



# Adhering to Innovative "Green" Growth and Seeking Great Development of AZ

## 创新绿色发展理念 实现安策阀门大发展

—— Interview with Mr. Wu Chen, MD of AZ Armaturen (Taicang) Co. Ltd.

—— 访安策阀门（太仓）有限公司总经理吴晨先生

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中国提出坚定不移贯彻创新、协调、绿色、开放、共享的发展理念，为阀门企业带来了机遇和挑战。AZ 作为全球领先的高性能阀门和取样系统制造商，将“绿色发展”渗入产品的应用中，通过技术创新、共享，促进产业升级转型，走到了阀门行业的前列。AZ 是 1963 年成立于德国黑森林地区的阀门公司。作为制造高性能的特殊阀门系统的全球顶尖技术型公司，AZ 产品广泛应用于石油、化工、食品、医药、精细化工及核工业等领域。尤其在石化行业等特殊领域，AZ 的旋塞阀占有相当数量的市场份额。安策始终坚持卓越品质与优质服务并重的理念，目前公司在德国、南非、巴西和中国设有 4 个制造公司，年销售额达 6000 万欧元左右。

安策阀门（太仓）有限公司吴晨总经理说，AZ 于 2008 年设立上海贸易公司，2010 年在中国太仓设厂，并于 2012 年开始运营。安策（太仓）阀门致力于高性能阀门系统的制造，尤其是所有

类型的旋塞阀门和各种介质的取样系统，其优势在于无空腔、免维护、自润滑和零泄漏，而且工作寿命长。在安策的产品序列里，标准型旋塞阀是主打产品，因品质和设计优异广受赞誉，在中国市场上获得了很多国内客户的长期订单，还有巴斯夫、赢创、科莱恩、阿科玛等在国内投资的大型跨国公司，也是公司的长期客户。他说：“安策阀门（太仓）有限公司是 AZ 四大制造基地之一，主要负责亚太地区的产品制造、技术支持、创新研发，是 AZ 全球三大研发基地之一。随着中国对环保、安全和健康的重视，我们把绿色发展作为研发方向。安策将不断研发精密可靠的阀门结构、选用高品质的材料、采用先进的加工技术和严格高标准的质量保障体系，对每一批进厂原件、配件和出厂的成品进行 100% 的检验，为客户提供最优化可靠的技术选型方案和最具竞争力的价格。作为一个追求技术创新的企业，我们期待每一个新产品的诞生。”

吴晨总经理出生于中国江苏，赴德国留学，毕业于德国斯图加





特大学，获机械学硕士学位。1998年至2008年期间，就职于德国戴姆勒-奔驰乘用车，从设计工程师到2006年起任巴西和中国部经理，2008年至今，就职于德国AZ。中西方文化的融合使他为德国AZ进入亚洲乃至中国市场奠定了良好基础，也为今后德国AZ在中国成立亚太总部创立了良好开局。在AZ公司，吴晨的节能环保理念得到了广泛推广和传承，贯穿到企业的管理、创新等各个领域。第一，安策的耐冲刷旋塞阀在工业水处理领域应用可防治水污染。随着现代工业发展，工业废水成分日益复杂，对环境危害严重。作为水污染防治链条中最薄弱的环节，工业废水被誉为水处理界最难啃的“骨头”之一，尤其是高浓度有机物、高氨氮含量、高含盐量的工业废水。安策耐冲刷旋塞阀在含固量10~30%次氯酸钠、氯化钠、硫酸钠等工业废水中表现出色，也是现代环保概念下各化工企业节能环保的迫切需求。该系列旋塞阀选用超高分子量聚乙烯衬套代替常规的PTFE衬套，更具耐磨性、耐腐蚀性和润滑性。相对其它调节阀种，安策旋塞自带润滑属性，使用寿命更高；第二，安策阀门不同旋塞形式实现转换的组合阀可节约资源。安策开发出的组合阀、冲洗阀，以及采用不同的旋塞形式多通径旋塞阀，突破了传统的多阀控制局限，实现换向功能，减少管线上阀门的使用量，化多为一，缩小了阀门体积和



重量，可有效节约能源资源；第三，安策阀门安全密闭取样系统可将危险拒之门外。早在20世纪90年代，AZ技术团队就识到安全密闭取样在化工工况中应用的重要性和必然性。利用旋塞转动将主流道的介质定量传递到取样瓶中，整个取样过程可保证样品、管道系统、取样容器与大气隔离。根据不同工况要求，提供多样化的优质材质以及取样瓶系统，比如针式取样系统有很高的密

闭性，可满足高毒环境取样需求。现代绿色化工迫切需要大量高质量且符合环保标准的阀门产品，而安策在这方面已经积累了丰富的经验，可根据客户的需求和市场的需要，研发出更具技术优势和节能环保的产品。

