



Ranger News 菱泰快訊

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Ranger tracks customer satisfaction 菱泰追測客戶滿意度

As a major step forward to improve service quality, Ranger introduces new forms to continuously track customer satisfaction. The new forms will follow up every and each sales visit as well as completed order, and will also solicit feedback from every customer periodically. The new procedures aim to streamline the way in which customer satisfaction is being tracked and to show the company's endeavour to take care of the needs of all our customers, according to Ranger director Mr Rex KO. Following our headquarter move, Ranger Enterprise will go into a new era and trade in a modern management style where our customer orientates and drives, Mr KO added. He also told that Ranger's product range will be broadened and strengthened to be in line with the market requirements.

為落實改善服務質素，菱泰引入一套新表格來持續追測客戶滿意程度；新的表格將用於跟進每次營業員的探訪以致完成的交易，和定期徵詢客戶意見。菱泰董事高子君先生謂新程序旨在有系統地分析客戶滿意度和表達菱泰對客戶的關注，他續稱，搬到新總部後菱泰正踏進現代管理的新年代，即由客戶作主導，他同時透露，菱泰代理之產品範圍將進一步擴闊，以迎合市場需要。

「比瑪」達致 IP69 attained by PMA

瑞士「比瑪」廠已做到在防護上之最高系數 -IP69，最新的 WPS 組件由特配的聚脂製成，除具高度熄滅性和避震外，還不含鹵、磷及鎘元素；WPS 組件按照 DIN40050 Part 9 能抵受高壓射水，配合用於 PMAFIX/PMAFLEX IP68 系列；新產品特別為機械工業和火車建造而設計，其要求的高壓水或蒸氣清洗在 80 和 100 個大氣壓力之間，水溫到達攝氏 80 度。

PMA has attained the highest possible standard in protection category – IP69. They have just now produced the new WPS model from specially formulated polyamide which is highly self-extinguishable and free of halogen, phosphor and cadmium and is extremely shock resistant. The WPS offers additional protection against water jet impact as requested in DIN40050 part 9 and works with PMAFIX/PMAFLEX system with ingress protection of IP68. The product is specially designed for the machine tool industry and railway vehicle construction where increased ingress protection requirements about high pressure/steam jet cleaning are demanded, at 80-100 bar water jet protection until 80 deg C water temperature.

Rittal Innovations 2002

「威圖」創新 2002



Rittal has released 'Rittal Innovations 2002' as a useful supplement to Catalogue 30. With their 2002 innovations, Rittal presents the latest part of their products such as industrial workstations series, stainless steel baying system, TopTherm system climate control, installation distribution enclosures and the newest of all - containers for communication systems. The new booklet is now obtainable from our sales staff or through telephone or e-mail request. Take a look at the new catalogue and see what's new in detail.

德國「威圖」公司最近出版新一輯《「威圖」創新 2002》，對《產品目錄 30》作一補充；《「威圖」創新 2002》發表最新產品例如工業用控制櫃、不銹鋼組合櫃、TopTherm 冷凍系統、電巴掣箱以至最新的---專供保護電訊設備的貨櫃箱。《「威圖」創新 2002》包含最新資料，值得參考，請向本公司營業員查詢，亦可致電或電郵本公司索取。

New line of explosion-proof products comes with Ranger

菱泰代理新防爆產品

As Entrelec-FANAL discontinues the Ex line, Ranger has managed to launch a full explosion-proof electrical equipment series with its new Italian partner A.D. VIGANO srl. The new line includes rigid and flexible conduits, lighting fixtures, junction boxes, armoured cables, switches, push buttons, power sockets and plugs, limit switches, containers etc for MV and LV applications. A.D. VIGANO srl has more than fifty years history and maintains considerable sales of explosion-proof equipment worldwide. All enquires are welcome.

由於 Entrelec-FANAL 停產 Ex 防爆系列，菱泰推出來自意大利新夥伴 AD Vignano 更多更新的防爆產品；新的產品線應有盡有，包括於中壓或低壓應用的掣箱、硬喉、軟喉、裝甲線、電掣、按掣、插座、插蘇及限位掣等等。「A.D. Vignano」擁有超過五十年歷史，銷售遍及世界各地，歡迎向本公司查詢。



KABEL WÄCHTER comes on top of HPM KABEL 「華至達」電線進場

Just shortly after moving into Ranger new headquarter in Taipo which became fully operational in early October, HPM Export Manager Sabine Weiss stopped here in Hong Kong for two days during her round trip over Asia Pacific. She was greeted by Ranger director Mr Rex Ko who held with her a series of meetings. Exchanging perspectives, Ms Sabine also briefed the latest changes under their parent group Dutch TKH where German KABEL WÄCHTER merges with German HPM KABEL and to become the new trade name here and re-focus on Hong Kong and Macau market.

