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官网



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SWAN

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创新成就未来⁺
Innovation Creates Future

SPEECH BY CHAIRMAN

董事长致辞

泉城济南，东望大海，南倚泰山，北枕黄河。这片钟灵毓秀之地，孕育了振翅高飞的天鹅。
回首征程，我们与中国棉花产业风雨同舟，砥砺前行已逾半个世纪。从齐鲁大地起步，跨江河，越天山，游四海——有棉花的地方，就有天鹅！
非凡的旅程，不懈的奋斗，璀璨的成就。从生产棉麻机械配件的星火微光，到研制成功我国第一套棉花加工成套设备，点燃了中国棉花加工工业的革命之火；从提出中国第一个棉花加工整体解决方案，到树立 60 包、70 包 / 时机采棉灯塔工厂，引领绿色、环保、智能、高效的行业潮流；从研制三行箱式采棉机，到国内首台六行打包式采棉机诞生，挺起高端农机装备自强自立的脊梁；从棉花产业链的前展后拓，到双业并举蓝图绘就，内外循环并驾齐驱，天鹅的足迹如繁星闪耀世界！
每一步跨越，都凝聚着全体天鹅人的智慧汗水，也离不开合作伙伴的鼎力支持。我们感恩伟大时代赋予的机遇，铭记一路同行的深厚情谊！
登泰山以望远，搏激流而争先。立足新起点，天鹅正加快构建新发展格局，推动行业转型升级，为客户创造更大价值，为股东创造更好回报，为社会承担更多责任，实现企业高质量发展。志存高远，初心如磐，“迈向高端装备制造业，缔造百年国际天鹅”，我们逐梦未来，行稳致远！

董事长：王守群

Jinan, the Spring City, is bordered by sea to the east, mountain Tai to the south, and Yellow river to the north. It is this land of natural beauty that nurtures the ever-growing Swan.
Looking back on the arduous journey, we have forged ahead against all odds alongside China Cotton Industry for five decades, standing together through thick and thin. Beginning our journey in Shandong, Swan's footprint now extends across China—from the Tianshan Mountains in the west to the four seas in the east, where there is cotton, there is Swan!
Today, Swan is accelerating the construction of a new development pattern, promoting the transformation and upgrading of the industry, creating greater value for customers, creating better returns for shareholders, taking more responsibility for the society and achieving high-quality development of the enterprise. With lofty aspirations and a rock-solid original intention, "to move towards high-end equipment manufacturing industry and create a century-old international Swan", we will pursue the dream of the future and make steady progress!
During this journey, we struggled unrelentingly and we attained wonderful achievements. Starting from producing cotton machine spare parts, little by little, we pioneered the first complete set of cotton processing equipment, blowing a wind of change in China's cotton processing industry. Then, we put forward the first integrated cotton processing solution, built a Lighthouse Factory for 60 and 70 bales/hour production line, and defined the way that features green, smart and efficient production. Through conducting R&D in the 3-row basket type cotton picker to manufacturing China's first 6-row bale packing type cotton picker, we have anchored autonomous innovation in advanced agricultural equipment and established a fully independent industrial ecosystem. Our strategies, expanding the cotton industrial line, advancing in parallel cotton machinery and high-end agricultural machine, and synchronizing growth in local and global trade, all give rise to an ever-growing Swan whose footprints shine like stars across the world!
Every milestones we reach crystallizes Swan expertise, accelerated by partners. We feel grateful to the great opportunities of the era, on the other hand, partnerships we forged during the journey would be borne in mind as well.
As the saying goes, seek elevation for vision, harness chaos for primacy. Starting from a new point, Swan will rapidly build new development frameworks to achieve industrial transformation and upgrading. We would bring more values and returns to both our customers and shareholders. Meanwhile, we would undertake more social responsibilities to meet the high-quality development demands.
Remain true to our original aspiration while aspire to greatness. We strive towards high-end equipment manufacturing industry so as to build a century-old international enterprise. Forge dreams, engineer longevity!

SWAN

CORE VALUES

核心价值观

厚德致高远 至善舞长空



厚德致高远

诚信 品质 责任 坚韧

使命

为客户提供最具价值的系统解决方案

家人文化

一家人，一条心，一股劲

至善舞长空

激情 胸怀 创新 卓越

愿景

迈向高端装备制造业，缔造百年国际天鹅

VIRTUE TO FLY LOFTILY, GOOD TO DANCE ACROSS THE SKY

Virtue to fly loftily

Integrity, Quality, Responsibility, Tenacity

Mission

To provide customers with the most valuable system solutions.

Family culture

Working as family, United in purpose, Driven by passion

Good to dance across the sky

Passion, Mind, Innovation, Excellence

Vision

To go towards high-end equipment manufacturing industry, to create a century-old international Swan.

SINCE 1946

天鹅股份于2002年发起设立，其前身创建于1946年。

坚持创新驱动，引领机采棉加工全程机械化、智能化、信息化，推动行业转型升级。

迈向高端智能装备，实现天鹅数字化转型，支撑企业高效运营，客户、股东、员工、企业、社会和谐共赢。



Swan Cotton Machinery was established in 2002. Its predecessor was founded in 1946.

Adhere to the drive of innovation, lead the whole process of machine-picked cotton processing to be mechanized, intelligent and informatized, and promote the transformation and upgrading of the industry.

Move towards high-end intelligent equipment, realize the digital transformation of Swan company, support the efficient operation of the enterprise, and achieve a harmonious and win-win situation for customers, shareholders, employees, enterprises and society.

SWAN ENTERPRISE PROFILE

关于天鹅

山东天鹅棉业机械股份有限公司是山东省供销社控股上市公司，其前身创建于 1946 年。集科研开发、精工制造、营销服务及资本运作于一体，专业提供棉花产业全程机械化、智能化、信息化装备一站式供货及服务。产品销往 40 多个国家和地区，国内市场占有率连续多年位居前列，营销服务网络遍布世界主要产棉区。

公司拥有山东济南、新疆五家渠、内蒙古呼伦贝尔和美国蒙哥马利四个技术中心及生产基地，拥有三家国家高新技术企业，八大省级创新平台，连续多年引领行业技术进步，是国家级制造业单项冠军企业、国家级专精特新重点“小巨人”企业，“国家科技成果重点推广计划项目”技术依托单位，“十三五”“十四五”国家重点研发计划项目承担单位。

公司立足棉机主业，着力推动棉花产业转型升级，开创智慧工厂新时代，打造世界棉机第一品牌，积极向智能农机装备产业拓展，全面迈向高端装备制造业。

Shandong Swan Cotton Industrial Machinery Stock Co., Ltd. is a listed company owned by Shandong Supply and Marketing Cooperatives. Its predecessor was founded in 1946. It collects scientific research & development, precision production, marketing service and capital operation into a whole, and specially provides one-stop supply and service for mechanized, intelligentized & informatized cotton processing equipments. Products have been exported to over 40 countries. The domestic market share ranks top for several years. The marketing service network spreads all over world main cotton production area.

The company possesses four technical centers and manufacture bases located in Jinan Shandong, Wujiaqu Xinjiang, Montgomery USA and Hulunbuir Inner Mongolia, along with three national high-tech enterprises and eight provincial science and technology innovation platforms. As “National Specialized, Sophisticated and Specially New Little Giant Enterprise” and “National Manufacturing Single Champion Enterprise”, the company, serving as the technology supporting unit for the “National Key Promotion Program of Scientific and Technological Achievements”, has undertaken key projects under the National Key R&D Program during both the 13th and 14th Five-Year Plan periods.

Based on cotton machinery as main business, the company focuses on promoting the transformation and upgrading of cotton industry, creating a new era of smart factory, creating the first brand of cotton machinery in the world, actively expanding to the intelligent agricultural machinery equipment industry, and fully stepping into high-end equipment manufacturing industry.



公司总部

战略决策与集团管控中枢，全球营销服务、创新管理、数字驱动、协同制造中心。

Headquarters

Decision-making and management hub, global centers for marketing, innovation, digitalization, and manufacturing.



新疆五家渠天鹅智能制造产业园

高端采棉机研发及智能制造基地，棉花加工成套设备一站式供货、服务。面向中亚，一带一路的桥头堡。

Xinjiang Wujiaqu Swan Intelligent Manufacturing Industrial Park

High-end R&D and intelligent manufacturing base for cotton picker, one-stop supply and service for complete set of cotton processing equipments, facing Central Asia, the bridgehead of the Belt and Road.



内蒙古呼伦贝尔农机装备生产基地

高端农机装备孵化基地，研发、中试、制造一体化综合平台。

Inner Mongolia Hulunbuir Agricultural Machinery Manufacturing Base

Advanced equipment incubation base, integrated platform for R&D, pilot testing, and manufacturing.



