

柳工中国 LIUGONG IN CHINA

LIUGONG WAS AWARDED "GUANGXI TOP 10 ENTERPRISES" AND ZENG GUANG'AN WAS HONORED AS ONE OF "TOP 10 ENTREPRENEURS" OF GUANGXI ZHUANG AUTONOMOUS REGION

柳工获“广西十佳企业”，曾光安获“广西十佳企业家”荣誉



LiuGong was awarded "Guangxi Top 10 Enterprises" and Zeng Guang'an was honored as a "Top 10 Entrepreneurs" of Guangxi Zhuang Autonomous Region at "2018 Guangxi Entrepreneurs Day" which was jointly organized by the Industrial and Information Committee of Guangxi

Zhuang Autonomous Region and Guangxi Enterprises and Entrepreneurs Association. Chairman Zeng Guang'an was invited to address the meeting, sharing his feelings on Entrepreneurs' social attributes and spiritual commitment with the audiences.

近日，在由广西壮族自治区工业和信息化委员会、广西企业与企业家联合会主办的“2018年广西企业家活动日”上，柳工获“广西十佳企业”，柳工集团党委书记、董事长曾光安先生获“广西十佳企业家”。曾光安先生应邀在会上发表主题为“弘扬优秀企业家精神，奋进新时代，筑梦新征程”的主旨演讲，分享他对企业家社会属性和精神担当及情怀的看法。

2018 NEWLY RECRUITED COLLEGE GRADUATES COMPLETED TRAINING AND ARE READY TO SET SAIL IN LIUGONG

2018年应届大学毕业生完成入职培训，筑梦柳工新征程

After 1-month, LiuGong's newly recruited 2018 college graduates completed their introduction training and activities and formally took their positions in LiuGong. On August 14, Chairman Zeng Guang'an urged this new generation of LiuGongers to "endeavor to forge ahead in China's New Era and build personal dreams at LiuGong" and congratulated them for setting sail in a new journey.

President Huang Haibo also extend a warm welcome to the graduates and encouraged them

to integrate the company's vision into their personal development, promote the positive interaction between personal value and our company's development, realizing the common progress and development of both the company and themselves.

近日，2018年应届大学毕业生完成为期近一个月的拓展训练和入职培训，正式步入工作岗位，开始他们在柳工的新征程。8月14日，柳工集团党委书记、董事长曾光安给2018届新员工讲授了充满激情的一课——《奋进中国新时代，筑梦柳工新征程》，以致敬百年柳工的新一代。

柳工机械股份有限公司总裁黄海波在“总裁寄语”中对各位新成员加入柳工表示欢迎，并鼓励年青的一代柳工人将企业目标与个人发展相结合，促进个人价值与企业发展的良性互动，实现企业和个人共同进步与发展。



柳工海外 LIUGONG AROUND WORLD

LIUGONG ROAD SHOW ENDED SUCCESSFULLY IN DAVAO CITY 柳工设备亮相菲律宾达沃产品推荐会



On 1st August, a ceremony in the celebration of LiuGong's 60th Anniversary and Equipment Road Show was held in the beautiful city of Davao in the Philippines. The company debut the 6611E roller to the Philippine market. The latest models of wheel loaders, excavators, rollers and graders were also presented on-site for customers to try. The Road Show ended successfully with several machines sold, meanwhile, the initiative enhanced customers' understanding and trust in LiuGong.

8月1日，柳工六十周年庆典暨达沃产品推荐会在菲律宾美丽的城市达沃成功召开。推荐会上，柳工6611E压路机首次亮相菲律宾，和最新系列的装载机、挖掘机和平地机产品并肩展示。同时，客户还可以现场体验柳工设备。推荐会取得了良好效果，现场成交多台设备。活动也加深了客户对柳工品牌的了解和信任。

LIUGONG WHEEL LOADER ASSISTED CONSTRUCTION OF JAKARTA-BANDUNG HIGH SPEED RAILWAY 柳工装载机助力雅万高铁项目

Recently, a service team from LiuGong's Indonesian office inspected the construction site of Jakarta-Bandung High Speed Railway and provided maintenance to the LiuGong equipment serving on the project. There are 5 LiuGong wheel loaders working at 6# and 8# projects, building the most challenging tunnels along the railway. Among them, LiuGong's ZL50CN side loading loader will assist the construction of a 3KM high speed rail line in the next 3 years at 8# tunnel. During the inspection, the LiuGong team received positive feedback from project leaders, saying the products are reliable while LiuGong's service is quick and professional. They believe that LiuGong will not fail the customers' expectations and with LiuGong's assistance, the job would completed successfully.

