

# Solar<sup>®</sup> Turbines

A Caterpillar Company



## 索拉透平（北京） 贸易服务有限公司

索拉透平（北京）贸易服务有限公司是卡特彼勒（中国）投资有限公司的全资子公司，负责在大中华区范围内（中国大陆、台湾和香港地区）对索拉透平公司（Solar Turbines Incorporated，索拉透平公司及其关联公司视情况分别或合称为“索拉”）机组及相关产品的贸易和售后服务。

索拉透平公司于1927年成立，总部设在美国加利福尼亚州圣迭哥市，1981年被卡特彼勒收购。

索拉的燃气轮机和压缩机产品从80年代开始进入中国大陆市场，随着机群的快速增长，为了更快地响应用户对服务的各种需求，索拉于1992年在北京设立了代表处，2007年成立了中国服务区，并于2011年注册成立索拉透平（北京）贸易服务有限公司。公司目前有51名员工，包括30多位分布在全国的现场服务工程师，业务涵盖燃气轮机、发动机、发电机组、压缩机、压缩机组和相关电站和增压站的配套设备及零部件、备件的批发、佣金代理及进出口；提供上述产品的安装、调试、售后服务；技术咨询、提供上述产品的技术培训；和工程咨询。索拉采用直销模式。在大中国区的客户主要分为三大类：分别为油气类客户，包括煤焦化厂、造纸厂在内的热电联合循环客户，以及其它客户，如海运、自备发电等。

经过 30 年的发展，索拉累计向大中华区销售了 300 多台（套）各类型设备，这些设备满足了客户的生产需求，也赢得了客户的高度认可。

索拉透平致力于把成熟的领先技术和丰富的经验带给客户，帮助他们取得显著的经济和环境效益。由于使用索拉设备，索拉中国客户河南诚宇焦化有限公司于 2014 年 3 月获得美国环保署温室气体减排认证，成为首家获得此认证的美国境外企业；索拉中国客户山西立恒钢铁股份有限公司于 2015 年 1 月成为全球第二家获得此认证的美国境外企业。



## 里程碑

### 1963

- | 索拉的两台土星 10 (Saturn® 10) 燃气轮机进入台湾地区

### 1986

- | 索拉的两台半人马座 40 (Centaur® 40) 压缩机组进入中国大陆

### 1992

- | 索拉透平国际公司在北京设立代表处

### 2006

- | 索拉透平公司和中国海洋石油总公司签署长期战略合作协议

### 2007

- | 索拉售后服务中国区成立，负责中国区内的相关服务业务

### 2011

- | 索拉透平（北京）贸易服务有限公司正式成立

### 2014

- | 索拉透平国际公司和中国石油天然气集团公司签署关于双方长期战略合作的协议



# Solar<sup>®</sup> Turbines

A Caterpillar Company



## Solar Turbines (Beijing) Trading & Services Co., Ltd.

Solar Turbines (Beijing) Trading & Services Co., Ltd. is a subsidiary of Caterpillar (China) Investment Co., Ltd. It covers Solar Turbines Incorporated (where applicable, Solar Turbines Incorporated and its affiliates, individually or collectively referred to as "Solar") products and aftermarket services business in Great China (Mainland China, Taiwan and Hong Kong).

Established in 1927, Solar Turbines Incorporated is headquartered in San Diego, California. It was acquired by Caterpillar in 1981.

Solar products, including gas turbine and gas compressor first entered into the Chinese mainland in the 1980s. As Solar's fleet grew, Solar established a representative office in Beijing in 1992, set up China service area in 2007, and then established Solar Turbines (Beijing) Trading & Services Co., Ltd in 2011. The company has 51 employees, including more than 30 home-based field service engineers throughout China. Its businesses include wholesale, commission agency services and import and export of turbines, engines, generator sets, compressors, compressor sets, power station equipment and compressor station equipment and their components, parts and spare parts; installation, commissioning and after sales services of abovementioned equipment; technical consulting and technical training for abovementioned products; and engineering consulting.

Carrying the “direct servicing customer” model, Solar serves customers from three categories: oil and gas customers, cogeneration customers including coal coking plants and paper mills, as well as marine customers and self-supply power plants.

For over 30 years, Solar has sold more than 300 equipment packages to the Great China, which has satisfied customers’ production demands and won their high recognition.

Solar is dedicated to bringing proven technology and experience to make customers more successful with recognizable commercial and environmental benefits. In January 2014, thanks to the use of Solar equipment, Solar China customer Henan-Chengyu Machinery Co., Ltd. received the prestigious “Certificate of Avoided GHG Emissions” from the US Environmental Protection Agency as the first Chinese company to garner the certificate. In January 2015, Solar China customer Shanxi Liheng Steel was the second Chinese company to obtain such certificate.



## Milestones

### 1963

- | Sold two Saturn® 10 packages to Taiwan

### 1986

- | Sold two Centaur® 40 compressor sets to the Chinese mainland

### 1992

- | Set up a representative office in Beijing

### 2006

- | Signed long term Strategic Agreement between Solar Turbines Incorporated and China National Offshore Oil Corporation

### 2007

- | Set up China service area to handle all aftermarket business in China

### 2011

- | Found Solar Turbines (Beijing) Trading & Services Co., Ltd.

### 2014

- | Signed agreement concerning long term strategic cooperation between Solar Turbines International Company and China National Petroleum Corporation