天鹅大厦

高端写字楼。

Swan Building

High-end office building.



山东天鹅美国有限公司

技术攻关、国际先进技术引进与合作，世界一流的锯片生产基地。

Shandong Swan USA, Inc.

Technological breakthrough, international advanced technology introduction and cooperation, the world's first-class saw production base.



胡杨河智慧农业中心

北疆属地化服务，关键零部件生产。

Huyanghe Smart Agricultural Center

Localized Services in Northern Xinjiang Production of Key Components.



图木舒克智慧农业中心

南疆属地化服务，关键零部件生产。

Tumxuk Smart Agriculture Center

Localized Services in Southern Xinjiang, Production of Key Components.

SWAN

GLORIOUS FOOTSTEPS

光辉足迹

成功，源自最初的起步；成绩，是以往无数坚实脚步的积累。80 余年的激情和汗水，凝练锋芒，厚积薄发；80 余年的探索足迹，在今天，延伸依旧……

Success derives from the initial starting, achievement is the accumulation of countless solid steps in the past . More than 80 years' passion and sweat, more than 80 years' footprint exploration , today still extends forward.

企业



国家科技成果重点推广计划项目技术依托单位



十三五、十四五国家重点研发计划项目承担单位



国家制造业单项冠军企业



国家专精特新重点小巨人企业



国家高新技术企业



全国供销系统先进集体



全国实施卓越绩效模式先进企业



知识产权优势企业



ISO9001质量管理体系认证



知识产权管理体系认证



山东省全员创新企业



山东知名品牌

产品



国家科技进步二等奖（至今为止本行业最高奖项）
国家科技进步三等奖
国家级科技成果重点推广计划项目
科技部优秀火炬计划项目奖
第三届全国科技技术交流会科技成果金奖



山东省科技进步一等奖
山东省科技进步二等奖
山东省装备制造业科技创新奖
山东优秀新产品奖
山东名牌产品、山东省优质产品奖



中国供销合作社
CHINA CO-OP

全国供销合作总社名牌产品
全国供销总社科技进步二等奖
科技进步奖、名牌产品



新疆生产建设兵团科学技术进步一等奖
新疆生产建设兵团科学技术进步二等奖
新疆自治区科技进步三等奖



首届全国工业设计大赛金奖
中国机械工业科技进步奖一等奖
全国机械工业设计创新大赛银奖





SWAN HISTORY

天鹅历程

海纳百川，谷涵万壑；
我们从点滴做起，从细节做起，从标准做起；
一步一个脚印，凝心聚力，共同进取；
百尺竿头，更进一步；
用成就见证一个个里程碑！

- 1946 天鹅前身 -- “济南三兴元铁工厂”创建。
- 1955 公私合营。
- 1961 更名为“山东省供销合作社机械厂”。
- 1986 承担国家改革开放以后“消化吸收 150 条龙”之一 -- 消化吸收美国大陆鹰轧花成套设备。
- 1987 更名为“山东棉麻机械厂”。
- 1990 中国棉花加工第二次技术革命的标志 -- MY121 轧花新工艺及成套设备通过国家级验收。“七五”期间引进技术，消化吸收集成再创新的技术创新体系确立。
- 1996 承担国家援非项目，在赞比亚建立国际一流的轧花生产线，产品开始走向世界。
- 1997 行业内率先通过 ISO9001 国际质量管理体系认证，开创了本行业质量管理与国际接轨的先河。



- 2025 外贸突破 123 战略深入推进，海外业务取得历史性突破。
- 2024 番茄收获机研制成功，实现进口替代；采棉机、籽粒收获机等产品首次走出国门。
- 2023 新疆胡杨河智慧农业综合服务中心启动建设，全面升级公司服务体系。
- 2022 业务结构发生深刻变化，转型升级取得实质性进展。
- 2021 五家渠年产 200 台高端采棉机生产线启动建设。
- 2020 开启“二次创业”新征程，确立“做强棉机、突破采棉机、拓展农机”三大战略目标。
- 2019 产业链拓展，国内首台六行打包式采棉机研制成功，填补空白，打破垄断。
- 2017 信息化系统升级，公司运营向数字化转型。
- 2016 登陆沪市 A 股主板市场，开启历史新篇章。
- 2013 济南药山工业园投入运营。
- 2010 启动上市；新疆五家渠工业园、美国公司建成投产，属地化战略落地。
- 2008 生产装备数字化升级。
- 2005 与美国大陆鹰公司合资合作，国际化战略实施提速。
- 2002 改制为“山东天鹅棉业机械股份有限公司”。品牌战略付诸实施。
- 1998 确立“区域量化，无缝切割，保姆式终生服务”的服务理念。



以创新引领行业发展

Leading the Development of the Industry with Innovation

创新理念

市场驱动

与市场无缝对接，高效满足客户需求

标准

持续提高质量标准及零部件的通用性、互换性

环保

低耗、低排、可循环、减少资源浪费

可靠

追求产品零故障，提质、降本、增效

智能

质量在线检测、信息采集、智能控制、柔性生产

TECHNICAL INNOVATION

技术创新⁺



300⁺ 国家专利

More than 300 national patents.

40⁺ 次荣获国家和省、部级荣誉

Honored with more than 40 times of national, provincial, and ministerial awards.

30⁺ 项主持或参与制定国家及行业标准

Host or participate in the formulation of more than 30 national and industrial standards.



Innovation Concept

Market-driven

Seamless joint with market, meet the customers with high efficiency.

Standardization

Continuously increase quality standards and universality & interchangeability of components and parts.

Environment Protection

Low consumption, low ejection, recyclable, reduction of resources waste.

Reliability

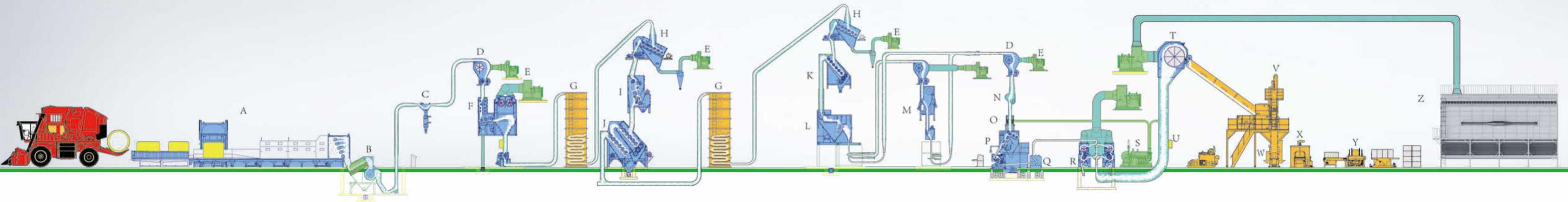
Strive for zero defect of products, improve quality, decrease cost and increase benefits.

Intelligence

Online quality testing, information collection, intelligent control, flexible production.

WHOLE-PROCESS MECHANIZATION
INTELLECTUALIZATION AND INFORMATIZATION
FOR MACHINE-PICKED COTTON

机采棉全程**机械化、智能化、信息化**



机采棉清理成套设备
Complete Set of
Cleaning Equipment for
Machine-picked
Cotton

轧花成套设备
Complete Set of
Ginning Equipment

剥绒成套设备
Complete Set of
Delinting Equipment

质量在线检测智能控制
Online Test and
Intelligent Control for
Cotton Quality

快速打包机、自动捆扎
Fast Bale Press, Autom-
atic Strapping

成品
Finish Product

- A. 自动开包喂花系统
B. 多功能籽棉清理机
C. 重杂物分离器
D. 籽棉分离器
E. 风机
F. 籽棉异性纤维清理机
G. 烘干塔
H. 倾斜式籽棉清理机
I. 提净式籽棉清理机

J. 双层分级式籽棉清理机
K. 回收式籽棉清理机
L. 图像式籽棉异性纤维清理机
M. 图像式籽棉回收系统
N. 配棉绞龙
O. 籽棉加湿器
P. 锯齿轧花机
Q. 气流皮清机
R. 锯齿皮清机

S. 热交换器
T. 集棉机
U. 皮棉质量在线检测站
V. 打包机
W. 自动捆包机
X. 全自动塑袋棉包套封一体机
Y. 自动码包机
Z. 双级脉冲布袋除尘器
- A. Automatic Seed Cotton Opener and Feeder
B. Multi-function Seed Cotton Cleaner
C. Heavy Foreign Matter Separator
D. Seed Cotton Separator
E. Fan
F. Seed Cotton Contamination Cleaner
G. Drying tower
H. Inclined Type Seed Cotton Cleaner
I. Extracting Type Seed Cotton Cleaner

