

INTERNATIONAL  
**rental**  
CONFERENCE

**ASIA**

Matt Fearon, Genie President  
Terex AWP

“Future Technology for Aerial Work Platforms”

高空作业平台未来技术发展创新

INTERNATIONAL  
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NEWS

**khl**

# Terex AWP in China 吉尼-二十年中国路



Rep. Office Shanghai  
上海办事处成立



Hertz Entered China  
赫兹进入中国



Expanded CZ Production and Aggressively  
Built the Market Presences  
常州产能扩张、扩大生产、积极建立市场地位



Changzhou 2nd phase ground opening  
常州二期开业庆典

1998

2000

2007

2010

2011-2012

2015

2016

2017

Genie Pioneered Shipyard Industry  
吉尼成功打开船舶行业市场



Changzhou Factory  
Groundbreaking  
常州工厂一期奠基仪式



Changzhou 2nd phase ground  
breaking  
常州工厂二期奠基仪式



Changzhou manufactures its  
50,000th Genie® aerial lift in China  
第50,000台设备下线



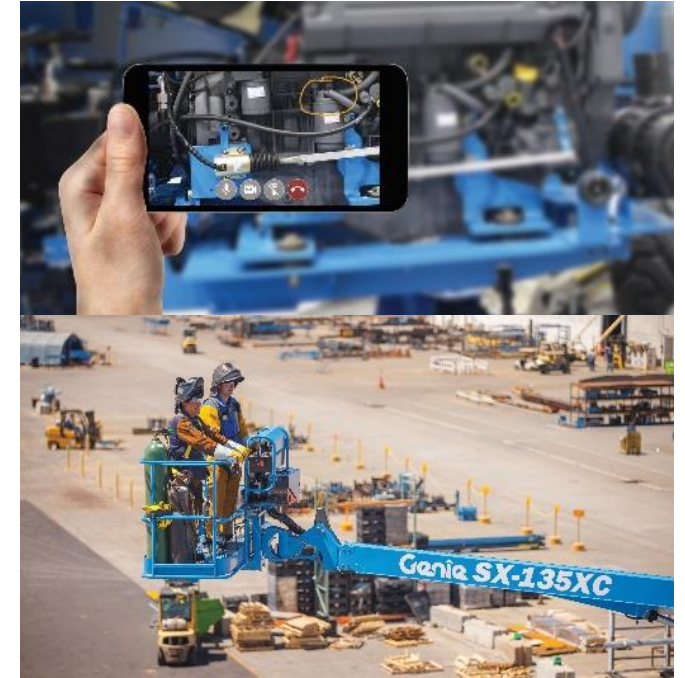
# Need for Purposeful Innovation 目标明确的创新



