

分切复卷的无限可能性——访格贝尔和艾玛斯

Boundless Opportunities in Slitting and Winding ——The Interview of GOEBEL & IMS

本刊记者 陈丽卿 特邀通讯员 陶 明

“2014中国国际造纸科技展览会及会议”于2014年9月3—5日在上海世博展览馆举行。借展览会举办之际，本刊记者对格贝尔和艾玛斯（Goebel & IMS）公司的业务战略总监丹尼尔·瓦格列蒂（Daniele Vaglietti）先生进行了专访，就读者关心的问题进行了交流，现将交流内容整理如下，以飨读者。

《造纸信息》：请您先简要介绍一下格贝尔和艾玛斯的概况及业务情况。

丹尼尔先生：格贝尔和艾玛斯是纸张、薄膜和金属箔行业大中小型分切复卷设备的领先供应商，产品包括分切复卷机、自动放卷机和复卷机、绕线机、检视复卷机、压花机等。

格贝尔和艾玛斯都是知名的设备制造公司且历史悠久（格贝尔历史可追溯至1851年，艾玛斯始建于1954年）。悠久的历史伴随着与日俱增的激情与热情将这两大品牌带向一个又一个更高、更重要的目标。现集团公司总员工数约300名，分别分布在意大利（2个加工基地）、德国、美国及中国（分公司），可从不同地点为客户提供服务，并为中国的纸张、薄膜和金属箔生产商提供更宽泛的选择范围。我们已在全球市场建立了一个系统化的代理商网络，进一步地拉近了我们与客户的距离。

《造纸信息》：业界都知道，格贝尔和

“2014 China International Paper Technology Exhibition and Conference” was held from Sep, 3rd to 5th, 2014 in Shanghai World Expo Exhibition and Convention Center. Our journalist took this opportunity to have an interview with Daniele Vaglietti, business strategy director of GOEBEL & IMS, and discussed about the business of GOEBEL and IMS which is concerned by the readers. Now we have sorted them out to share with the readers.

China Paper Newsletters: Would you please briefly introduce company profile and business of GOEBEL and IMS?

Mr. Daniele: GOEBEL and IMS are leading providers of primary and converter first-class machinery (e.g. slitter rewinders, automatic unwinders and rewinders, spooling machines, inspection rewinders, embossing machines) in the paper, film and foil industries.

GOEBEL and IMS have a strong tradition in manufacturing machines thanks to the long history of the brands (GOEBEL dates back to 1851 and IMS to 1954): this history goes on with the same passion and enthusiasm which are leading our brands towards new and important targets. Together the companies have about 300 employees divided into two productive sites in Italy, one in Germany and in USA and a branch office in China, that offers service and maintenance and allows to address the needs of Chinese producers and converters of paper, film and foil on a vast scale. Our presence in global markets is granted by a big group of agents and distributors and permits us to be always close to our customers.

China Paper Newsletters: As it's well known by the industry that

艾玛斯是生产用于纸张、薄膜和金属箔加工的分切复卷设备制造领域的领军制造商，已连续为用户提供和安装了12000台以上的设备。请问这些分切复卷设备在全球的运行情况如何？

丹尼尔先生：实际上，估计目前仍有7000台设备还处于运行状态。我们的客户强烈希望能够更新设备以提高设备的生产能力和效率，而且这种需求越来越多。对设备更新的需求主要是对电子部件的更新。1台使用了20 ~ 30年的设备，机械部件的情况应该还比较良好，但控制系统和操作性能就急需更新了。给我们的每台设备提供合适的改造方案是我们最重要的任务之一。

《造纸信息》：请问格贝尔和艾玛斯在此次展会中推出的产品和技术都有哪些？这些产品和技术具有哪些特点？可以为中国浆纸企业提供怎样的服务？

丹尼尔先生：格贝尔和艾玛斯可为浆纸企业提供广泛的产品组合。

我们的分切复卷机适合于各类纸种，包括打印敏感和表面敏感的纸张，可将它们分切成大直径和小直径的窄卷和宽卷。更具体地讲，双底辊复卷机（TRP、U 16/U 20和Optiwind机型）是直接用在纸机下游的分切复卷机，也可用于窄卷的生产。这些机型主要用于分切复卷标准纸张、纸板及特种纸，如卷烟纸、茶叶袋纸、过滤纸等。

艾特 II 代、RA2和Optisplit机型设计用于分切复卷铜版纸及压敏纸，如喷墨打印纸、无碳复写纸、热敏纸等，无论幅面宽窄都可生产大直径纸卷。

单轴复卷机型（Rapid、Topsplit、T2/AP22和GM3）可确保优异的纸卷质量，且适合于大直径宽型和窄型纸卷，包括各种敏感纸种、纸板及软包装材料，如无菌材料及所

GOEBEL and IMS are the leading manufacturers of primary and converter first-class machinery for paper, plastic film and foil, and they have provided and installed more than 12000 machines to customers continuously. Would you please introduce the running condition of these machinery all over the world?