J. Double-layer Type Seed Cotton Cleaner
K. Recovery Type Seed Cotton Cleaner
L. Photographic Seed Cotton Contamination Cleaner
M. Photographic Seed Cotton Recovery System
N. Cotton Distribution Conveyor
O. Seed Cotton Humidifier
P. Saw Gin
Q. Airflow Type Lint Cleaner
R. Saw Type Lint Cleaner

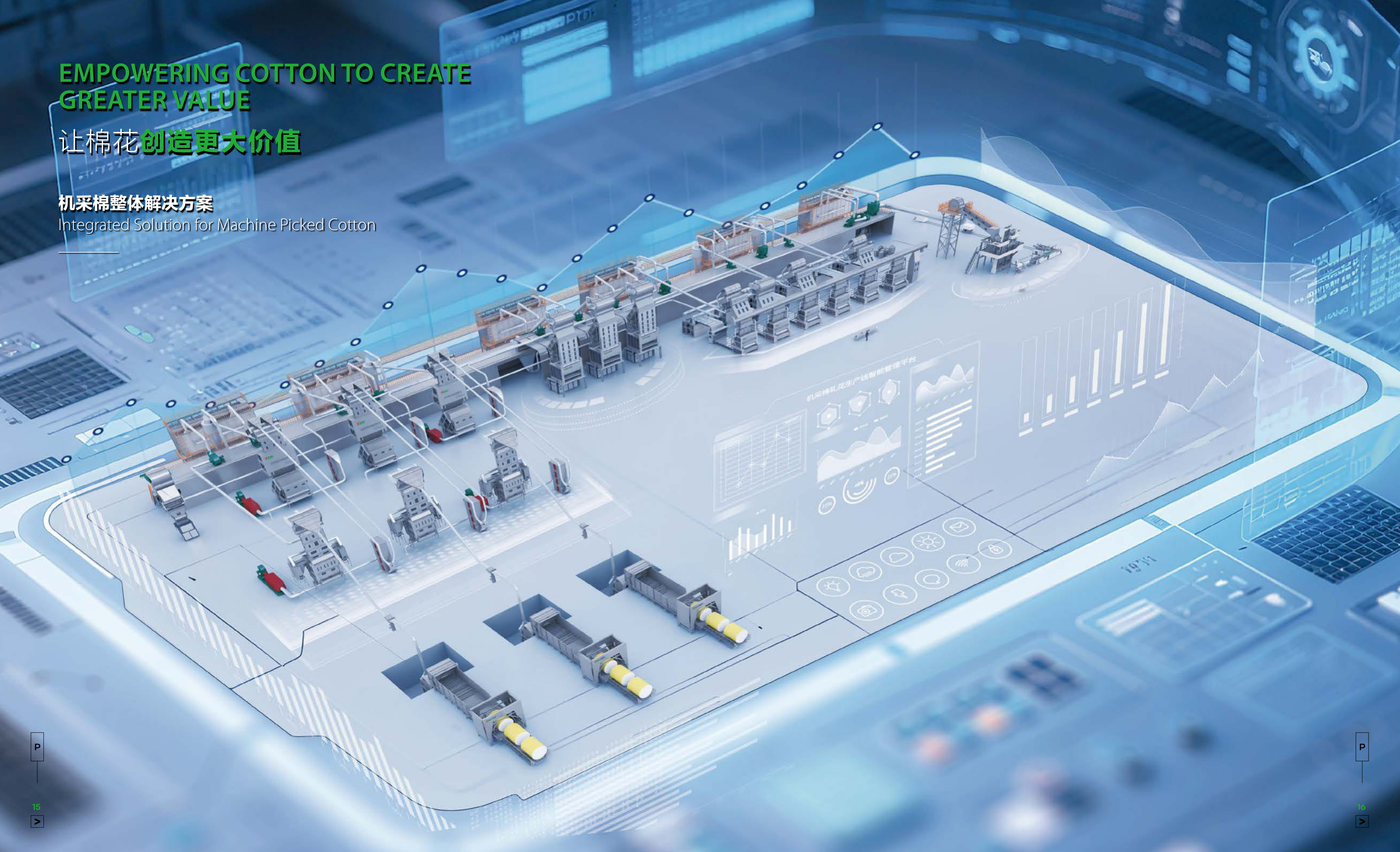
S. Heat Exchanger
T. Lint Condenser
U. Lint Quality Online Detection station
V. Bale Press
W. Automatic Strapper
X. Automatic Cotton Bale Plastic Bag
Packaging and Sealing Integrated Machine
Y. Automatic Bale Stacker
Z. Dual Stage Pulse Baghouse Dust Collector

EMPOWERING COTTON TO CREATE GREATER VALUE

让棉花创造更大价值

机采棉整体解决方案

Integrated Solution for Machine Picked Cotton



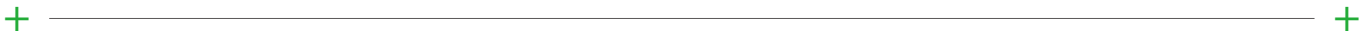
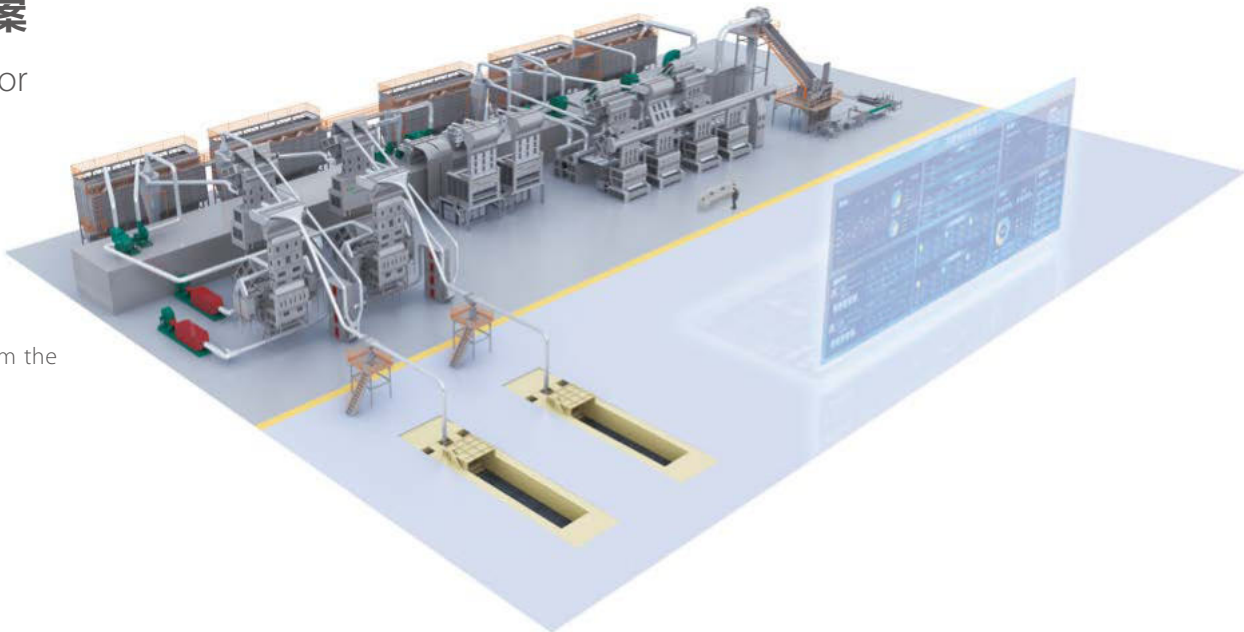
SOLUTION

