



康庞廷成套设备技术（上海）有限公司总经理高荣宝先生
Joe Gao, the General Manager of Buss Compounding Solutions (Shanghai) Co., Ltd.

享誉全球的瑞士布斯公司创立于1901年，作为全球往复连续混炼机鼻祖，布斯早在1946年就开始了往复式混炼机的设计和制造，并于1950年向市场推出了第一台用于塑料配混的往复式混炼机。随着塑料行业的持续发展，布斯混炼机和混炼技术不断推陈出新，推出很多机型以满足市场的要求。目前，布斯在全球20多个国家和地区都设有代理机构，全球销售设备达到3000-3500台套的规模。布斯为全球客户提供创新、优质的产品和服务。其核心优势是定制的特定加工和混炼解决方案，尤其是对工艺技术和产品质量有极高要求的应用。这些优势建立在布斯混炼机70多年的研发和生产经验基础上，确保满足市场不断增长的技术需求。

随着中国对外开放的深入和经济全球化的推进，中国作为全世界最具竞争力的发展中国家，已经成为国际市场的重要组成部分。当跨国企业纷纷来华投资，寻求发展之际，布斯早于1987年就进入中国市场，随着事业的发展，2006年在华设立了代表机构，负责中国市场的销售以及售后服务。布斯混炼机的客户遍布中国的大江南北，用布斯混炼机生产的各类高端配混料的制成品在现代工业和日常生活中随处可见，如：PVC医用输液袋管和注射器、电力电缆和通讯电缆线缆、碳黑母粒和色母粒及填料或添加剂母粒、打印机复印机用墨粉、粉末涂料涂装材料、各类有机硅产品、电脑芯片封装材料、各类塑料工程制件、口香糖和巧克力糖果、以及金属铝材等。布斯推出的各类机型在中国得到广泛的应用，有些已使用二三十年的设备虽几经搬迁但仍然继续为客户忠诚地贡献着价值。2009年，布斯在中国浙江临安销售建立了第一套高压绝缘电缆料的完整生产线，填补了国内空白。

BUSS: Global Leader in Reciprocating Kneaders

布斯——往复式混炼机全球领导者

— Interview with Joe Gao, the General Manager of Buss Compounding Solutions (Shanghai) Co., Ltd. —

— 访康庞廷成套设备技术（上海）有限公司总经理高荣宝先生 —

□ 记者 李莉 陈海燕



2018年开业庆典

2018年3月，布斯在上海松江投资成立了全资子公司——康庞廷成套设备技术（上海）有限公司，这代表了布斯总部进一步发展中国市场的承诺与决心。通过设立备件仓库，提供布斯混炼机减速箱和摆动齿轮箱维护检修服务，建立研发和中试产线，向中国用户及时地提供瑞士原厂配件并提供专业快捷的售前售中和售后一条龙服务，以满足中国塑料市场对高端混炼设备及服务的需求。为进一步了解公司的发展，记者专程采访了康庞廷成套设备技术（上海）有限公司总经理高荣宝先生。

品牌是企业无形的资产，也是企业知名度、美誉度的象征。瑞士工程技术享誉全球，代表最新科技的发展，是高品质的代名词。“瑞士品质”在布斯混炼机上也得到了充分的体现。高荣宝总经理介绍说，布斯在PVC混炼造粒，PVC压延喂料，电缆料，粉末涂料和墨粉，母粒及工程塑料等领域，特别是在热敏性、剪切敏感性和高填充材料配混造粒应用方面，布斯混炼机以其独特的工作原理，准确的温度控制和出色混合效率和效果得到广泛地应用，赢得市场和用户的高度认可，成为核心应用领域内最具优势的著名品牌。70多年来，布斯公司以其“创新是立足之本发展之源”的创新理念和混炼系统开发设计经验，成为全球领先的混炼技术整体解决方案供应商。布斯的“瑞士