Mr. Daniele: Actually it is estimated that 7000 machines are still operating and there is a strong and growing demand from our customers to update machinery in order to make it more productive and efficient. The requests are mostly about updating electronics parts: you can imagine that a 20~30 years old machine might be in good mechanical condition, but control systems and operativeness must be state-of-the-art. It is one of our most important tasks to provide and offer appropriate retrofit packages for each of our machines.

China Paper Newsletters: Would you please introduce us the products and technology promoted by GOEBEL and IMS during this exhibition? And what are the features of these products and technology? What kind of service they can provide to China's pulp and paper companies?

Mr. Daniele: GOEBEL and IMS can supply a wide product portfolio to the pulp and paper industry, including machinery for the paper making company and converters too.

The slitter rewinder range converts all paper grades, even print-sensitive and surface-sensitive paper, into narrow and wide rolls, with small and large roll diameters. Going deeper into details, the two-drum winders (TRP, U 16/U 20 and Optiwind models) are slitter rewinders that are used directly behind the paper machine and are also utilized in the production of narrow rolls. They are designed for the converting of standard paper and extremely thin paper such as cigarette paper, tea bag paper, filter paper, up to thick cardboard.

The Xtraslit 2, RA2 and Optisplit models are designed to convert coated and pressure-sensitive paper such as inkjet paper, self-copying paper, thermal and art paper and can produce large diameter rolls, whether narrow or wide. The single shaft axial rewind models (Rapid, Topsplit, T2/AP22 and GM3) ensure optimum roll quality and are suited for rolls with a large diameter, both narrow and wide, and convert all kinds of sensitive paper, cardboard, flexible packaging such as aseptic

有厚度曲线适于单轴中心收卷的材料。

产品组合中还包含检视复卷机、自动表面复卷机和塔式放卷机。这些产品都可在纸机全速运行时进行换卷。此外，还有用于窄卷和短卷的特殊设备。

我们的客户对我们设备的生产稳定性非常满意，这都得益于我们设备的特殊设计以及格贝尔中国快速的售后服务。

《造纸信息》：请问格贝尔和艾玛斯的经营策略是什么？在中国市场的发展有何计划和设想？

丹尼尔先生：我们的经营策略是通过加大产品的供应量来加速内部增长，以加强我们在当前及未来市场的占有率，并通过收购机械工程领域的新公司来加速外部增长。关于中国市场的发展，格贝尔中国的建立及壮大使我们与客户的联系不只是在销售阶段，还可在设备安装阶段提供技术支持，并在后续进行良好的售后服务。✎



展览会上的技术交流
The Technical Communication during This Exhibition

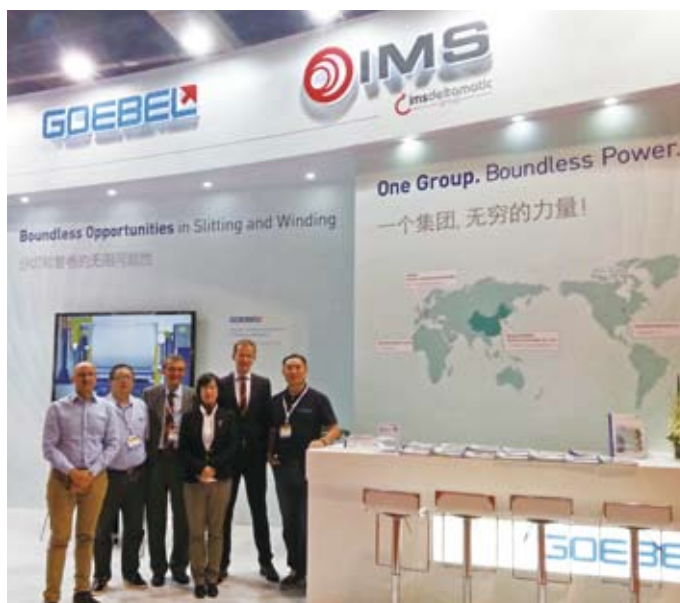
materials and all other materials which, due to their thickness profile, are suitable for single-shaft center winding.

The product portfolio is even completed by inspection rewinders, automatic surface rewinders and turret unwinders both with flying roll change in full speed and special machines for narrow rolls and rolls with short running lengths.

Our customers appreciate the reproducibility of the production process, which is possible thanks to our special machine design and our prompt after service service guaranteed by our office in China.

China Paper Newsletters: What is your business strategy? What are the plans and ideas for your companies in the development of the Chinese market?

Mr. Daniele: Our strategy is the internal growth by increasing the supply of products and strengthening our presence in the actual and future markets, and even the external growth through acquisitions of new companies in the field of mechanical engineering. With reference to the development of the Chinese market, the presence of GOEBEL China and the strengthening of this office allow us to be always in contact with our customers not only during the sales process but also offering a technical support during the installation of the machines and for all the after-sales service. ✎



格贝尔和艾玛斯的展台
The Booth of GOEBEL & IMS