World is changing — we are  
doing business differently  
世界在改变  
与时俱进的商务模式



Labor shortages are a  
major issue globally  
全球人力资源短缺



New technologies need to  
increase jobsite productivity  
技术革新  
提升工作效率

# Driving Technology Changes 技术创新的驱动力



# Driver 1 – Safety

## 驱动力之一：安全



Automations in factories  
制造技术智能化



Environmental focus  
环保绿色化



Safe work at height  
高空作业安全

# Driver 2 – Productivity

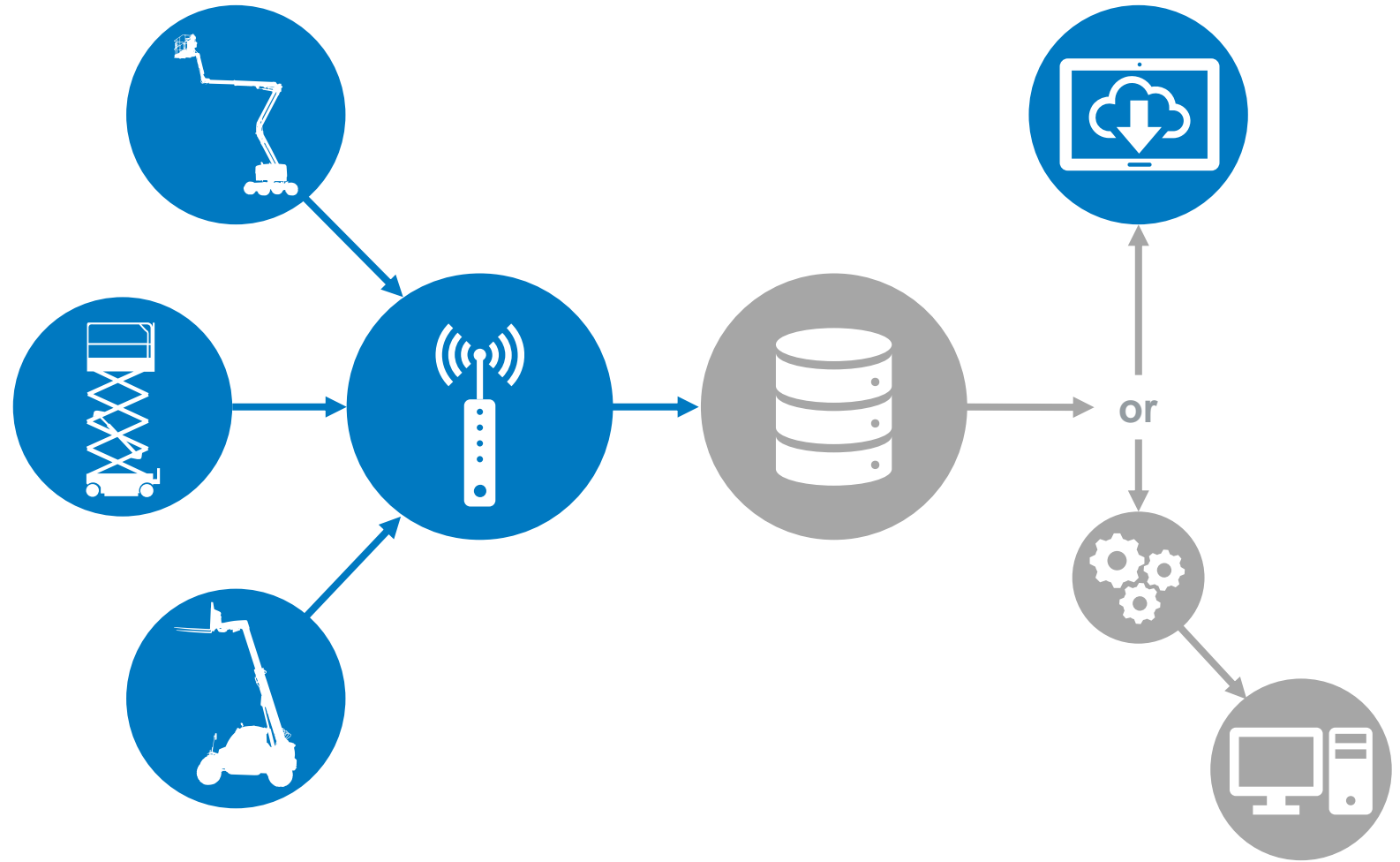