吴晨总经理说：“大数据让创新技术更加草根化、碎片化、具体化，也成为阀门行业重要的生产因素。我们作为机械制造行业，单件生产，只能用柔性系统，大批量很多大批次单件的生产特性决定了我们很难利用汽车行业的制造系统来处理。我们用增材技术和3D打印针对全球市场来进行技术研发，利用大数据信息，建立用户行为习惯及偏好模型，最终利用模型对用户进行全方位管理，为企业的经营策略调整提供数据依据。我们的成本远远高于印度，质量上按照流程做没有可担心的，唯一担心的是价格和速度。如果成长和创新速度低于印度就没有竞争力了。只有在创新上站稳脚跟，才能立于不败之地。通过大数据分析进行智能生产，把阀门、设备、资源和人有机结合在一起，推动阀门制造业向基于大数据分析与应用基础上的智能化转型。”

吴晨总经理最后表示，未来低端市场肯定会被国外阀门所占领，中国能够做的就是走高端市场，所以绿色和创新必须加强。AZ的产品及理念填补了中国市场的空白，我们努力改善环境，今年准备上光伏，光伏电站是可再生能源，希望通过各种手段，为环境出一份力。我们希望能实现中国阀门创新“加速度”的发展模式，抓住历史机遇，以绿色创新带动转型升级，引领企业高质量发展。

The Chinese government proposes the development concept "unswervingly advocating innovation, harmony, greenness, opening and sharing", which raises both challenges and opportunities in front of valves manufacturers. World-leading high-performance valve and sampling system manufacturer AZ incorporates "green development" into its products and accelerates the transformation and upgrade of the valve industry via technology innovation and sharing, striving to keep leading in the valve industry.

Established in Schwarzwald, Germany in 1963, AZ has developed to a global top technology company engaged in manufacturing of special valves. Its products are widely used in such fields as petroleum, chemicals, fine chemicals, food, medicine and nuclear industries. Especially, AZ's plug valve brands take a respectable market share in special fields like petrochemical industry. Since its establishment, AZ has always stuck to the philosophy "quality and service" and built plants in multiple countries and regions. Currently, AZ sets up four manufacturing companies in Germany, South Africa, Brazil and China and contributes the annual turnover of 60 million Euros.

Mr. Wu Chen, MD of AZ Armaturen (Taicang) Co. Ltd., states that AZ established its Shanghai trading company in 2008, commenced the Taicang plant in 2010 and put it into operation in 2012.

AZ Taicang is engaged in manufacturing high-performance valve systems, particularly a full line of plug valves and sampling systems applicable to various media. Its products



is mainly engaged in the product manufacturing, technical support and research / development in the Asia-Pacific region and also functions as AZ's global research and development base. While China takes greater account of environmental protection, safety and health, we will orientate our future research and development at green development. AZ is developing products with reliable and precise valve structure, which is made of high-grade material, processed with accurate technology and regulated with strict quality assurance system. We implement 100% inspection on each batch of casting parts, accessories and finished products and provide clients with reliable optimal technology solutions and most competitive prices. As a pursuer of technology innovation, we are looking forward to creation of a new product," says Wu.

Born in Jiangsu, China, Wu graduated as a Master of Science in Mechanics from University of Stuttgart, Germany. In 1998, he worked as a design engineer in Germany Daimler-Benz; in 2006, he was promoted to the manager of Daimler-Benz's Brazil-China Section. In 2008, Wu joined AZ. His Chinese and Western culture background enables him to build a sound foundation for AZ's entry into the Chinese market and contribute a good start for the establishment of AZ's Asia-Pacific headquarters. In AZ, Wu's philosophy "energy conservation and environmental protection" has been widely popularized and advocated over all the links of the firm, from management to innovation. Its valve product has highlighted such philosophy in the following aspects:

1. AZ valves with better erosion endurance are applied in water pollution control in the industrial water treatment field. As is known, the industrial waste water composition becomes increasingly complex and generates more hazards to environment while with the fast development of modern industries. As the weakest link in water pollution control, industrial waste water is regarded as the hardest nut to crack, particularly waste water with high organic substance, ammonia nitrogen and salt. AZ plug valves present higher performance in the application of industrial waste water containing 10%~30%



feature in cavity-free, maintenance-free, self-oiling and non-leakage and long life cycle are especially superior in and high applicability to special media. Among AZ's product series, standard type plug valve as one of its featured product is extensively praised for its high quality and fine design. Such products have been purchased in a long time by big domestic firms like Wanhua and large China-operated multinational firms like BASF, Evonik, Clariant and ARKEMA.

"AZ Taicang, one of AZ's four key manufacturing bases,

solid chemical content like sodium hypochlorite, sodium chlorate and sodium sulphate, and become a timely solution to deal with the pressing need of energy conservation and environmental protection by chemical enterprises in the modern environmental context. Ultra-high molecular weight polyethylene bushing is used instead of conventional PTFE bushing and enables this plug valve series to present more abrasion and corrosion resistance as well as higher lubricity. Relative to other types of adjusting valve, AZ plug valve boasts build-in lubrication function so as to facilitate higher sealing lability in its life cycle.