近日，柳工印尼办事处团队巡查了正在雅万高铁项目服役的柳工设备并提供维护保养。据悉，柳工共有5台装载机在高铁最具挑战的6#及8#隧道施工。其中，在8#隧道施工的ZL50CN侧卸装载机将在未来的3年完成3KM高铁线路建设。巡查中，柳工团队收获了项目负责人的一致好评，表示柳工装载机质量可靠，服务专业，必将不负重任，完成使命。



LIUGONG CONTRIBUTED TO AID THE FLOOD VICTIMS IN MYANMAR 洪灾来袭，柳工救援；企业仁心 大爱无疆

In mid-August, a delegation from LiuGong and LiuGong's Myanmar dealer, Aung Gyi Trading Company, visited Bogou and Keye states, delivering a total of \$30,000 worth of relief supplies to the victims who were affected by the floods during Myanmar's rainy season. After operating in Myanmar for 13 years, LiuGong has become a trusted construction machinery brand in the market and it is important for us to take social responsibilities at critical moments



8月中旬，一支由柳工及柳工缅甸经销商AUNG GYI TRADING公司员工组成的赈灾团队赶赴缅甸勃固省及克耶邦，为受雨季洪灾影响的群众送去总价值约合3万美金的救灾物资。柳工与AUNG GYI TRADING公司在缅甸共同发展13年，目前成为缅甸市场最为信任的工程机械品牌，在关键时刻肩负起社会责任，承担应尽的义务。愿大灾褪去，众生平安！

客户故事 CUSTOMER STORY

JINTAI DOUBLE-WHEELED MILLING MACHINE MEETS THE CHALLENGE IN THE CONSTRUCTION OF THE WORLD'S LONGEST SPAN ARCH BRIDGE 上海金泰双轮铣挑战世界最大跨径拱桥工程

The Pingnan Third Bridge of Xunjiang River is on the North-South interchange line of Lipu-Yulin Expressway in Guangxi, China. The main span of the bridge reaches 575 meters which would be longest span arch bridge in the world after completion. The main bridge's diaphragm wall construction work is undertaken by X40 double-wheel milling and SG600 diaphragm wall grab, both manufactured by Shanghai Jintai Company, a LiuGong Foundation Equipment Company, and assisted by a LiuGong 922E excavator.

The bridge is located in terraced land of an alluvial river with extremely complex geology landforms, which required high standard in both machinery and technology. As a result, the construction of diaphragm wall groove is used a combination in technology of gripping & milling. In the 1st stage, the SG60 grab is used in the upper part to make a groove while the SX40 milling machine is used in the lower part to complete the groove. In the 2nd stage, all the grooves will be milled by the SX40.

Both SX40 double-wheel milling machines and SG60 diaphragm wall grab are the foundation construction equipment independently developed by Shanghai Jintai Construction Machinery Co., Ltd. The SX40 uses both diesel oil and electric power and its slag discharge is accomplished through the large diameter pipeline using gas discharge and reverse circulation, which is more economical and applicable than the pumping slag discharge method which is normally used

worldwide. The machine is also more adapt to complex geological conditions such as large-size gravel stratum and hard rock stratum. The application of both milling and grabbing machines has become a common solution for complicated geological conditions in China.

Recently, a delegation of the managers from the project contractor, the construction company and Jintai visited the construction site. The project manager of the construction unit, Mr. Li praised Jintai's SX40 double-wheel milling machine of its stability as well as the great efficiency. "The machine has strongly contributed to our progress. Since the project's start-up in early May, the equipment has been running for nearly 1600 hours, without any breakdowns, and has completed 80% of the work so far. We are also pleased to see, despite the running time demands, the maintenance cost is quite low. We are glad that we made a good choice!"

