

菲宝斯电子期刊 FIBOX Newsletter

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Regards from Mr. Tuomas Lilleberg, Vice President FIBOX China&South Asia

Hello friends and business partners!

What an exciting time this summer and fall has been. A lot of new projects, business possibilities, development initiatives and most of all, new acquaintances. After all, Fibox's key focus is to maximize the value of our products and services to you, building the value chain and sharing success with you.

There has been some changes in Fibox global organization and as a result I have been appointed as the GM of Fibox Shanghai since last fall. A short introduction of myself, I have been working several years here in Shanghai for another Finnish family owned company in a slightly different business area. I am a strong believer in Chinese economy and business opportunities here and I believe Fibox has a large potential here provided that we can face our competition and market requirements in our chosen segments properly. We are working hard at the moment to be able to achieve these competitive edges and provide you the value Fibox customers around the world expect and deserve.

Facing the opportunities and challenges, what's next? In Fibox Shanghai we are living a time of change in a sense that there are several issues that we are changing internally in our operations, to mention few:

- One new issue that you can see is this newsletter.
- We have also made several changes for our processes, product portfolio and organization. Some of these changes are still going on and will need a lot of our focus for the next 6-9 months.
- Some issues like changes in our organization can be seen already now in a form of new Fibox Shanghai team members joining in HR, Marketing, and Factory Management functions respectively.

All of our changes and development projects of course aim to provide better, faster, more reliable and most of all, competitive service for you, our key customers. We are anxious to introduce these new concepts for you in the near future when the time comes.

Tuomas Lilleberg
Vice President
Fibox China&South Asia

Tuomas Lilleberg 先生致敬词，菲宝斯中国及南亚地区副总裁

各位朋友，各位商业伙伴，大家好！

今年的夏季和秋季非常令人振奋，很多新的业务，潜在的商业机会，公司自主发展创新的项目都在进行中，最重要的是，我们结识了很多新的伙伴。毕竟，菲宝斯的业务核心是为您提供价值最大化的产品和服务，与您共建价值链，分享成功。

菲宝斯集团全球组织架构发生了一些改变，去年秋天，芬兰总部任命我为菲宝斯上海分公司总经理。简短的介绍一下我自己，在过去的几年时间里，我在上海为另外一家芬兰家族企业工作，行业略有不同。我非常相信中国的经济发展和商业机会，如果菲宝斯可以在选定的细分市场恰当的应对竞争，满足市场需求，我相信菲宝斯在中国市场上有着巨大的发展潜力。我们正在为创造这些竞争优势而努力，从而为全世界菲宝斯客户提供所期待的高附加值产品。

面对机遇和挑战，接下来应该做些什么？在菲宝斯上海分公司，我们正在经历变革，公司的经营管理正在进行内部调整，主要体现在以下几个方面：

- 正如您所看到的，改变之一是我们开始发行这份菲宝斯电子期刊。
- 我们也在流程，产品组合和组织架构方面做了一些改变。这些改变仍在在进行中，需要我们在接下来的 6 至 9 个月里投入大量的时间和精力来推动。
- 有一些改变已经可以看到，比如组织架构的改变，菲宝斯上海分公司的人事部，市场部，和工厂管理部等部门都已经有了新的团队成员加入。

当然，我们所有革新和发展项目的目标是为您，我们最重要的客户，提供更好，更快，更可靠，最关键的是，更有竞争力的产品和服务。我们热切期待在不久的将来在恰当的时间为您介绍这些新的举措。

Tuomas Lilleberg
副总裁
菲宝斯中国及南亚地区

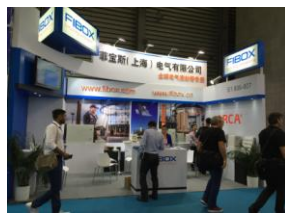
公司新闻 Company news

菲宝斯中国 2015 年度共参加四次展会，涉及工业自动化、太阳能光伏、船舶与海洋工程等行业。
In 2015, FIBOX China participated four exhibitions in China in industries like industrial automation, solar photovoltaic and marine engineering.