解决方案

民用棉整体解决方案

Integrated Solution for Cotton

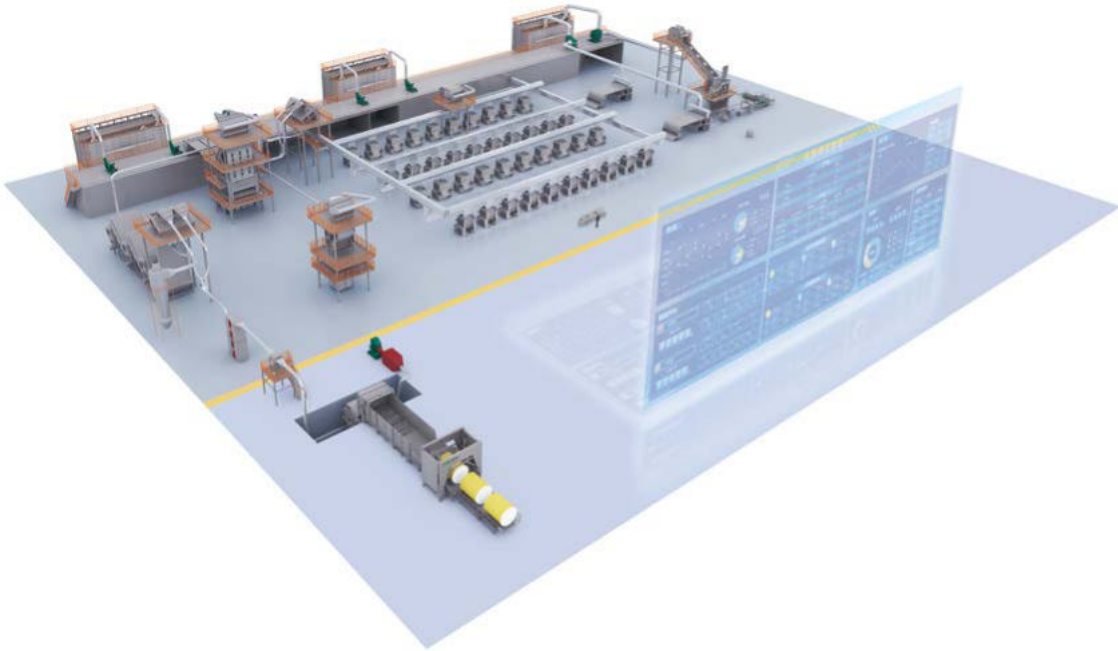
把控加工源头，让温暖更纯净
Controlling the processing from the source to ensure purer warmth.



长绒棉整体解决方案

Integrated Solution for Long Staple Cotton

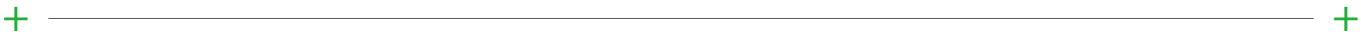
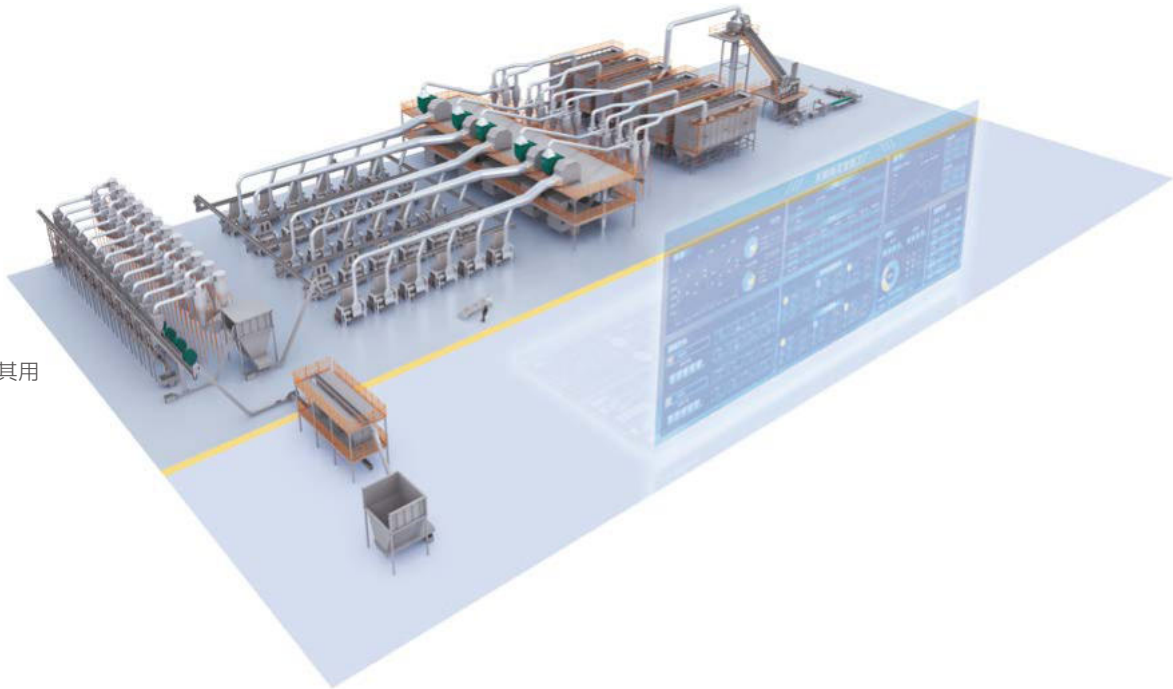
以柔护长，还原长绒棉奢华基因
Gentle care to preserve the length, restoring the luxurious nature of long staple cotton.



剥绒整体解决方案

Integrated Solution for Delinting

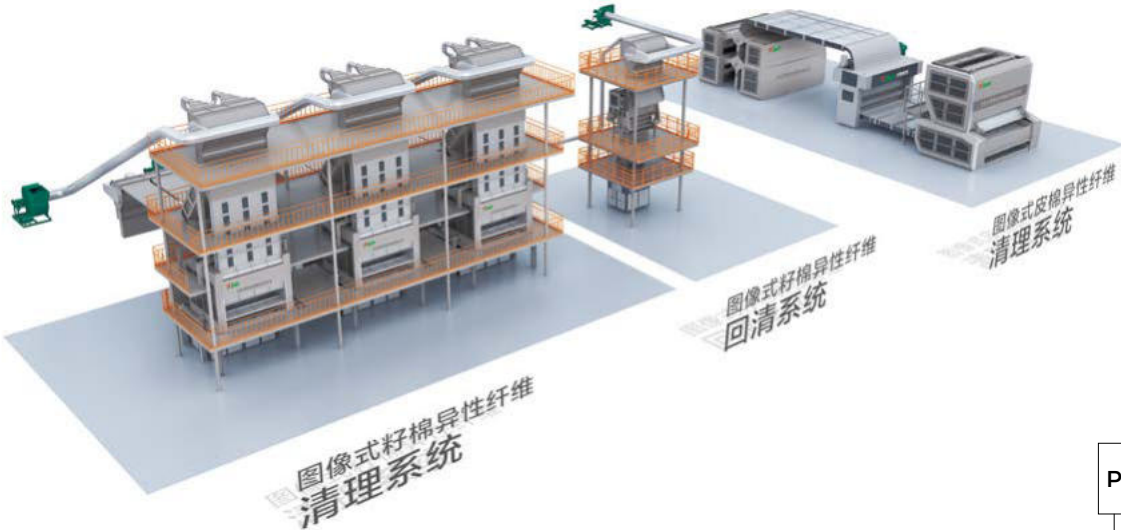
高效低耗提取优质短绒，让每克纤维物尽其用
Efficient and low-energy extraction of high-quality short cotton fibers, maximizing value in every gram of fiber.



图像三丝整体解决方案

Integrated Solution for Image-Based Foreign Fiber Detection

智能引擎仿生慧眼，守护棉花至纯血统
An intelligent engine with bionic vision to safeguard the purity of cotton's genetic lineage.



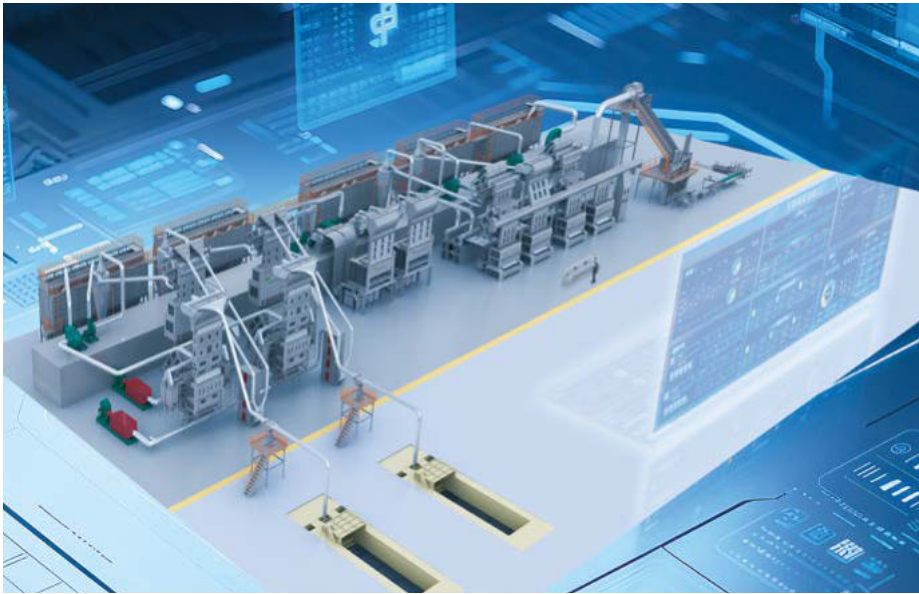
SOLUTION

解决方案

民用棉整体解决方案

Integrated Solution for Cotton

把控加工源头，让温暖更纯净
Controlling the processing from the source to ensure purer warmth.