跨越浔江的平南三桥位于广西荔浦至玉林高速公路南北互通线上，设计主跨度达 575 米，建成后将成为世界最大跨径的拱桥。承接主桥地连墙施工作业的就是上海金泰工程机械有限公司制造的 SX40 双轮铣和 SG600 地连墙抓斗，以及柳工 922E 挖掘机。

由于桥位区地处冲积河流阶地，地质复杂，施工技术难度大，因此地连墙成槽施工采用抓铣组合工艺。一期槽段上部采用金泰 SG60 抓斗抓槽，进入下部则采用金泰 SX40 铣槽，二期槽采用铣接头工艺，全部采用 SX40 铣槽机套铣成槽。



SX40 双轮铣和 SG60 地连墙抓斗均为上海金泰工程机械有限公司自主研发基础施工装备。SX40 采用柴油和动力电组合动力，通过大口径排渣管路完成气举反循环排渣，在大粒径卵石地层、坚硬岩层等复杂地质条件下高效铣削成槽施工，相比目前国际通行的泵吸排渣双轮铣更为经济适用。在实际施工中，SX 双轮铣与 SG 抓斗“双机合璧”、抓铣结合，已成为当前国内复杂地质条件地连墙施工的标志组合工艺。

近日，工程承建单位、施工单位及设备供应商上海金泰的三方领导亲临施工现场视察。施工单位项目经理李经理对金泰 SX40 双轮铣的稳定性和施工效率给予了高度的评价：“金泰的双轮铣为我们的施工进度提供了有力的保障，从 5 月初正式开工至今，设备已运行了近 1600 小时，没有发生任何故障，至今已顺利完成了 80% 的工程，而且维护成本相当低，金泰的双轮铣高效稳定，能力强劲，不负使命！”

WHY DID THE CUSTOMER CHOOSE LIUGONG'S 870H? 历经 3 代产品，5 种机型，这位柳工“铁粉”有话说



In a large coal mine in Shanxi, China, LiuGong machines are busy doing various work. The cooperation between the mining company and LiuGong can be traced back to 1996 and almost every generation of LiuGong equipment has left its mark here.

"We have used LiuGong equipment for so many years and LiuGong has proven to be durable and reliable. The after-sales service is always timely and to our satisfaction" said Mr. Cao, manager of the equipment department. He also indicated that a total of 11 LiuGong wheel loaders are still in use at the mine. "The machines' reliability is essential for mines, since the delay of production will be troublesome."

In 2017, the company decided to invest in new machines to meet with the expanding market demands and the company's development. After careful calculation and research, the company decided to buy large-tonnage wheel loaders to improve efficiency. Thanks to the long-term cooperation and the established faith in LiuGong, 2 LiuGong 870H were purchased.

The maintenance and management of all the equipment in the mine is particularly strict. "Each maintenance check is recorded, and every machine must be maintained on time.

The machines must be repaired immediately if any breakdown occurs, as a result, we keep a high availability rate of machinery and this also ensures a long working life for our machines" said Mr. Ren, one of the operators in the mine. "We treat the equipment tenderly and this is the secret to keep our machine's performance and efficiency." He pointed to a LiuGong 856 loader beside him and indicated that it had been used for about 10 years, and that it might look a bit old, but it still works normally and strongly.

Timely service response is crucial to business and along with being satisfied with the quality of the machines, Mr. Cao is completely satisfied with LiuGong's service. He recalled that one-night last winter, a piece of equipment broke down suddenly. And only 2 hours after he called, the service people arrived at the mine and solved the problem in another 2 hours. It is very cold at the end of December in Xi'an and the dedication of LiuGong's service team deeply impressed him.

The company plans to update all the old models into large tonnage loaders within 1-2 years to be in accordance with the company's strategies. The 870H can effectively increase the production while cutting down on cost.