- SIAF 广州工业自动化展(SIAF Industrial Automation Guangzhou, 德国纽伦堡 SPS IPC Drives 电气自动化展会在亚洲的系列展。)



- SNEC 第九届(2015)国际太阳能产业及光伏工程（上海）展览会(SNEC PV Power Expo, 全球最为专业的光伏展)



- 2015 北京国际工业智能及自动化展览会(Industrial Automation BEIJING), 中国北方地区规模最大，国际化程度最高，专业性最强的工业自动化展会。



- 2015 中国国际海事技术会议和展览会（Marintec China 2015, 上海市船舶与海洋工程学会主办，展示最新的船舶设计、海洋工程以及港口技术等。)



防爆产品家族 Explosion Proof Product Family

我们的防爆箱产品系列按照严格的标准进行设计、制造和测试, 以确保我们的产品在最危险和危害最大的环境里, 仍然能够保证最高等级的安全性。防爆箱产品家族共有 3 系列产品可供您选择: 玻璃纤维 (GRP) 系列、不锈钢系列以及压铸铝系列。

Our Ex e (Explosion Proof) products are designed, manufactured and tested to ensure the highest level of safety in the most dangerous and hazardous atmospheres. Our Ex e enclosures are available in Glass Fiber Reinforced Plastic (GRP), stainless steel 316L, and Aluminium material.

I. 玻璃钢终端防护箱系列 (GRP 材质) PNTX Terminal Enclosures (GRP Material) :



石油化工天然气及海洋工程行业的理想选择

Ideal for Petrochemical, Oil & Gas and Marine application

超强阻油等级 High resistance against oils

高等级机械强度 High mechanical strengths

IP 67, 离岸海上平台的理想选择

IP 67, ideal for offshore application

比钢铁重量轻 Lighter than steel

容易加工 Easy machining

工作寿命长 Long working life

II. 不锈钢接线盒系列 SNTX Junction Box :



石油化工, 天然气, 海洋工程行业的理想选择

Ideal for Petrochemical, Oil & Gas and marine application

超强阻油性 High resistance against oils

超强抗冲击性能 High impact resistance

IP 66, 离岸海上平台的理想选择

IP 66, ideal for marine application

电解抛光表面处理 Electro-polishing surface treatment

为客户定制产品与服务 High degree of customization

III. 压铸铝终端防护箱系列 ALNTX Terminal Enclosures :



石油化工和天然气行业的理想选择

Ideal for Petrochemical and Oil & Gas applications

可在大温度范围内工作, 从 -55°C 至 +80°C

Wide operating temperature range -55°C to +80°C

抗冲击性能为 7 焦耳 7 joules impact resistant

维护自由, 耐腐蚀, IP66

Maintenance free and corrosion resistant, IP66

获得 IECEx, ATEX, KCs 认证 IECEx, ATEX and KCs certified

用于爆炸性环境, 区域 1、2、21 和 22。

For use in Explosive environment zone 1, 2, 21 and 22.

高度客户化定制产品与服务: 喷漆、加工(钻孔、铣)、安装等
High degree of customization: painting, machining (drilling, milling), mounting etc.

交货快速, 产品高质量 Fast delivery, High quality

玻璃钢/不锈钢/压铸铝终端防护箱证书 PNTX/SNTX/ALNTX Terminal Enclosures Certificates:



项目应用 Application Projects

项目名称: 零售店一站式加油付费解决方案
Project: Retail Shop One-stop Refueling/Paying Solutions
 产品系列 Product: SOLID 系列
 地点 Location: 英国 UK

项目名称: 水位监测解决方案
Project: Water Level Monitoring Solution
 产品系列 Product: CAB 系列, 200 个
 地点 Location: 波兰 Poland



项目名称: 机场跑道照明系统解决方案
Project: Airport Runway Lighting System Solutions
 产品系列 Product: ARCA 系列
 地点 Location: 德里机场, 北爱尔兰
Derry Airport, Northern Ireland

项目名称: 废水系统解决方案
Project: Waste Water System Solutions
 产品系列 Product: ARCA 系列
 地点 Location: 英国 UK

