

## 西门子工业自动化业务又一项重大投资 西门子在沪建立过程仪表分厂



2004年12月13日，西门子自动化与驱动集团(A&D)旗下的上海西门子工业自动化有限公司(SIAS)在上海举行西门子过程仪表分厂开业典礼。这是西门子自动化与驱动集团在华投资成立的首家致力于组装过程仪表的工厂。通过此次投资，西门子将进一步确保他们在中国过程仪表市场的领先地位。西门子过程仪表分厂已经安装了最先进的压力变送器制造和测试设备，最初年产量将达到25000台。称重仪表、物位测量仪表、系列流量计等产品生产线将于短期内建成。分析仪表解决方案中心将于2005年初投入运营。

西门子是中国多个业务领域的领先工业解决方案供应商。西门子自动化与驱动集团是西门子在华业务的中坚力量，在生产自动化、过程自动化、驱动以及低压控制和安装技术方面提供各类创新、可靠、高效和优质的产品、系统、解决方案和服务。西门子(中国)有限公司副总裁兼自动化与驱动集团总经理何维克(Peter Herweck)先生说道：“自动化与驱动集团已经实现了高度的本地化，我们在华销售额的三分之一都来自本地生产的产品。按照西门子今年5月宣布的‘未来中国利润与增长’战略计划的一部分，西门子自动化与驱动集团将进一步加强本地化进程。这将使我们更加贴近我们的客户。”

“上海西门子工业自动化有限公司于1994年成立，在包括电气成套、过程自动化和过程仪表(EA&I)等全集成自动化解决方案中发挥了积极的作用。所有这些产品广泛用于中国的化工、石化、油气、采矿/水泥、水处理、制药、餐饮和其它重要工业领域。”上海西门子工业自动化有限公司总经理崔志强说道：“事实上，我们已经为国内的很多客户提供过程分析仪表产品，如浙江嘉兴发电厂、连云港核电站、上海电厂等。新成立的西门子过程仪表分厂将通过削减成本、缩短交付时间和改善对客户的反应速度，不断提高上海西门子工业自动化有限公司在过程仪器仪表业务方面的竞争力。”此外，上海西门子工业自动化有限公司已与很多优质的中国供应商建立了联系，他们不仅将向西门子过程仪表分厂提供原材料，而且将面向全球的自动化与驱动过程仪器仪表相关企业。这将提高西门子在全球市场上的竞争力，同时更好地满足客户的需求。而且，西门子还帮助中国本地的优质供应商达到西门子的高质量标准，为他们创造新的来自国内外的商业机会。”

在全球市场上，西门子自动化与驱动集团过程自动化仪表厂已经在德国、法国、美国、加拿大、丹麦、英格兰、荷兰和瑞典设立了制造点。西门子自动化与驱动集团

过程自动化仪表厂总裁 Kumpfmüller 先生说：“由于其独特的制造理念，新建的上海西门子工业过程仪表分厂生产产品的交货时间甚至要比欧美地区更短。同时，产品的种类齐全，质量也与全球标准同步。专业的本地员工在欧美等地的西门子工厂经受过专门的培训，确保了顺畅的沟通和便捷的客户服务。本地还可提供所有的备件/备件、维修和重新校准等技术支持。今天的开业典礼是西门子在华工业自动化业务的重要基石，将使西门子确保在华过程仪表业务的领先市场地位，同时推动我们在未来开发和生产完全满足本地市场需求的产品，帮助我们客户的业务取得更大的成功。”

西门子在上海的业务发展势头强劲。公司的全部业务集团都活跃在这个城市。迄今为止，西门子在上海已经建立了17家合资企业以及西门子(中国)有限公司上海办事处。西门子在上海拥有12000名员工，使这个城市成为西门子在德国之外全球最大的运营地区。

# Important Investment in Siemens Industrial Automation Business

## Siemens establishes Process Instrumentation and Analytics Factory in Shanghai



On December 13th, 2004, Siemens Industrial Automation Ltd. Shanghai (SIAS), an operating company of the Siemens Automation and Drives Group (A&D), celebrates the inauguration of its new Process Instrumentation and Analytics (PI) facility in Shanghai. It is Siemens A&D's first facility in China dedicated to the assembly of process instruments. Through this investment, Siemens will further secure its leading position in China's process instrument business. The SIAS PI facility features the most advanced manufacturing and testing equipment for pressure transmitters, with an initial production capacity of 25,000 pieces annually. Production lines for mass dynamics, level meters and flow meters will be introduced in the near future and the analytics solution centre will be put into operation in early 2005.

Siemens is a leading industrial solution provider for all branches of China's industry. The Siemens Automation and Drives Group (A&D), a pillar of the Siemens business in China, offers a wide range of innovative, reliable, efficient and high quality products, systems, solutions and services in manufacturing automation, process automation, drives as well as low-voltage control and installation technologies. "A&D Group has achieved a high degree of local content and one-third of our sales in China are with products manufactured here in the country. In accordance to the "12 Points for Profit and Growth in China's strategy of Siemens, which was announced in May this year, the Siemens A&D Group will further increase the degree of local content. This will bring us even closer to our customers," said Mr. Peter Herweck, Vice President of Siemens Ltd. China and General Manager of A&D China.

"Established in 1994, Siemens Industrial Automation Ltd. Shanghai (SIAS) is already a very active player in the field of total automation solutions including electric and process automation as well as process instrumentation. These products are widely used in China's Chemical, Petrochemical, Oil & Gas, Mining, Cement, Water, Pharmaceutical, Food & Beverage and other key industries," commented Mr. Cui Zhiqiang, General Manager of SIAS, "Actually we have provided PI products to many local clients including Zhejiang Jiaying Power Plant, Lianyungang Nuclear Power Plant, and the Shanghai Power Plant. The newly established SIAS PI factory in Shanghai will further improve the competitiveness of SIAS in the process instrumentation business by cutting cost, shortening delivery time and improving the speed of customer service." SIAS also has built up a solid base of qualified Chinese suppliers, who will deliver not only to the SIAS PI workshop, but also to A&D PI factories worldwide. This will enable Siemens to increase its global competitiveness and better meet customers' requirements. In return, Siemens also helps to qualify local suppliers to meet the high quality standards Siemens requires and opens new business opportunities to them at home and abroad.

Globally, Siemens A&D PI has already built up manufacturing sites in Germany, France, USA, Canada, Denmark, England, Netherlands and Sweden. "Due to the unique manufacturing concept, lead times for locally made products in the new SIAS PI factory located in Shanghai become even shorter than in Europe or the USA, whilst still providing the whole diversity of variants and the same high quality level as in other locations. Highly specialized local staff, who have been trained in Siemens factories in Europe and the USA, ensure prompt communications and fast reaction speed to the customer. All spare parts on stock and repair / recalibration services also become available locally," remarked Mr. Kumpfmüller, President of A&D PI, "Today's inauguration is a major milestone in the Siemens industrial automation business in China. It will allow Siemens to secure our leading market position in China's process instrumentation business and enable us to also in future develop and manufacture products that fully meet local market needs and make the business of our customers more productive and successful."

Siemens boasts a strong presence in Shanghai. All of the company's business segments are active in the city. To date, the city is home to 17 Siemens operating companies as well as Siemens Ltd., China's Shanghai office. Siemens has a total of over 12,000 employees in Shanghai, making the city the largest Siemens location in the world outside of Germany.