陕西的一座大型煤矿，随处可以看到柳工装载机忙碌的身影。矿区和柳工的合作历史源远流长。从 1996 年开始，在这个矿厂，几乎柳工的每一代产品都留下了足迹。

“柳工的设备用了这么多年，皮实耐用，质量过关；售后响应及时，我们一直都很满意。”机械班曹班长说，现在矿厂尚在使用的柳工装载机共 11 台，矿区的工况对设备的最大要求就是可靠性强，否则耽误了生产比较麻烦。

2017 年，由于市场需求量及公司规模不断扩大，并且此前已计划将年份较长的设备更新，经过与柳工技术人员进行详细的成本计算和效率研究，认为将设备大型化是提高效率的有效途径及发展趋势，于是决定引进 2 台柳工新一代大型装载机 870H。

该矿厂的所有设备，机械班的维保管理特别严格，“设备的维保都有记录在案，哪台设备什么时间该保养了，就立即进行，有问题就必须停下来马上维修，所以在矿区的设备的出勤率都很高，寿命也得到保障。”操作手任师傅谈到使用设备的经验说道，“我们都像对待自己的‘爱人’一样对待设备，那设备的性能及效率自然也就好了。”说完，他指着停在一旁的柳工 CLG856 装载机说，这台车看着有点旧，但已经正常使用了十年左右了，现在干活依然带劲。

工程机械设备也和汽车一样，维修保养要及时跟上，设备才能更好地持续服务。柳工设备除了质量过硬，令曹班长称道还有柳工的服务，随叫随到、及时响应是柳工服务的基本标准。他回忆道，去年冬天的一个晚上，设备突然出了故障，一个电话打到柳工售后服务的小王那，他立马开了 2 小时车赶到，都顾不上休息，马上就着手开始排查故障，西安的 12 月底特别冷，都结冰了，小王大概两小时弄好了，非常不容易。

为配合企业的战略发展需求，接下公司计划在 1-2 年内将现有老款机型全部更新为大吨位装载机，以更低的运营成本完成更高的生产任务，870H 依然是他们的首选机型。

LIUGONG DRESSTA MACHINERY TAKES CUSTOMERS' NEEDS AS TOP PRIORITY IN UZBEKISTAN 柳工锐斯塔践行客户导向价值观，贴心服务乌兹别克斯坦客户

One of the recent projects of LiuGong Dressta Machinery (LDM) and a key customer in Uzbekistan was the signing of a contract for the supply of 49 machines (534E, 560E EX, TD-15M EX, TD-25M EX, TD-40E EX, SB-60M EX). In the autumn of 2017, the first batch of new machines was shipped and operator training was started.

After initial usage, the customer's requirements continued to evolve, and special requirements were requested by the customer. The LDM team endeavored to fulfill the customer's needs. For example, a crane in place of a ripper on the TD-15M for transporting railway lines and also a TD-25M Ex with the minimum lifting capacity of 12 tons.

The customer also requested the reinforcement of the attachments. The blade plate was reinforced, and vertical edges were applied; also reinforced were the blade beams and the covers of hydraulic cylinders.

One of the major working sites for the Dressta machines is the Kalmakir open-pit mine, where, twice a week, the levels of the ore are blasted with explosives for extraction. To save time, blasting is carried out in several places at the same time. The unnecessary spoils and ore are transported by the railway line as well as by 160-tonne BelAZ haulers.



LDM chairman, Howard C. Dale, Director Wiesław Jakóbiak, Wojciech Gardziała, representative of the LDM service, accompanied by the representatives of the regional distributor Korund from Kazakhstan and Mashimport from Uzbekistan, visited the site and sealed a new chapter of the cooperation between the 2 sides along with the opening of a spare parts center and a service center in the customer's newly opened mine.

To quickly accommodate the needs of the customer, a shipping container was converted into a training room and was equipped with technical documentation, hydraulic and electrical diagrams, manuals in the Uzbek language, which is the only understandable language for most operators.

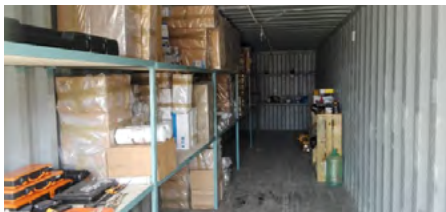
In addition, the center has been equipped with professional tools for servicing and repairing machines. As part of a new project, about 60 operators and mechanics have already been trained. In the second half of July, another 75 operators were trained.

The spare parts warehouse, which is also located in the mine, provides service personnel to carry out warranty service for all new machine models.

