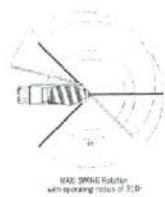
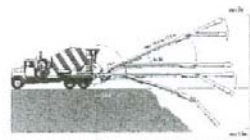


THEAM 混凝土攪拌車車載傳送帶 不用混凝土泵車

如何能迅速地將五立方米的混凝土運送 至混凝土攪拌車十二米範圍外？



每一輛攪拌車只需一人操作，便可在 20 分鐘內完成

去年，泰國兩間領先的預拌混凝土生產商 CPAC 和 BORAL，定在其混凝土攪拌車上配備 THEAM Concrete Conveyor Belt，至此，以上工程難題在亞洲區域終於獲得解

。THEAM 傳送帶裝置適用於塌落度 2 到塌落度 22 規格的各個類型的混凝土以及水

安裝傳送裝置、輸送混凝土、傾倒混凝土和搬出施工現場等工作。對於無法使用混凝土泵車或起重機，以及混凝土需要量較少的中小型工地和狹窄場所，該解決方案確是理想之選。該解決方案亦可幫助預拌混凝土廠商減少混凝土損耗，提供增值服務。

THEAM Asia Pacific 開始經營的首個年度內，泰國已有 26 台車輛安裝該產品。其中多數車輛供泰國預拌混凝土領先企業 CPAC 使用。該企業認為，THEAM Concrete Conveyor Belt 可為客戶提供更多服務，有助於提高企業的市場份額。

THEAM Concrete Conveyor Belts 的回收成本時間在六至十八個月之間，視乎不同國家的情況而定。傳送帶的成本僅為混凝土泵車的八分之一，維修簡便，可由攪拌車司機自行處理。

該產品可大幅度節省時間和燃油，司機無需等待人工將混凝土放入桶內再進行運送（5 立方米混凝土需 1500 桶才能運送完畢）。由於傳送帶具有極高的運輸能力，可增加每立方米混凝土的利潤率。

儘管在大方量或者長距離混凝土運輸作業

Bureau de presse	FTPO (Hong-Kong)			Date de parution	01/02/2008
Société	THEAM ASIA PACIFIC CO LTD				
Titre de l'action	QUICKLY PLACE 5 M3 OF CONCRETE 12M AWAY FROM THE MIXER TRUCK ?				
Titre de la parution	QUICKLY PLACE 5 M3 OF CONCRETE 12M AWAY FROM THE MIXER TRUCK ?				
Nom du support	Industrial Automation Machinery				
Secteur technique	Industries mécaniques (autres) / Stockage, manutention, levage				
Pays de diffusion	Hong-Kong	Tirage	15000	Périodicité	Mensuel
Type de média	Revue			Date de diffusion	24/01/2008
N° Dossier	0			N° Ubifrance	PC1914H

中，12 米的 THEAM Concrete Conveyor Belt 仍無法取代混凝土泵車，但對於短距離和低於 40 立方米的混凝土傳輸，該解決方案實為最佳選擇，具有極高的實用性和經濟效益。該傳輸設備每小時可傳輸 60 立方米的混凝土。

憑藉「Tailgating」系統，多輛混凝土攪拌車可以同時使用一個傳送帶，從而節省時間和燃油，令混凝土迅速運輸到位，增加每立方米混凝土的收入。

THEAM 工程師為 Mix-Mounted Concrete Conveyor Belts 開發 12 種不同型號的產品。最大的一款長 16.5 米，為雙層伸縮式傳送帶，可將混凝土輸送至 9 米高度，該款產品是在歐洲的銷售冠軍。目前，多數亞洲混凝土攪拌車為 3 車軸(6x4)設計，無法使用超過 12 米的鋁製傳送設備。

在日本市場，混凝土攪拌車較小(2 車軸)，THEAM 專門為其開發 8 米的鋁製傳送系統。

過去三年內，該系統產量每年增加 30%。儘管目前生產基地位於法國，但部分生產設施將移至亞洲，以滿足日益增長的市場需求，THEAM 努力使產品滿足客戶的特殊需求和氣候條件的要求。

30 年來，THEAM 已成為 Mix-Mounted Concrete Conveyor Belts 的全球領先企業，已向 42 個國家銷售總共 7200 套產品。以其專業技術創造高品質、卓越可靠的產品。公司在該產品的領域遙遙領先，佔據 80% 的歐洲市場和 100% 的美洲、亞洲市場。

使用簡單並不意味著客戶無需獲得本地支持與協助。最近，THEAM Asia Pacific Co.Ltd. 於泰國成立，旨在為亞太地區客戶提供更貼身的服

務。

該服務部門將幫助客戶在混凝土攪拌車上正確安裝傳送裝置，提供本地售後技術服務，維持配件儲備，並提供司機培訓服務，確保司機能有效、安全的操作傳送帶，並正確地進行維修。

Mix-Mounted Concrete Conveyor Belt 並非單純的工程設備；而是幫助預拌混凝土廠商擴大客戶群，使混凝土銷售淨利潤率倍增的有效手段。

Theam Asia Pacific Co.,Ltd. 執行總監 Arnaud Nazare-Aga 負責跟進已銷售的產品。「現場調查是我工作最重要的一部分。如果司機未能充分瞭解設備的操作方法，承建商將不願訂購更多產品。讓建築行業接受新型服務需要一段過渡期，但如果選擇我們的傳送帶，承建商只需付上多一點金錢，便可在一小時內將 10 立方米的混凝土運送至 6.5 米的高度，而以往這項工作需耗時一整天。初次嘗試後，承建商便會被這種成本低廉的全新服務折服……」

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Bureau de presse	FTPO (Hong-Kong)			Date de parution	01/02/2008
Société	THEAM ASIA PACIFIC CO LTD				
Titre de l'action	QUICKLY PLACE 5 M3 OF CONCRETE 12M AWAY FROM THE MIXER TRUCK ?				
Titre de la parution	QUICKLY PLACE 5 M3 OF CONCRETE 12M AWAY FROM THE MIXER TRUCK ?				
Nom du support	Industrial Automation Machinery				
Secteur technique	Industries mécaniques (autres) / Stockage, manutention, levage				
Pays de diffusion	Hong-Kong	Tirage	15000	Périodicité	Mensuel
Type de média	Revue			Date de diffusion	24/01/2008
N° Dossier	0			N° Ubifrance	PC1914H

QUICKLY PLACE 5 M3 OF CONCRETE 12M AWAY FROM THE MIXER TRUCK WITHOUT A CONCRETE PUMP. HOW?

