

尊敬的读者:

新年好! 在新年到来之际, 我们在此恭祝您一切顺利, 事业蓬勃发展。

《自动化之光》杂志又与您见面了。通过这本杂志以及西门子自动化与驱动集团的一系列活动, 拉近了我们的距离。使您更加了解我们的产品、系统及服务。希望在新的的一年里我们能更加紧密地合作, 同时通过我们的努力为您的事业发展助一臂之力。



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西门子在工业驱动领域的实力  
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-- Acquisition of Robicon Corporation
- 西门子在低压电机领域成立新的运营公司  
Siemens establishes new joint venture  
in the field of low-voltage motors
- 同心同德, 再铸辉煌  
上海西门子工业自动化有限公司十周年庆典  
Hand in hand, heart to heart, to the splendid future  
Siemens Industrial Automation Ltd., Shanghai 10<sup>th</sup>  
Anniversary
- 西门子在低压配电领域成立新的合资公司  
西门子(中国)有限公司与上海精益电器厂有限公司  
协力打造中国断路器市场上的领导地位  
Siemens Establishes New Joint Venture in the Field of  
Low-Voltage Controls and Distribution  
Partnering with Shanghai Jingyi Electrical Apparatus Co., Ltd.  
to achieve a leading position in China's circuit breaker  
market
- 西门子(中国)有限公司自动化与驱动集团物流中心在  
上海成立优化物流流程、为本地及全世界客户提供快捷服务  
Siemens Automation and Drives Group Opens New Logistics  
Center in Shanghai  
Streamlined logistics processes for faster service to local  
and global customers

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Siemens Road Show "Exider Dome" Starts Its Worldwide  
Tour in Shanghai
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- 加工成本决定一切  
Cost-Effective Workpieces -- Without Compromise

Future  
of Automation



# 收购罗宾康公司将进一步增强西门子在工业驱动领域的实力

## Siemens Builds Up Strength In Industrial Drives

### -- Acquisition of Robicon Corporation

收购罗宾康公司将大大提升西门子在驱动领域中的技术实力。总部设在美国宾西法尼亚州新肯辛顿的罗宾康公司是业界领先的中压变频器大型生产厂商，目前在世界各地有大约 470 名员工。该公司在美国新肯辛顿设有生产厂，在中国上海、英国海威考姆勃、巴西圣保罗以及加拿大艾德蒙顿设有分支机构，2004 年的销售额为 1.17 亿美元。按照美国破产法第十一章的有关规定，西门子公司与法院指定的受托人完成了总额为 1.84 亿美元的收购。位于波士顿的美国麻省地区法院于 6 月 30 日批准了本次资产出售。反托拉斯有关当局也已经批准了这项收购。

拓展极具潜力的驱动领域是西门子自动化与驱动 (A&D) 集团的战略性业务活动。西门子自动化与驱动集团总裁 Helmut Gierse 说：“按计划收购罗宾康公司使我们能够继续在工业驱动领域谋求扩张。从技术和地区性角度来看，本次收购是我们谋求扩张的理想机会。本次收购还能够使我们接触到许多重要的客户，并为他们的赢利性增长贡献我们的力量。”罗宾康公司在石油及天然气、供水、污水处理及能源等关键领域内尤其活跃，从而为西门子自己的产品进一步开拓市场提供了条件。

全球的驱动市场规模为 250 亿欧元，年均增幅约 2.5%。西门子将在美国宾西法尼亚州新肯辛顿经营原罗宾康公司的业务，负责全球的产品开发、生产及营销。



这项新业务将成为西门子 A&D 大型传动部中的一个独立部门，但从法律程序上并入位于美国佐治亚州亚特兰大的西门子能源与自动化公司。罗宾康公司的海外子公司将并入所在地的西门子公司。

在中国，安塞罗宾康 (上海) 电气有限公司将以子公司的身份成为西门子 (中国) 有限公司自动化与驱动集团旗下的一個新成员。这将进一步加强我们在中国大型传动市场上的领先地位。

The acquisition of Robicon Corporation will give Siemens added strength in drives technology. Robicon, with headquarters in New Kensington, Pennsylvania, USA, is a leading manufacturer of medium-voltage converters for AC motors and currently employs around 470 staff worldwide. The company with a production plant in New Kensington as well as subsidiaries in Shanghai (China), High Wycombe (Great Britain), Sao Paulo (Brazil) and Edmonton (Canada) achieved sales of 117 million US dollars in 2004. A purchase price of 184 million US dollars was agreed upon with the trustee, appointed by court as required by Chapter 11 of the American bankruptcy law. The U.S. district court of Massachusetts in Boston has approved the sale on June 30<sup>th</sup>. The transaction has already received antitrust clearance from responsible antitrust authorities.

Drive technology is a strategic business activity of the Siemens Automation and Drives (A&D) Group with high growth potential. A&D President Helmut Gierse commented: "The planned acquisition of the Robicon activities will enable us to continue our expansion in the field of industrial drives. Seen both from a technological and regional viewpoint, this purchase provides an ideal added expansion

for us. The acquisition will also improve market access to important customers and thus contribute to our efforts to achieve profit oriented growth." Robicon is active in particular in the key sectors of oil and gas, water / waste water and energy, whereby A&D will obtain additional access to the market for its own products. The world market for drives has a volume of 25 billion euros with an annual growth rate of around 2.5 percent.

Siemens intends to operate the Robicon activities from its location in New Kensington, Pennsylvania, USA -- with worldwide responsibility for development, production and marketing. The new business will be assigned to the A&D Large Drives Division as a separate subdivision and, from a company law point of view, incorporated into the Regional Company Siemens Energy & Automation, Atlanta, Georgia, USA. The international subsidiaries of Robicon shall be integrated into the existing Siemens regional companies.

In China, ASI Robicon (Shanghai) Electric Co., Ltd. will be integrated as an operating company into the organization of Automation & Drives Group of Siemens Ltd., China. This will further strengthen our leading position in China's large drive market.