## 驱动力之二： 高效

- Telematics

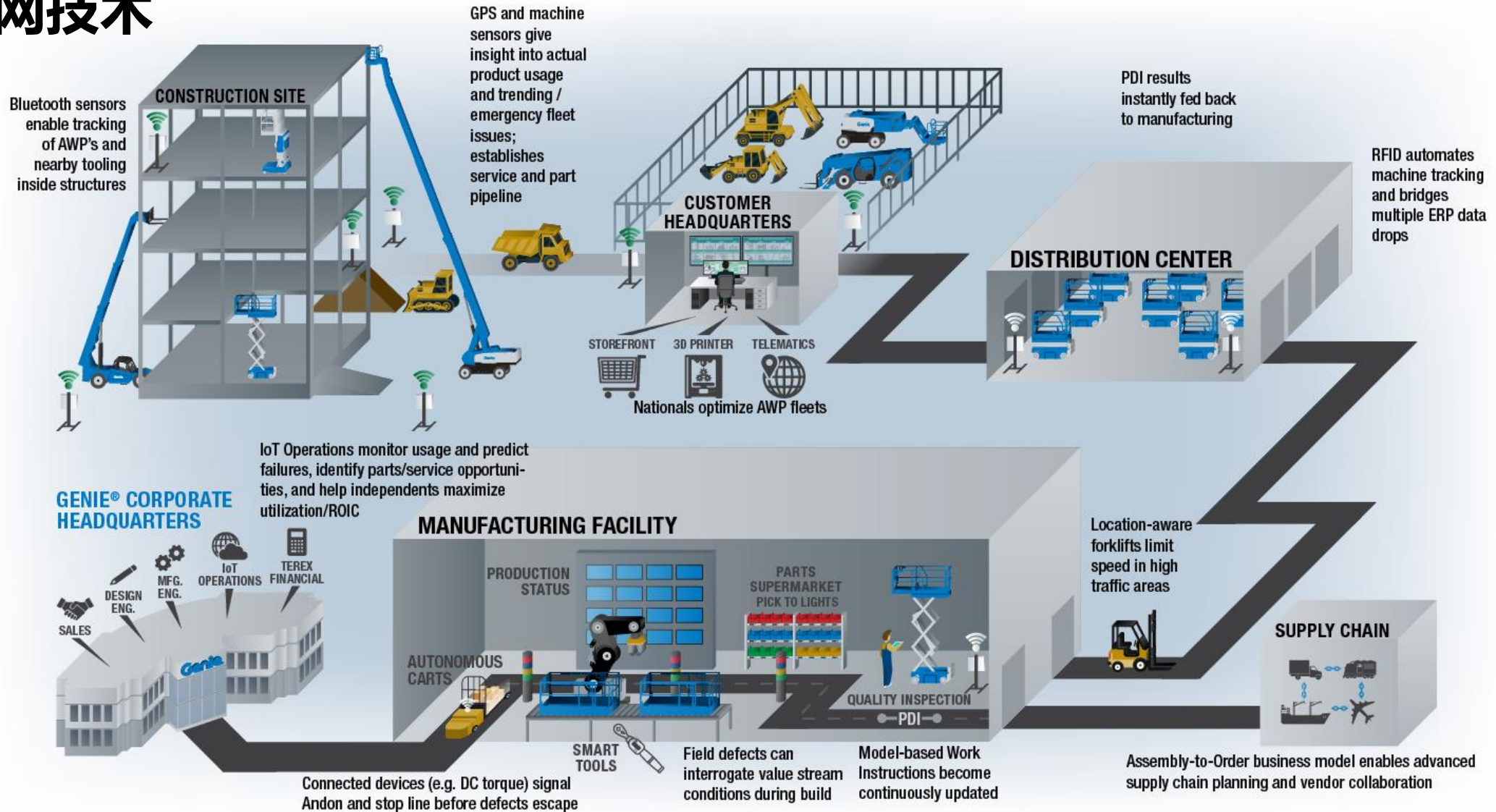
远程通讯系统

- Using technology to create value

技术创造价值



# Connected Enterprise 物联网技术



# Utilizing Data for Machine Analytics

## 设备数据信息化

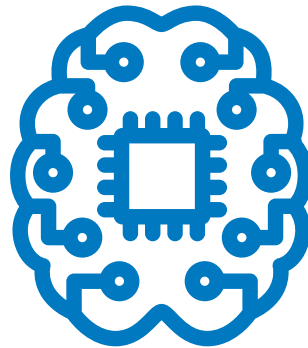
### Descriptive 描述



“What is happening?”  
现在正在发生什么?

- Hours 设备工作时间
- Location 工作方位
- Machine idle time 闲置时间
- Faults 故障

### Predictive 预测



“What will happen?”  
将会发生什么?