剥绒整体解决方案

Integrated Solution for Delinting

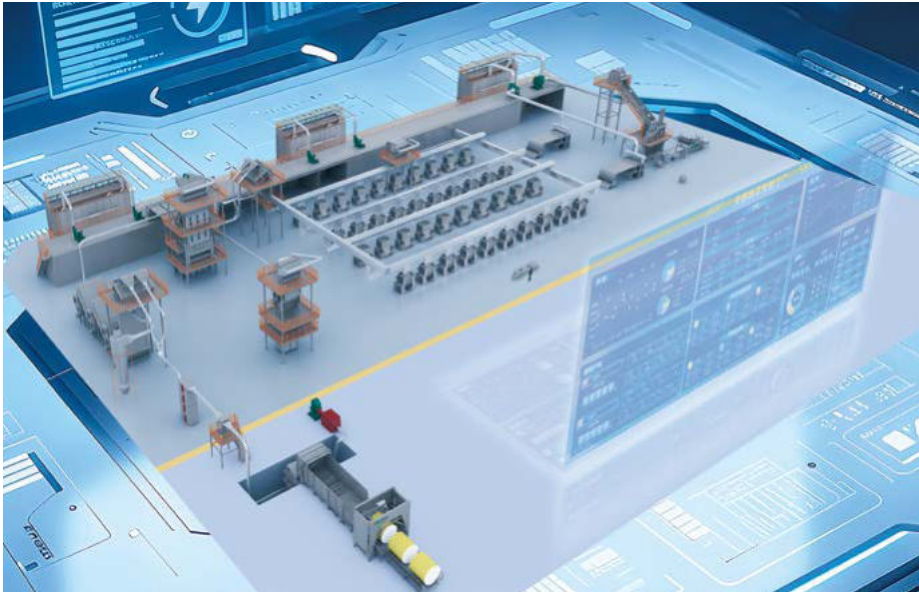
高效低耗提取优质短绒，让每克纤维物尽其用
Efficient and low-energy extraction of high-quality short cotton fibers, maximizing value in every gram of fiber.



长绒棉整体解决方案

Integrated Solution for Long Staple Cotton

以柔护长，还原长绒棉奢华基因
Gentle care to preserve the length, restoring the luxurious nature of long staple cotton.



图像三丝整体解决方案

Integrated Solution for Image-Based Foreign Fiber Detection

智能引擎仿生慧眼，守护棉花至纯血统
An intelligent engine with bionic vision to safeguard the purity of cotton's genetic lineage.



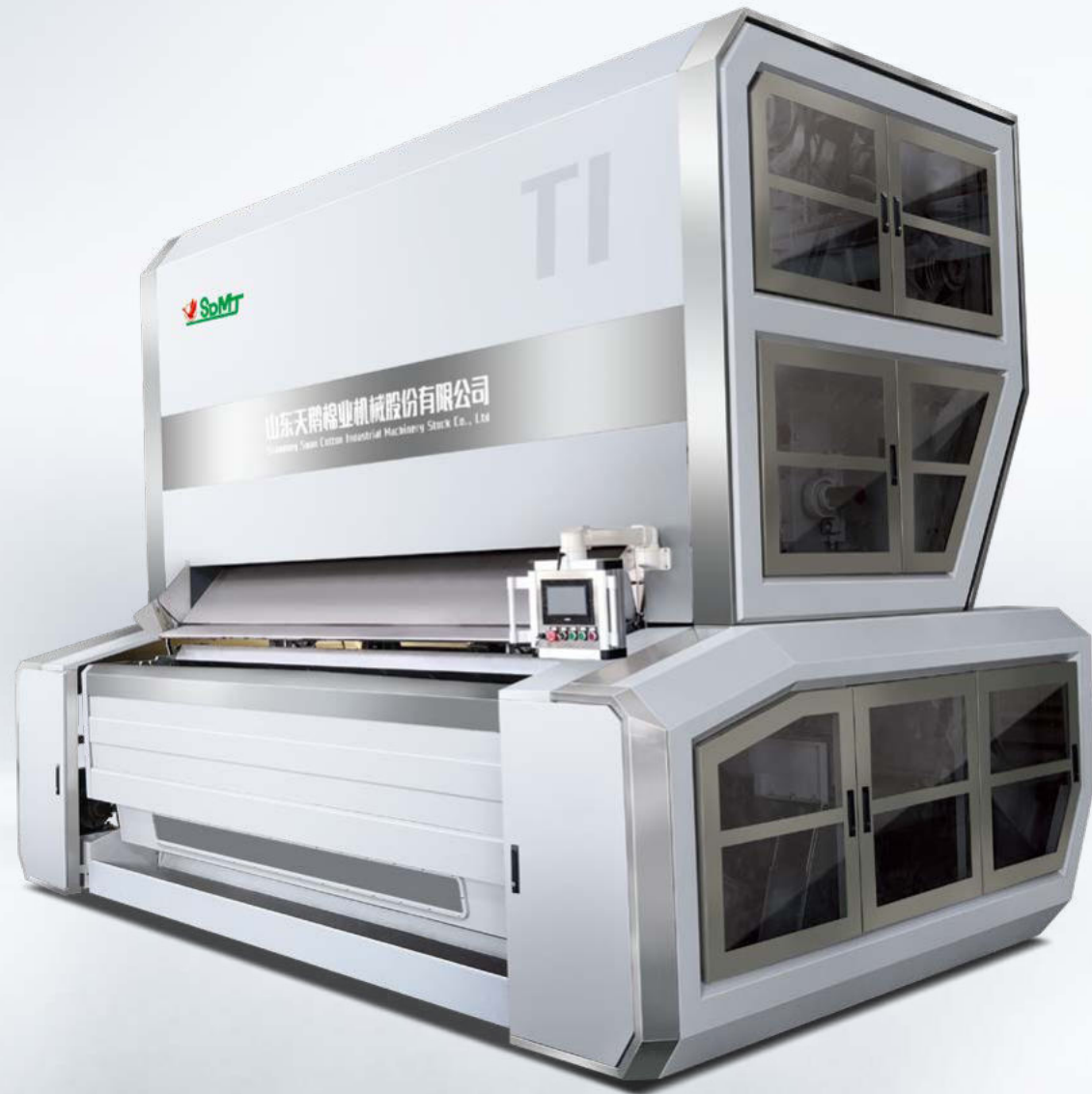
MAIN PRODUCTS

产品系列

锯齿轧花机系列

Series of Saw Gin

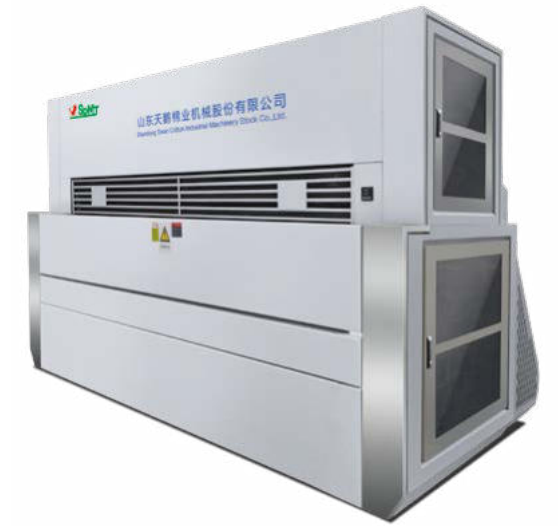
MYZ215
MY208
MY180
MY171
MY158
MY126
MY109
MY96



