxtec China has established subsidiaries and branches in Guangzhou, Beijing, Dalian, Wuhan, Qingdao, Tianjin, Chendu and Shenzhen.

Customer driven and customer need-oriented

Roxtec China believes in making each customer feel special. Roxtec International Trade (Shanghai) Co., Ltd., was approved by BVQI acc. to

ISO9001:2000 on Nov. 23, 2001. In 2006, Roxtec China set up an R&D Center in Shanghai to meet customer specific requirements regarding the sealing system. In 2007, Roxtec China established a new modern warehouse in Shanghai to guarantee prompt service.

Well known brand

Thanks to superior quality and excellence of service ever since the start in 1997, Roxtec China has earned extensive customer trust and good cooperation with among others Siemens, ABB, Nokia, Huawei, Alstom, Zhejiang shipyard, Dalian shipyard, Guangzhou shipyard. Compared to 10 years ago, the Roxtec brand and trademark of today are well known

in the industries of Marine, Manufacturing/ OEM, Power, Telecom and Oil & Gas.

- Located in Shanghai, China
- Branches in Beijing, Chengdu, Dalian, Guangzhou, Qingdao, Tianjin, Wuhan, Shenzheng
- A modern warehouse in Wai Gao Qiao Free Trade Zone in Shanghai
- Founded in 1997
- 65 employees

客户至尊



从烙克赛克起步之初，我们就恪守以客户至上为宗旨，并坚信只有真正了解客户的需求，我们才能开发出富有吸引力的解决方案和一流的服务。

交付快捷

烙克赛克凭借优良的产品和完善的服务，获得众多客户的认可，尤其让我们引以为豪的是迅速的响应和快捷的交付。接到客户的订单后，我们会以最快的速度将产品送达目的地。因为对我们而言，最大的回报就是客户的满意。

设计协助和安装培训

得益于我们在电缆及管道密封方面的多年技术经验，烙克赛克能够为客户提供专业性指导。我们可以提供技术支持并协助设计，为客户寻

找到高效且低成本的密封解决方案。我们还开发了烙克赛克(RTM)计算机软件，帮助您更快捷简便的规划烙克赛克密封解决方案在大型项目中的应用。

为帮助确保烙克赛克密封系统的正确安装与使用，我们为全世界的客户提供安装培训及现场指导。

哪里有您，哪里就有我们

我们拥有一个成熟的全球销售网络，由各地的子公司及代表机构组成，覆盖了世界 70 多个国家。因此无论您身处何处，都可以享受到我们的优质服务。

有关更多信息，请联系您的本地代表机构，或访问网站

www.roxtec.com

We care for our customers

Ever since the start of Roxtec, we wanted our customers to feel special. In the world of Roxtec we see one obvious way of achieving this. It is by truly understanding our customers' needs. This way we can develop attractive solutions and first rate services.

Fast deliveries

We like to do business through a close relationship, and we take particular pride in quick answers and fast deliveries. We deliver our products on short notice after an order has been placed, to the destination of choice. Our biggest reward is a happy customer.

Design help and installation training

Thanks to our long expertise in cable and pipe sealing, we are able to guide our customers professionally. We can help with design and support to find the best solution and save money for the customer. We have also developed the Roxtec Transit Manager (RTM) PC software to facilitate planning of Roxtec solutions in larger projects.

We continuously strive for the proper installation of cable and pipe seals in the industry. To help assuring the correct use of Roxtecs

products, we offer installation training for customers around the world.

Wherever you are, we are

With an established network of local subsidiaries and representatives with local stocks, covering more than 70 markets worldwide, our products and services are available wherever you are.