- Predict failures before they occur  
故障预测分析

### Prescriptive 规定



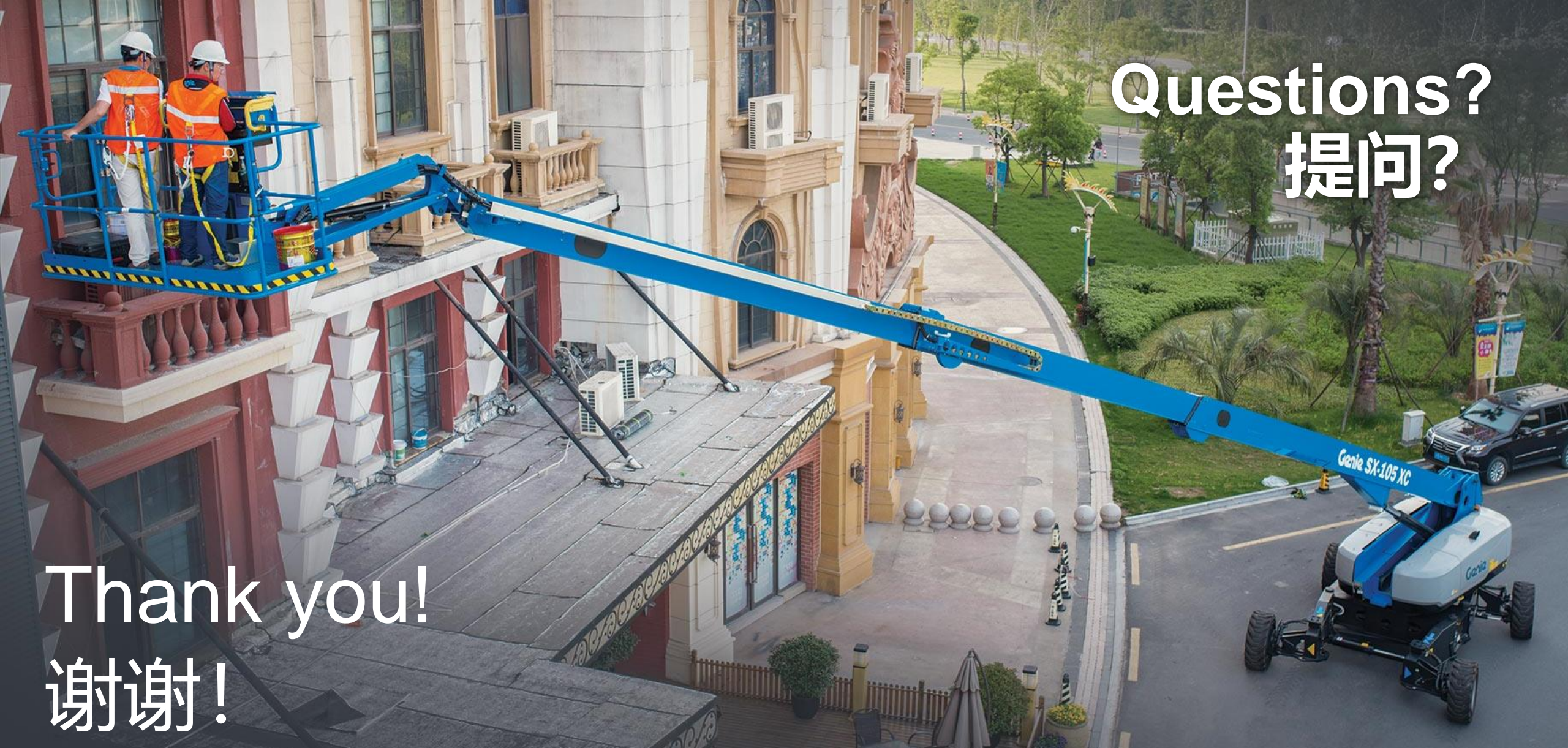
“What do I need to do?”  
我们需要怎么做?

- Recommend action to be taken  
采取建设性行动



# Environmental Changes 环境演变





Questions?  
提问?

Thank you!  
谢谢!