锯齿皮清机系列

Series of Saw Type Lint Cleaner

MQP-600 × 3400
MQP-600 × 3000
MQP-600 × 2000
MQP-400 × 3000
MQP-400 × 2500
MQP-400 × 2000



锯齿剥绒机系列

Series of Saw Delinter

MR-258
MR-219
MR-164
MR-161
MR-144



滚刀式皮辊轧花机系列

Rotary Knife Type Roller Gin Series

MYP-125



MAIN PRODUCTS

产品系列

回收式籽棉清理机
Recovery Type Seed Cotton Cleaner

MQZH-10 MQZH-12 MQZH-15 MQZH-18



双层分级式籽棉清理机
Double-layer Type Seed Cotton Cleaner

MQZF-12 MQZF-15 MQZF-18



提净式籽棉清理机
Extracting Type Seed Cotton Cleaner

MQZT-10 MQZT-15 MQZT-18



倾斜式籽棉清理机
Inclined Type Seed Cotton Cleaner

MQZX-10 MQZX-12 MQZX-15 MQZX-18



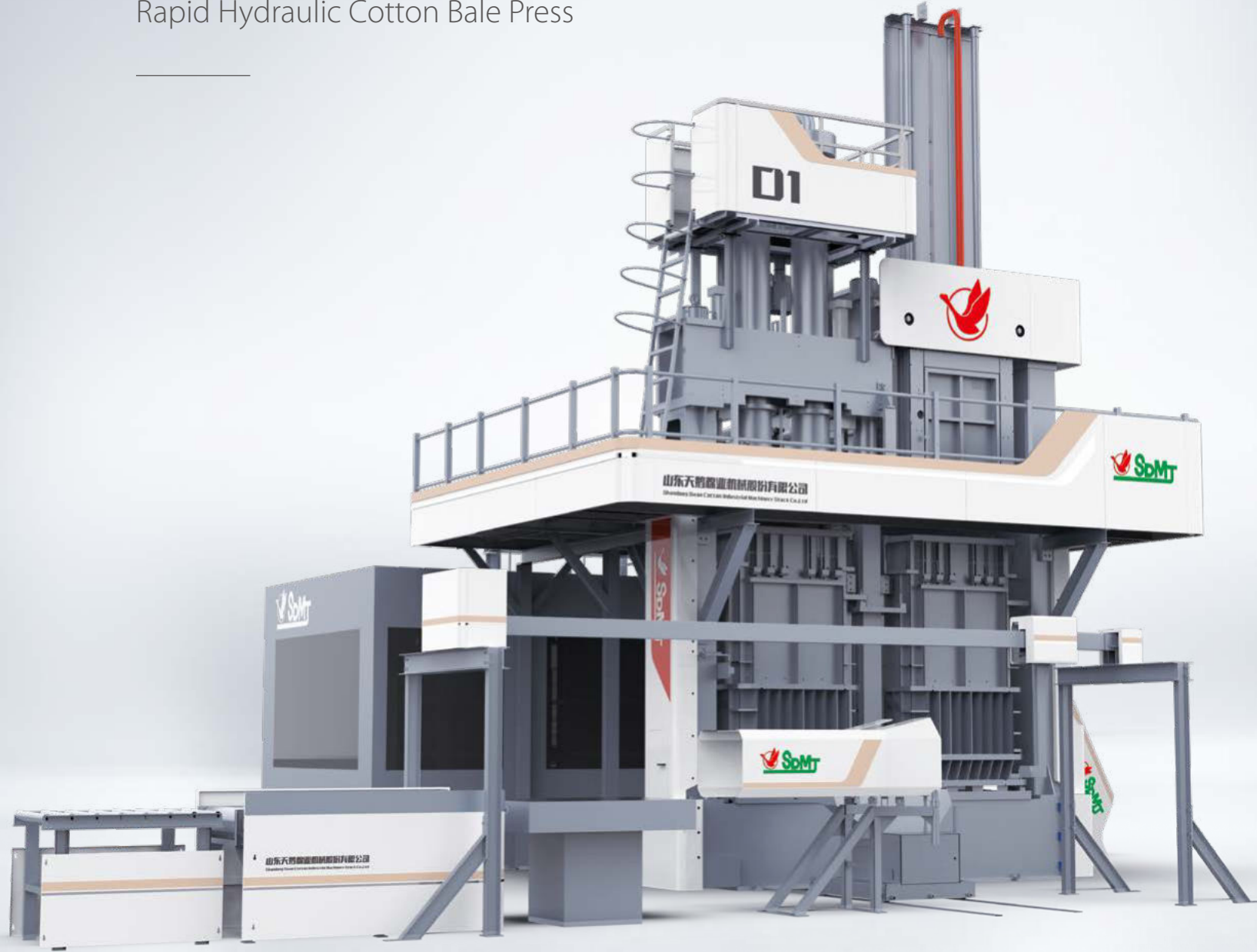
(无轴尘笼型) 籽棉异性纤维清理机
(Shaftless Dust Cage Type) Seed Cotton Contamination Cleaner

MQZY-10/15G2



MDY-400

快速棉花液压打包机
Rapid Hydraulic Cotton Bale Press



MAIN PRODUCTS

产品系列



开包喂花一体机
Combined Cotton Bale Opener & Feeder
MKW-20A



码包机
Bale Stacker
MBM-60C



全自动塑袋套包、封包、贴标一体机
Automatic Cotton Bale Plastic Bag Packaging,
Sealing and Labeling All-in-one Machine

MFBF-60



双级脉冲布袋除尘器
Dual Stage Pulse Dust Precipitator

MCC-20B



榨油设备
Oil Pressing Equipment

SMART COTTON PROCESSING FACTORY

棉花加工智慧工厂

基于 AI 技术打造棉花加工智慧工厂，贯通棉花加工全流程，实现设备监管、质量提升与运维管理的智能化、可视化、绿色化，科技赋能行业数字化升级。

We have built an intelligent cotton processing factory based on AI technology, integrating the entire cotton processing workflow. This enables intelligent, visualized, and eco-friendly equipment monitoring, quality improvement, and operations & maintenance management, empowering the industry's digital transformation through technological innovation.



棉花质量在线监测站
Cotton Quality Online Monitoring Station



手机 APP，实时监测棉花加工质量，
管理设备运行
Mobile App for Real-time Cotton Quality
Monitoring and Equipment Management



生产线智能控制平台
Production Line Intelligent Control Platform

INDUSTRY

产业⁺

高端农机装备拓展

High-end
Agricultural Machinery
Expansion

4MZD-6
六行自走式打包采棉机
6-row Self-propelled Packing Cotton Picker



MAIN PRODUCTS

产品系列

三行 / 四行打包采棉机

3/4-row Bale Packing Type Cotton Picker

4MZD-3(G4)
4MZD-4(G4)



7500 系列联合收获机

7500 Series Combine Harvester

4YL-10/12 玉米籽粒收获机
4LZ-15 谷物联合收割机
4YL-10/12 Corn Combine Harvester
4LZ-15 Grain Combine Harvester



三行 / 四行箱式采棉机

3/4-row Basket Type Bale Packing Type Cotton Picker

4MZ-3
4MZ-4



4500 系列联合收获机

4500 Series Combine Harvester

4YL-6/8 玉米籽粒收获机
4LZ-12 谷物联合收割机
4YL-6/8 Corn Combine Harvester
4LZ-12 Grain Combine Harvester



MAIN PRODUCTS

产品系列

自走式番茄收获机
Self-Propelled Tomato Harvester

4FZ-1.5



圆草捆打捆机
Round Baler

9YG-2.2/2.2B



打包式残膜回收机
Bale-Type Residual Plastic Mulch Recovery Machine

1MSD-2.0



玉米、大豆割台系列
Corn and Soybean Header Series

玉米割台
Corn Header

4YGB6-650 4YGB8-650
4YGB8-500 4YGB9-500
4YGB8-400 × 700



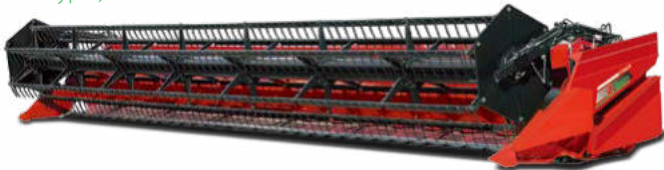
折叠式玉米割台
Folding Corn Header

4YGB10F-650 4YGB12F-650
4YGB12F-400 × 600
4YGB12F-400 × 700



大豆割台（挠性割台）
Soybean Header (Flexible Type)

4GS-6100
4GS-6705
4GS-7620



泵前过滤器
Pump Inlet Filter

GLQ-750



MAIN PRODUCTS

产品系列

智能控制粮食烘干系统

Intelligent Control Grain Drying System

5HFY 系列

300
400
500
1000



ORIGINALITY MANUFACTURING

匠心制造⁺

打造智能工厂推动转型升级

Build a Smart Factory
Promote Transformation and Upgrading





DIGITIZATION REFINEMENT

数字化 精细化⁺

管理信息数字化、全覆盖，互联互通、资源共享；市场驱动创新及服务，精益管理，敏捷制造。

Digitalization, full coverage, interconnection and resource sharing of management information;
Market-driven innovation and services, lean management, agile manufacturing.