For more information, please contact your local representative, or visit www.roxtec.com

我们卓而不群

We make a difference



无论在何时何地安装电缆和管道，烙克赛克密封系统都会为全世界客户提供安全且经济高效的解决方案。

简约是我们的座右铭

我们的制胜法宝就是烙克赛克的简约与灵活，无论是技术解决方案还是作为供应商都是如此。

全球项目

以下几页展示了烙克赛克发挥重要作用的典型行业。

The Roxtec sealing system provides customers around the world with safe and cost efficient solutions, whenever and wherever cables and pipes are installed.

Simplicity is our motto

A key to our success is the simplicity and flexibility of Roxtec, both as a technical solution and as a supplier.

In projects around the world

The following pages present typical industries in which Roxtec makes a difference.

Kristin 平台 构筑中采用 烙克赛克以保障安全

Kristin platform built with Roxtec for safety



在 Statoil 构筑半潜式 Kristin 平台时，需要使用可靠安全的电缆穿隔密封系统，使船体结构能够快速密合并保障将来船上作业中各装置的整体安全性。

- 更快的密合过程
- 防水和防气保护 4.5 巴
- 防火保护（符合 H0、A0-A60 标准）
- EMC 解决方案

As Statoil built its semi-submersible Kristin platform, they needed reliable cable transits that allowed a quick mating phase of the hull structure, and overall safe installations for future operations on board.

- Quicker mating process
- Water and Gas protection 4.5 bar
- Fire protection H0, A0-A60
- EMC solutions

部分客户及部分项目

Some of our customers and projects

船舶领域

客户：广船国际、大连船舶重工、浙江船厂、沪东中华船厂、江南船厂、中远船务、武昌船厂、外高桥船厂、新河船厂、烟台莱福士等。
案例：LNG 液化气船、化学品船、油轮、散货船，集装箱船、RORO 船、渡船、FPSO等船型建造。

电信领域

客户：华为、爱立信、中兴、中国电信、中国联通、中国移动、阿尔卡特、诺基亚、摩托罗拉等。
案例：GSM，CDMA，3G、馈线窗建造及电信局地下进线室密封工程。

石油石化领域

客户：中石化、中石油、中海油、巴斯夫、南海壳牌、上海赛科，德希尼布，ABB等。
案例：上海赛科乙稀工程、扬子巴斯夫一体化、西气东输、西部管道、广东LNG管线压气站、海南炼化等。

工业领域

客户：庞巴迪、阿尔斯通、ABB、

AREVA，科尼，埃梯梯，中国南车集团，中国北车集团等。
案例：三峡项目、万荣220KV、营口500KV、动力车组、上海地铁、青藏线列车、浦东机场、东海大桥、黄浦江原水厂。

Marine

Customers: Guangzhou, Dalian, Zhejiang, Hudong-Zhonghua, Jiangnan, Zhong Yuan, Wuchang, Waigaoqiao, Xinhe, Yantai Raffles.
Projects: LNG, Tanker, Container, Miscellaneous, Dry Cargo, Pass, Ferry, RORO, FPSO.

Telecom

Customers: Huawei, Ericsson, ZTE, China Telecom, China Unicom, China Mobile, Alcatel, Nokia, Motorola.
Projects: GSM, CDMA, 3G, Telecom Basement Cable Sealing.

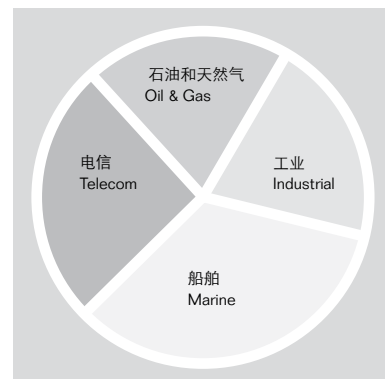
Oil & Gas

Customers: SEI, CNOOC, SHELLER, BASF, SECCO, TECHNIP, ABB.

Projects: SECCO, BASF-YPC (IPS), West-East Pipe Line, West Pipe, Guangdong LNG, Nanhai refinery.