Theam Asia Pacific Co.,Ltd.

Asia had no answer to this question before last year when CPAC and BORAL, two leading ready-mix concrete producers in Thailand, decided to equip some of their mixer trucks with a THEAM Concrete Conveyor Belt.

The THEAM conveyor can place any type of concrete, from slump 2cm to 20cm, mortar and aggregates (sand, gravel, stones,...) right where the contractor wants it. Only one man and one truck are necessary to deliver the concrete, install the conveyor, pour the concrete and get away from the job site within 20 minutes. It is the ideal solution for small and medium job sites and narrow places, where pumps or cranes cannot be used and small quantities of concrete are needed.

It is also a solution for ready-mix concrete producers to compensate the loss of volume by a value added service during crises.

In Thailand, 26 units have been mounted during Theam Asia Pacific's first year of activity. Most of these being used by CPAC, the leader of ready-mix concrete in Thailand. Hoping to increase their market share, they see the THEAM Concrete Conveyor Belt as a means to offer their customers more services.

A THEAM Conveyor Belt gets the job done faster and with fewer workers. No need either for coordination between pump, crane and delivery of concrete.

Return on investment made on THEAM Concrete Conveyor Belts takes between 6 to 18 months, depending on the country. The conveyor belt is eight times cheaper than a concrete pump, and maintenance is so easy it can be done by the truck driver himself.

The economy in time and diesel is also important as the driver doesn't need to wait for workers to place the concrete with buckets (1,500 buckets for 5m3). This adds to the increased profit margin per cubic meter of concrete made possible by the high capacity of the conveyor belt.

The 12m THEAM Concrete Conveyor Belt is not meant to replace a concrete pump for large volumes of concrete or for long hauls. But for short distances and quantities below 40m3 it is definitely the best solution for both practicality and cost-effectiveness. It can provide up to 60m3 of concrete per hour.

As the "Tailgating" system allows mixer trucks to deliver their concrete on a conveyor belt fitted on another truck time and diesel are saved, the concrete is quickly in place and extra revenue per cubic meter is generated.

The THEAM engineers have developed 12 different models of Mix-Mounted Concrete Conveyor Belts. The biggest one, a best-seller in Europe, is a 16.5m long, double telescopic conveyor that can deliver concrete up to 9m in height. For the moment, most Asian mixer trucks having 3 axles (6X4) they do not allow for a longer than 12m, aluminum conveyor.

For the Japanese market, where the mixer trucks are small (2 axles), THEAM has developed a special 8 m conveyor in aluminum.

Over the last three years production has increased by 30% annually. Although all of it is currently located in France part of it will soon be moved to Asia to satisfy increasing local demand as THEAM always tries to adapt its product to its customers specific needs and climatic imperatives.

For 30 years, THEAM has been the global leader in Mix-Mounted Concrete Conveyor Belts and has sold 7,200 units in 42 countries. Its expertise has created high-quality products and fostered strong reliability. The company is second to none in its field and its market share is 80% in Europe and 100% in America and Asia.

Ease of use doesn't mean customers are left on their own with no possible local contact. Theam Asia Pacific Co., Ltd. has recently been established in Thailand with the aim of providing closer-to-home service to Asia Pacific customers.

This service will consist in properly mounting the conveyors onto the customer's mixer trucks, providing local technicians with an after-sale service, keeping a stock of readily available spare parts, and training drivers to efficiently and safely operate and maintain the conveyor. The Mix-Mounted Concrete Conveyor Belt is not only a piece of equipment; it is a means to increase the overall number of ready-mix concrete producers' customers and to double the net margin on sold concrete.

Arnaud Nazare-Aga, Managing Director of Theam Asia Pacific Co.,Ltd., conducts the follow-up for each conveyor sold. "On-site visits are one of the most important parts of my work. If the driver doesn't fully understand how to operate the equipment, the contractor will not want to order more this placing service. It takes time to bring innovative services to the construction industry, but with a conveyor belt, and for only a small difference in price, a contractor only needs an hour instead of one day to make a 10m3 floor slab at a height of 6.5m. After his first try he's generally convinced of the cost-effectiveness of this new service..."

11:28, Mar. 3, 2008

Bureau de presse	FTPO (Hong-Kong)			Date de parution	03/03/2008
Société	THEAM ASIA PACIFIC CO LTD				
Titre de l'action	QUICKLY PLACE 5 M3 OF CONCRETE 12M AWAY FROM THE MIXER TRUCK ?				
Titre de la parution	Quickly Place 5 M3 of Concrete 12M Away From The Mixer Truck Without A Concrete Pump. How?				
Nom du support	Industrysourcing.com				
Secteur technique	Industries mécaniques (autres) / Stockage, manutention, levage				
Pays de diffusion	Hong-Kong	Tirage	n.d.	Périodicité	Quotidien
Type de média	Revue en ligne			Date de diffusion	24/01/2008
N° Dossier	0			N° Ubifrance	PC1914H