INTELLIGENT PRODUCTION EFFICIENT OPERATION

智控生产，高效运营

智能化制造工厂

国内领先的数字化专业加工设备，确保关键零部件的精度和一致性，保证整机可靠性和稳定性，高质量满足客户需求。

Intelligent Manufacturing Factory

The leading digital professional processing equipment in China ensures the consistency of the accuracy of key components, ensures the reliability and stability of the whole product and meets the high quality requirements from customers.





HIGH QUALITY PROFESSIONAL ACCESSORIES PRODUCTION LINE

高品质专业配件生产线

标准化、专业化

依托专业人才队伍和数字装备，专业研发，标准化生产，多年的技术升级打造了行业领先的系列棉花加工专用配件生产线。

Standardization & Specialization

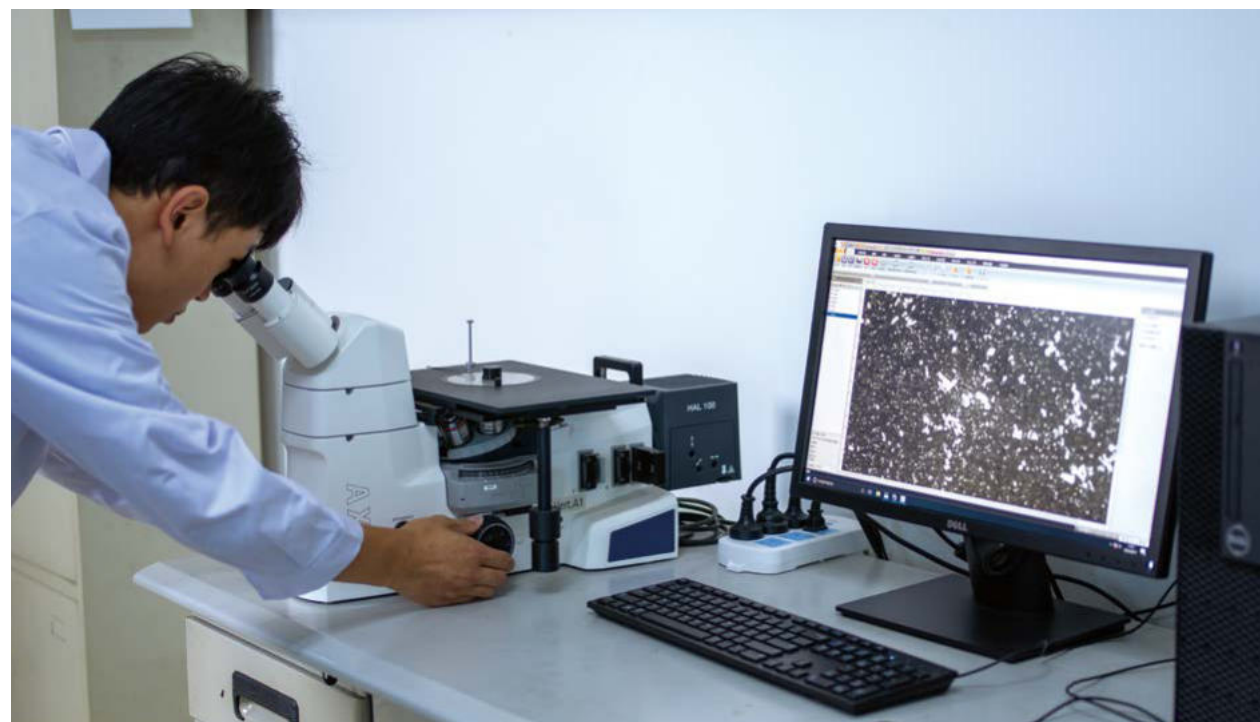
Relying on professional talent team and digital equipments, professional research and development, standardized production and years of technical upgrading to create the professional cotton processing accessories production line which is leading in the industry.



标准化肋条、排条生产线
Standardized Gin Rib and Delinting
Rib Production Line

数字化锯片生产流水线
Digitalized Saw Blade
Production line

专业化刺条生产线
Specialized Pricker Bar
Production Line



FOCUS
HIGH QUALITY

专注 高品质

质量就是诚信与道德

持续改进，追求卓越。在国内同行业率先通过了 ISO9001 国际质量管理体系认证，取得 IAF、CNAS、ANAB 三张国际质量保证体系认可证书，得到了世界 30 多个国家的多边承认。

Quality is Integrity and Morality

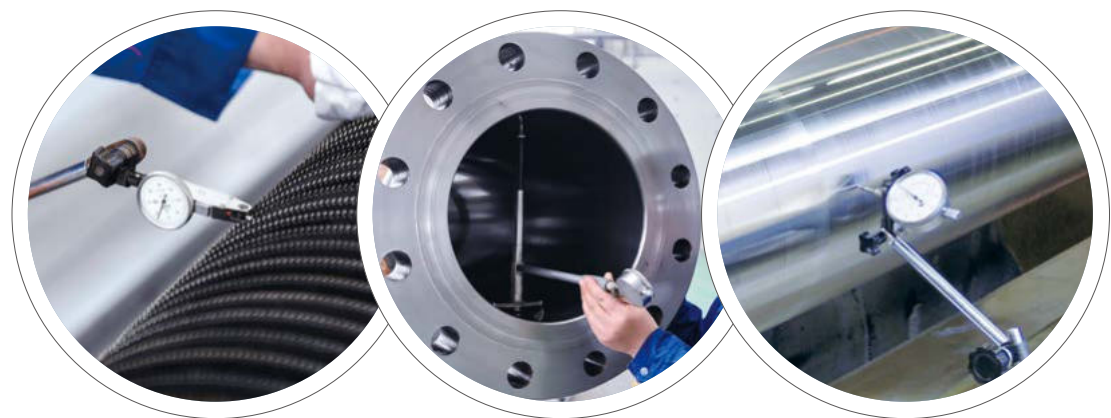
Continuous improvement, pursuit of excellence. Swan first passes ISO9001 quality system authentication in the domestic industry and gains three approval certificates of international quality guarantee system IAF, CNAS, ANAB and the multilateral recognition of world 30 countries.

QUALITY CONTROL

品质控制 +

卓越品质，来自专业的精工制造

EXCELLENT QUALITY DERIVES FROM PROFESSIONAL
PRECISION PRODUCTION



PROFESSIONAL SUPPORT
专业支撑

特色工艺
Characteristics of Technology



金属表面处理生产线
Metal Surface Processing Line

轧花机中厢一次成型压力机
Gin Box One-time Molding Press

动平衡试验
Dynamic Balance Test

刺钉辊制造
Pricked Cylinder Manufacturing

DISTINCTIVE
与众不同



SERVICE

QUICK RESPONSE

服务 快速响应

服务理念

区域量化，无缝切割，保姆式终生服务

服务目标

让天鹅产品创造令客户满意的价值

Service Concept

Regional quantization, seamless cutting, house-keeper style lifelong service.

Service Target

Let Swan products create the value that satisfies the customer.