After nearly 20 years of cooperation, close to 100 Dressta machines are working at the customers properties. Thanks to LDM and dealers' joint efforts, we have gained the trust of the customer, which is why we have overtaken our competitors.

The person responsible for cooperation for more than 20 years with the very customer in the technical field is Wojciech Gardziała, a long-time employee of the LDM Service Department. "Starting from the first training and putting the first machine into service, to the assembly of the last batch, I support it in technical and organizational terms. From the mouth of our contractors in Uzbekistan, we hear that LDM has the best service in UZ, and the word "Dressta" means prestige" stated Wojciech Gardziała.

Thanks to all LiuGong Dressta's activities and hard work along with that of the local representatives, Korund and Mashimport, the customer plans to purchase another 18 machines (the TD-25M, TD-40E and 560E models).



柳工锐斯塔和乌兹别克斯坦某大客户签订 49 台设备订单，随之而来也是对柳工锐斯塔服务能力的巨大挑战。订单的第一批设备已经在 2017 年秋季交付给客户，操作手的培训随即开展。

随着设备的陆续就位，客户提出了新的应用需求。柳工锐斯塔团队践行柳工客户导向的价值观，倾听客户的需求。经过和客户的仔细沟通，总能不负所托，满足客户的需求。这些新的需求包括用起吊臂代替 TD-15M 上的开沟器，用来运输铁轨；将 TD-25M Ex 推土机 装吊荷载能力提高到 12 吨以上。

此外，柳工锐斯塔也按照客户的要求对属具进行强化。比如，对刀板进行加固，施加竖向边缘，对刀板梁和液压缸盖进行加固等。

锐斯塔设备的主要工作地点之一是卡尔马基尔露天矿。在那里，每周两次用炸药将矿山炸开，提取深层矿藏。为了节省时间，爆破是在几个地方同时进行的。爆破的碎石和矿石由铁路和荷载 160 吨的贝拉兹运输机运输。

在柳工锐斯塔董事长戴好威先生的带领下，威瑟沃 贾克比克总监 (Wiesław Jakóbiak)、服务团队的沃伊切赫 加德齐亚先生 (Wojciech Gardziała) 以及柳工锐斯塔哈萨克斯坦经销商 Korund 公司和乌兹别克斯坦经销商 Mashimport 公司员工代表一行，正式拜访了矿区。此次洽谈，双方将合作提升到全新的高度。其一就是决定在客户的新矿区开设配件和服务中心。

很快，一个由集装箱改建的临时培训室在矿区建立了，所有技术文档、液压和电气图表、操作手册等就位，更值得一提的是，这些文件都已经翻译成乌兹别克语，方便学员阅读。

此外，培训室配备了专业的维修工具。作为新项目的一部分，大约 60 名操作员和机械师已经接受了培训。七月下旬，又培训了 75 名操作员。

同时，矿区还设立了配件仓库，可以保障锐斯塔驻点服务人员为设备提供三包服务。设备出保后，客户也可以优惠使用配件仓库的配件，为大约 50 台 (534C/E, 560E, TD-15/25M, TD-40E) 的锐斯塔设备提供维修服务。

锐斯塔品牌和客户的合作已经持续将近 20 年，客户拥有锐斯塔设备的数量接近 100 台。在 LDM 和经销商的共同努力下，我们赢得了客户的信任，因而超越了我们的竞争对手。这么多年来，锐斯塔品牌没有失去任何信任，相反，却收获了更多的信任。目前在乌兹别克斯坦境内的使用中的锐斯塔设备总量已经达到 160 台左右。

柳工锐斯塔的沃伊切赫 加德齐亚先生 (Wojciech Gardziała) 一直负责为客户提供技术支持，合作已经超过 20 年。从第一次培训，第一台机器的安装使用，到最新的一批设备的组装。“我为客户提供全方位的支持，包括技术和组织方面。我们在乌兹别克斯坦的客户反馈说 LDM 提供的服务在乌兹别克斯坦境内数一数二，只要提起 "Dressta"，就意味着声誉。”

感谢 LDM 与 Korund 公司和 Mashimport 公司在当地的努力，我们的客户已经计划再购买 18 台机器 (TD-25M, TD-40E 和 560E 型号)。