德國「HPM 克卡寶」電線公司出口經理 Sabine Weiss 女士為首位到訪於十月全面投入運作菱泰新總部的貴賓，她是在巡迴訪問亞太區期間停留香港兩天，並與菱泰董事高子君先生會晤，討論業務展望和交換意見。她匯報其母公司荷蘭「TKH」旗下另一間德國「KABEL WÄCHTER 華至達」與其所屬的「HPM 克卡寶」公司合併，「KABEL WÄCHTER 華至達」成為新的商標重新注視港澳區市場。

Product Brief – Baldi PVC Trunkings and Electrical Accessories

產品簡介- 「巴迪」膠線槽及電 氣配件

Ranger has long been partnering with Baldi of Italy to provide customers with the most comprehensive range of electrical accessories as well as PVC trunkings at most competitive prices. Apart from the complete spectrum of trunkings from cable trunkings to floor trunkings and mini-trunkings, there are hundreds kinds of quality electrical accessories on stock at Ranger. They varies from screw anchors, cable clamps, extensible sheath, openable sheath, plaited extensible stocking and cable spirals to wire fastener, tie mounts, grounding strips, copper bars, bush terminal pipes, busbar insulator, DIN rails and a lot more that support most installation systems. All that you need are available at Ranger!

菱泰與意大利「巴迪」公司合作經年，為港澳客戶提供質優價格相宜和應有盡有的膠線槽及電氣配件；除配備所有種類的線槽、地槽和微型槽外，菱泰亦存備數以百種的電氣配件以供選購，如螺絲座、線鉗、伸縮線耳套、可開式線套、辮型伸縮線套、螺旋線套、扎帶、線縛、落地帶、銅巴、針型線耳、電巴絕緣躉、DIN路軌等等。



Technical Bulletin 技術佈告板

An insight on wiring terminals

Ranger once compared various brands of European made screw type wiring terminals in terms of their qualities, only Swiss **Woertz** leads the way.

Many terminal properties are of vital importance to performance as well as safety of installation systems and thus cannot be disregarded, such as:-

1. Clamping screw to be made of stainless steel subject to high torque and which is not easy to have threads worn.
2. Clamping unit to be made of nickel-plated brass of high conductivity and corrosion resistance.
3. Clamping unit to be of one-piece design which enables rigid and thicker material for threaded hole.
4. Connecting bar to be made of nickel-plated brass/copper alloy of high conductivity and corrosion resistance.
5. Ridges at the bottom of two ends of the connecting bar to be vertical and strong to tightly fix the crimped wire.
6. Bottom of the clamping unit to be of V-groove to firmly attach the crimped wire.
7. Body material to be made of polyamide 6.6 with good elasticity and halogen-free.

深入了解接線端座

菱泰曾比較過歐洲各名廠的螺絲式接線端座構造，只有瑞士「**衛士**」在各方面都做到完美。

有很多接線端座的特性會直接影響系統的效能和安全性，且不容忽視，例如：-

1. 鉗制的螺絲必須為不銹鋼以抵受高拉力，和防止螺絲牙受損；
2. 鉗座必須以鍍鎳黃銅製成，以提高傳導性和防蝕性。
3. 鉗座必須為「單一件」設計，這才可使螺絲孔容納硬和厚身的材料。
4. 鉗座的連接橋必須以鍍鎳之黃銅或紅銅製成，以提高傳導性和防蝕性。
5. 連接橋應刻有垂直的坑紋以抓緊軋起的電導線。
6. 鉗座的底部應以「V」型坑設計以抓緊軋起的電導線。
7. 接線端座本身必須以聚脂 6.6 製成，以維持高彈性及不含鹵素。

Ranger Enterprise Co Ltd 菱泰企業有限公司

Hong Kong Head Office: Units A and B, 8/F, Block 1, Tai Ping Industrial Centre 57 Ting Kok Road, Tai Po, New Territories

香港總公司: 新界大埔汀角路 57 號太平工業中心第一座八樓 A 及 B 室

Tel. 電話: +852 24208928

Fax . 傳真: +852 24949228

Website 網址: <http://www.ranger.com.hk> E-mail 電郵 sales@ranger.com.hk

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