品质”给客户带来了设备性能的优势和投资安全性。高荣宝总经理自豪地说：“我们拥有瑞士品质，布斯在中国发展品牌得到了大家高度认可。在中国首届进博会上，我们取得了不错的成果，在会议期间成功签署了两个意向协议书，现在这两个项目也正在积极跟进中。作为塑料混炼行业的领导者，公司生产的产品、质量、售后服务给中国客户留下了非常好的印象和口碑。我们的设备能够给客户带来良好的优势和高附加值。我们根据客户的应用要求来进行有针对性的市场销售，这样才能把我们设备所具备的优势带给客户，更重要的是我们给客户的是一个完整的解决方案。”创新是布斯公司的基因，也是布斯能够保持常盛不衰的成功奥秘。2018年在美国奥兰多全球塑料展上，布斯向全球推出了新一代COMPEO混炼机。新型的COMPEO混炼机既保持了布斯往复式混炼机独特的工作原理，结合了布斯所有前代系列产品的优点，又在设备的设计方面有诸多创新，为用户提供了一个可通过标准化模块实现量身定制配置的混炼系统，以满足特定混炼加工工艺要求。

艺要求。



理想的团队

展望未来，高荣宝总经理胸有成竹，运筹帷幄，他表示：“布斯总部在全球的销售额达到5000多万瑞士法郎，中国占到20%。我们期望今后中国的销售额会越来越高。随着中国经济的发展，公司高层已经达成共识，中国市场在布斯在全球业务中越来越重要，占有比也会越来越高。公司要在全球得到持续性的发展，就必须要在中国取得成功。布斯在中国成立公司以后，我们有了备件仓库，自己的工程师可以进行减速箱的维护和大修，不用送到总部。我相信随着公司的成立今后的业务会有很大的增长。未来我们把中国市场做大了，总部可能考虑在中国有选择性的将一些机型拿过来进行国产化，一些关键的部件进口，同时将周边的一些零部件在中国进行配套也是有可能的。我们还想建立一个实验室，客户有新的项目我们在这里就可以进行试料。一旦建立起实验设施后，我们不但可以服务于中国客户，还可以服务于亚太地区的客户，更加有助于全球业务的开展。”

我们看到，布斯在中国经过30多年的发展，已夯实了稳固的基础，取得了长足的发展。我们相信在高荣宝总经理的带领下，康庞廷公司将以崭新的面貌投入到新一轮的高速发展中，取得更好的成绩。



高总与记者李莉合影

Founded in 1901 and as the original manufacturer of the reciprocating Co-Kneader technology, the world-renowned Swiss BUSS AG started to design and manufacture reciprocating kneaders in 1946, and launched the first reciprocating Kneader for PVC and polystyrene compounding in 1950. With the continuous development of plastics industry, BUSS has been constantly introducing new kneaders and compounding technologies, launching multiple models to meet the market demands. At present, BUSS has set up agencies in more than 20 countries and regions around the world, with a global sales volume of 3,000-3,500 sets. BUSS provides innovative and high-quality products and services to customers around the world. Its core strengths are customized product-specific processing and compounding solutions, in particular with highly demanding process technology and product quality requirements. These strengths are founded on more than seventy years of compounding experience in BUSS Kneader development and production, continuously meeting the ever-increasing technological needs of the market.

With the deepening of reform and opening-up and the propelling of the economic globalization, China has become



an important part of the international market as the most competitive developing country. As multinational companies flocked to China to make investment and seek development, BUSS accessed the Chinese market as early as 1987 and set up a representative office here in 2006 to provide sales and after-sales services in the Chinese market. The users of BUSS Kneaders can be found all over China, and finished products of various high-end compounds produced by BUSS Kneaders are ubiquitous in modern industry and daily life, such as PVC medical infusion bags/tubes and syringes; power cables and communication cables; masterbatch containing carbon black, colorants, and fillers or additives; toner for printers/copiers, powder coatings and other coating materials; various organic



silicone products and computer chip packaging materials; various plastic engineering parts; chewing gum and chocolate; as well as metal aluminum. Various BUSS Kneader models are widely used in China, some of which have run for 20 to 30 years and are still in operation despite several relocations. In 2009, the first complete production line for high-voltage power cable insulation materials from BUSS was sold and set up in Lin'an, Zhejiang, China.