Industrial Applications

Customers: Bombardier, ALSTOM, ABB, AREVA, KONE, ITT, CSR, CNR.
Projects: 3GS, Wanrong 220 KV, Yingko 500 KV, EMU 200, Shanghai Metro, Tibet train, Pudong airport, Donghai bridge, Huangpu River Water.



在游轮上用烙克赛克密封管道和电缆

Pipes and cables on cruise ships sealed with Roxtec

船舶的安全性是最重要的特征之一，经过认证的烙克赛克安全解决方案可用于密封各种材料的电缆和管道。如今，塑胶管道为人们所青睐，所以烙克赛克塑胶管道密封件 (PPS) 是现代游轮的典型解决方案。

使用烙克赛克的游轮实例有“海洋自由号” (Freedom of the Seas) 和“世界号” (The World)。

- 用于塑胶管道的烙克赛克PPS解决方案
- 用于电缆和金属管道的烙克赛克矩形与圆形解决方案
- 经过认证的解决方案
- 本地支持
- 快速交付

Safety on board a ship is high priority, and Roxtec's certified safety solutions are available for the sealing of cables and of pipes of different materials. Roxtec plastic pipe seals (PPS) are a typical solution on modern cruise ships as plastic pipes are becoming ever more frequent.

Examples of ships utilizing Roxtec on board are the cruise ships 'Freedom of the Seas' and 'The World'.

- Roxtec PPS seals for Plastic pipes
- Roxtec rectangular and round solutions for cables and metal pipes
- Certified solutions
- Local support
- Short delivery times



烙克赛克在厄勒海峡沉管 隧道所有系统中的应用

Roxtec in all systems of Øresund Link

烙克赛克被选用于瑞典和丹麦之间大桥和隧道的连接，从而保障了多个电缆装置的安全性及灵活性。此外，烙克赛克的标准化密封系统被用于该沉管隧道沿线的铁路信号设备、火车、空中交通信号灯、泵站、配电室和移动电话网络。

- 电缆和管道安装的总体密封标准
- 操作可靠性
- 经过认证的防护技术
- 设计协助和支持

The bridge and tunnel connection between Sweden and Denmark uses Roxtec for safety and flexibility in several cable installations. Our standard is used in railways signalling, on the trains, for air traffic lights, in the pump station, in power supply rooms and in mobile phone networks along the Link.

- One overall sealing standard for cable and pipe installations
- Operational reliability
- Certified protection
- Design help and support

受烙克赛克 保护的无线移动技术

Mobile technology protected by Roxtec

烙克赛克密封系统可避免敏感的电信设备遭受水、潮湿、灰尘、昆虫、侵蚀物、火、电磁和故意破坏行为等因素引起的危险，以确保设备的正常运行。此外，烙克赛克密封件从一开始就预留了可为将来扩容的备用容量。这意味着您可以不断增加电缆，而无需增加成本。

- 操作可靠性
- 一开始就预留备用容量
- 方便增加新电缆
- 实现最大简约性的全套工具解决方案

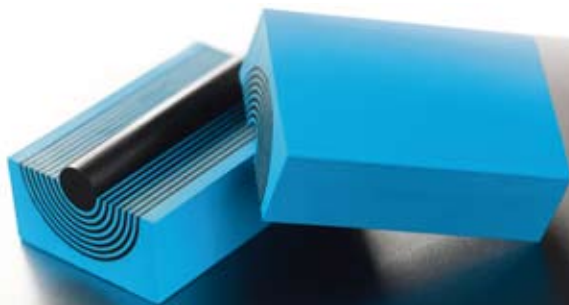
The Roxtec sealing system ensures operational reliability by protecting sensitive telecom equipment from hazards induced by water, humidity, dust, insects, rodents, vandalism, fire and EMI. The Roxtec seals are also designed to allow a built-in spare capacity right from the start. This means that you can keep adding cables without adding cost.

- Operational reliability
- Spare capacity from the start
- Easy to add new cables
- Kit solutions for maximum simplicity



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