2. Different forms of plugs designed in AZ valves enable convertible compound valves with high resource efficiency. AZ compound valves and flush valves with various plug forms and drift diameters crack the traditional limitation of multiple valve control in the following aspects: realizing flow direction switching; reducing the number of valves on line; minimizing the space and weight of valves volume; and being increasingly resource-efficient.

3. Totally-enclosed sampling system designed in AZ valve can prevent hazards effectively. In the 1990, AZ's technical team had been fully aware of the importance and necessity of totally-enclosed sampling in the chemical working conditions. AZ has been engaged in the research and development of perfect sampling systems. The media in the main flow channel is conveyed by plug rotation to the sampling bottle. In this complete process, the sample, as well as the piping system and the sample container, are kept away from complete exposure

to the atmosphere. We design sampling systems with diversified alloy and sampling bottles, which are applicable to various working conditions. For instance, needle-type sampling system with higher leak tightness can satisfy the sampling demand in noxious environment. The modern green chemical engineering stands in need of high-quality and environmentally-friendly valve products. As for this, AZ has accumulated richer experiences, and been

developing green energy-efficient products with technical advantages in full consideration of clients' and markets' demands.

Wu expresses that Big Data enables innovative technologies to be more feasible, fragmented and crystallized, and will be a major production factor in the valve industry. As a machinery manufacturer, we can apply only a flexible system in single piece production, and it is so difficult for us to apply auto industry manufacturing system to process large batches of single pieces due to their producing characteristics. We improve technology research and development with material additive 3D printing in the global market, develop the users' behavioral habit and preference models under support of the Big Data information, and apply the models to conduct all-around management on users so as to provide the data basis for the purpose of the firm's business strategy adjustment. Our cost is higher than India's, but we need not worry about the quality, as long as we follow the process strictly. The factors we stress are price and speed. We may lose the initiative and the competitive power once our growth and innovation speed lag behind India's. We can keep sustainable success only via continual innovation. Additionally, we conduct smart production, integrate valve, equipment, resources and human together, and enable the valve manufacturing to intelligitize and upgrade in support of Big Data analysis and application.

Finally, in terms of industry, Wu concludes that low-end markets will be carved up by foreign valve manufacturers, but we value high-end markets, so we stress quality and innovation. Many products and philosophy of AZ fill up the blanks in the Asia market. Additionally, we make efforts to improve environment and value renewable energies, so we will develop photovoltaic power stations this year. We hope to contribute for environment protection in more aspects. By virtue of new historical opportunity, we strive to create innovation acceleration in the Asia valve market, drive the industry to transform and upgrade by green innovation, and lead the enterprises to develop in a quality and productive way.





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## EP

## SAFE

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# 改革开放 40 年，看首地集团 12 年发展变化

首都机场地产集团有限公司 姚红芳 韩静

首都机场地产集团有限公司（简称“首地集团”）是首都机场集团（首地集团母公司，隶属于中国民用航空局，是一家以机场业为核心的跨地域的大型国有企业集团）所属的全资二级公司，是临空产业运作平台。

首地集团 2006 年 6 月 9 日正式挂牌成立，已完成华北、东北、华中、华南以及西南等相关区域布局，先后进军北京、深圳、三亚、重庆、武汉等九城房地产市场，相继打造了北京·首地大峡谷、深圳首地·容御、海南三亚·山水国际、重庆首地·江山赋、武汉城市航站楼等住宅和商业地产项目，产品涵盖商业、住宅、写字楼、酒店、学校等多种业态，基本形成了在一二三线不同类型城市的业务布局。回首十二年发展历程，首地集团资产规模翻了一番，达到 101.28 亿元；累积实现营业收入 152.48 亿元，利润总额 27.76 亿元。当前，首地集团紧紧围绕首都机场集团战略谋发展：围绕北京新机场战略抓紧推进新机场生活基地项目，为北京新机场运营保驾护航，为员工职住合一创造条件；北京新机场非主基地航项目作为北京新机场运营重点配套保障项目，将为入驻非主基地航项目的航空公司员工提供生态化、智能化、多样化、国际化的办公条件及舒适、优质的住宿环境；围绕双枢纽战略抓好两个机场办公、酒店、公寓等综合业态产品等开发，助力完善首都机场服务保障功能，推进“新机场”、“双枢纽”、“机场群”三大战略实施落地，以更好地服务京津冀协同发展和雄安新区建设。未来，首地集团将“聚焦京津冀、聚焦临空地产”，以临空地产为主，城市地产为辅，将工作重心和资源转移到京津冀和临空地产业务上来，实现持续健康发展。

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