In March 2018, BUSS established a wholly-owned subsidiary in Songjiang, Shanghai - Buss Compounding Solutions (Shanghai) Co., Ltd., which showed the commitment and determination of BUSS headquarters to further explore the Chinese market. It aims to meet the demand for high-end compounding equipment and services in the Chinese plastics market by setting up a spare parts warehouse, providing maintenance and repair for the speed reducer and swing gear box of BUSS Kneaders, building R&D and pilot production line, furnishing Swiss original parts to Chinese users in time as well as professional and fast pre-sales, in-sales, and after-sales service package. The journalist interviewed Joe Gao, the General Manager of Buss Compounding Solutions (Shanghai) Co., Ltd., to learn more about its development.

Brand is an intangible asset of a company and a symbol of its fame and reputation. Swiss engineering is recognized worldwide to reflect the latest in technology and is synonymous with high quality. "Swiss Quality" is also fully embodied by the BUSS Kneaders. Joe said that with unique operating principle, superior temperature control and optimal mixing efficiency and effect, BUSS Kneaders are widely used in the fields such as PVC pelletizing, PVC calendar feeding, cable materials, powder coatings and toner, masterbatch and engineering plastics, especially in compounding applications of heat or shear sensitive and highly-filled materials, winning high recognition from the market and users and growing into the most advantageous in the core application fields. For more than 70 years, BUSS has become the world's leading turnkey

solution supplier for compounding technologies based on its concept of "innovation is the lifeblood" and experience in the development and design of compounding systems. "Swiss Quality" of BUSS has provided customers with the advantage of exceptional performance and security of investment. Joe said proudly, "The Swiss Quality characteristic of BUSS has earned recognition for it in China. At the First China International Import Expo, we successfully signed two agreements of intent and the two projects are under active follow-up. As a leader in the plastics compounding industry, our products, quality and after-sales services have impressed Chinese customers and won their word of mouth. Our equipment will offer cutting-edge advantages and high added value to our customers. We adopt targeted marketing according to the customers' application requirements, so as to transfer the advantages of our equipment to customers, and more importantly, we provide customers with complete solutions." Innovation is the gene of BUSS, and also the secret of its success. At The International Plastics Showcase held in Orlando, USA in 2018, BUSS introduced a new generation COMPEO compounder. It not only maintains the unique operating principle of BUSS reciprocating kneaders and combines the advantages of all the previous generations, but also integrates lots of innovations in design, providing users with a customized compounding system through standardized modules to meet specific compounding processing requirements.

Looking into the future, Joe has a well-thought-out plan, "BUSS Headquarters has a global sales volume of over 50 million CHF, that of China accounting for 20%. We expect that the sales volume of China will be increased. With the rising of China's



economy, the company's top management has reached a consensus that the Chinese market is becoming more important

in BUSS's global business, and is taking a greater share. Success in China is essential to achieve sustainable development worldwide. With a subsidiary established in China, BUSS has its own spare parts warehouse so that our engineers can conduct maintenance and overhaul on the gearbox without sending it to the headquarters. I anticipate a great growth in our business henceforth. If we do well in the Chinese market, the Headquarters may consider localizing certain models in China with some key components to be imported, and it is also possible to outsource some of the peripheral components in

China. We are also planning a lab where samples may be tested to meet the needs of specific projects. Once the experimental facilities are established, we can serve not only Chinese customers, but also those in Asia & Pacific, which will facilitate the global business."

As we can see, BUSS has consolidated its foundation and made rapid development in China after thirty years of efforts. We believe that under the leadership of Joe, Buss Compounding Solutions (Shanghai) will usher in a new round of rapid development with a brand-new look and achieve better results.



BUSS

布斯
卓越混炼

excellence in compounding