服务宗旨

打造品牌忠诚，赢得客户信赖

服务方针

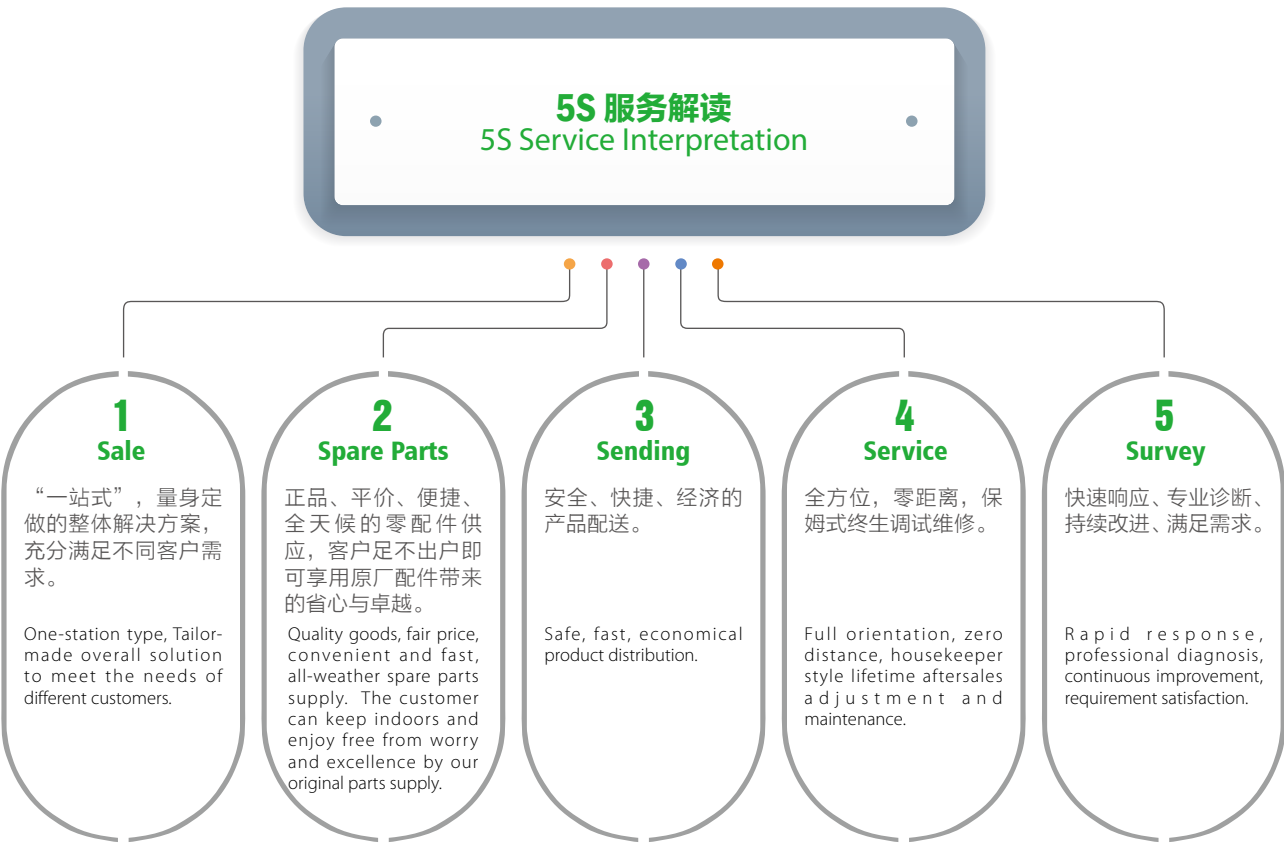
快速响应，尽心尽力

Service Aim

To build brand loyalty, to win customer's trust.

Service Policy

Respond quickly and do your best.



树立全球服务新标杆

Set up a new benchmark for global service

开放式营销服务平台，从设备检修、人员培训到技术指导、质量控制、指标核算，全过程、全方位、零距离标准化服务。

Open type marketing service platform, it can provide overall process, omnibearing and zero distance standard service from equipment maintenance, personnel training, technical guidance, quality control and index accounting.

5S 服务内容 Content of 5S Service

售前服务	售中服务	售后服务
- 为客户量身定制整体解决方案。 - 集中或上门技术培训。	- 为客户提供全方位专业技术支持。 - 安全、快速、经济的设备配送。	- 专业安装指导、调试、维修。 - 产品技术咨询、技工委托培养及现场技术培训。 - 产品维护保养、故障诊断、解决方案、全天候原厂配件配送。 - 产品质量跟踪、技术升级。
Pre-sale Service - To make customized solution for the customers . - Centralized or doorstep training on professional technology and operation skills.	On-purchase Service - To provide professional and omnibearing technical support. - Safe, rapid and economic equipment distribution.	After-sale Service - Professional installation guidance, adjustment and maintenance. - Product technology consultation, commissioned technician training and locale technical training. - Product maintenance, failure diagnosis, treatment plan, all-weather original pars distribution. - Product quality track, technology upgrade.



5S 服务方式 5S Service Mode

- 对售出的产品实行终身调试维修。
- 定制服务：培训、技术改造、升级、设备保养、原厂配件配送等整体解决方案。
- To provide lifetime adjustment and maintenance service for all the Swan products sold.
- Customized service: training, technical transformation, upgrading, equipments maintenance , original parts distribution ,etc.

5S 服务保障 5S Service Guarantee

- 快速反应、全天候服务、500 公里以内 24 小时服务到位。
- Quick response, all-weather service, service in position within 24 hours if distance is less than 500 kilometers.

5S 服务构架 5S Service Framework

- 客服中心：服务综合管理平台，专业受理产品质量三包。
- 营销服务网络：组织实施快速响应的客户现场服务。
- 服务热线：专家电话答疑、指导。
- 网络支持：服务平台在线答疑、指导。
- 服务质量跟踪：电话回访、领导走访。
- Customer Service Center: customer service integrative management platform, specially accept and handle quality problem.
- Marketing service network: organize and carry out customer local service with rapid response.
- Service hot line: experts clarify doubts and provide directions by call.
- Network support: service platform provides on-line doubts clarification and direction.
- Service quality track: telephone call-back, leaders' inspection.

NETWORK

ALL OVER THE WORLD

网络 遍布全球



新疆营销网络服务区域：新疆、甘肃

新疆技术服务中心	电话：0991-6673226
石河子技术服务中心	电话：0993-2613077
新疆博乐、伊犁5S服务中心	电话：15614642225
新疆五家渠5S服务中心	电话：0994-5713009
胡杨河天鹅智慧农业科技有限公司	电话：0992-3221892
阿克苏技术服务中心	电话：0997-2671239
库尔勒技术服务中心	电话：0996-2280960
图木舒克市天鹅智慧农业科技有限责任公司	电话：13805316731
新疆哈密、甘肃5S服务中心	电话：13319007272

内地营销服务网络

国内营销部：0531-58675821

山东、河北
天津、江苏
湖北、湖南
安徽、江西
四川、河南
山西、陕西
辽宁、吉林
黑龙江

WHERE THE PRODUCT IS
WHERE THE SERVICE IS

产品销售到哪里，服务就扎根到哪里！



国际营销服务网络 International Marketing Service Network

山东天鹅美国有限公司（阿拉巴马州蒙哥马利市） Shandong Swan USA, Inc. (Montgomery , Alabama) Tel: 1-334-356-8824	哈萨克斯坦天鹅智慧农业服务有限公司（图尔克斯坦市） Kazakhstan Swan Smart Agricultural Services Co.,Ltd. (Turkistan City) Tel: +770 2926 7228	乌兹别克斯坦天鹅智慧农业服务有限公司（塔什干市） Uzbekistan Swan Smart Agricultural Services Co., Ltd. (Tashkent City) Tel: +998 775077616
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国际营销部 International Marketing Department: +86-531-58675820

中亚区域办事处	Regional Office for Central Asia	Tel: +86-13606417662
非洲区域办事处	Regional Office for Africa	Tel: +86-15910084689
南美巴西代表处	Regional Office for Brazil	Tel: +86-13791009388
埃塞俄比亚办事处	Regional Office for Ethiopia	Tel: +251-911511383
苏丹办事处	Regional Office for Sudan	Tel: +249-912335699
印度古吉拉特邦办事处	Regional Office for Gujarat State of India	Tel: +91-9825117331
巴基斯坦办事处	Regional Office for Pakistan	Tel: +92-42-36685360

CUSTOMER-ORIENTED PRINCIPLE

根植用户

FULFILLING CUSTOMER DEMANDS
MAXIMIZING COTTON'S POTENTIAL

满足客户需求，让棉花创造更大价值

量身定制的解决方案和系统服务广泛应用于 **40+** 国家。
Customized solutions and system services are widely used in more than 40 countries.

近年典型客户代表
Typical Customers

新疆兵团	
第一师	MY171、MY158、MY126、MY96轧花机，快速打包机，在线检测系统等28条生产线。
第二师	MY171、MY96轧花机，144D剥绒机，快速打包机，在线检测系统等7条生产线。
第三师	MY171、MY158、MY149、MY96轧花机，144D剥绒机，快速打包机等27条生产线。
第四师	MY158轧花机，快速打包机等3条生产线。
第五师	MY199、MY171、MY126、MY96轧花机，144D、164系列剥绒机，快速打包机等12条生产线。
第六师	MY171、MY126、MY96轧花机，144D、161剥绒机，快速打包机，在线检测系统等34条生产线。
第七师	MY199、MY171、MY158轧花机，144D、178、164系列剥绒机，快速打包机，在线检测系统等42条生产线。
第八师	MY187、MY171、MY126轧花机，178、164系列剥绒机，快速打包机，在线检测系统等48条生产线。
第十三师	MY126、MY96、MY109轧花机，144D剥绒机，快速打包机等9条生产线。

国内用户	
新疆利华棉业	4台型MY171、6台型MY171、6台型MY158等50余条机采棉轧花成套设备生产线。
水发集团	MY158、MY171、MY199等20余条机采棉轧花成套设备生产线。
中棉集团	6台型MY158、5台型MY158、4台型MY158等22条机采棉轧花成套设备生产线。
银隆集团	6台型MY158、5台型MY158等8条机采棉轧花成套设备生产线。
华孚纺织	MY158、MY171等10余条机采棉轧花成套设备生产线。
新疆温州商会	100余条6台型158、4台型171轧花设备生产线。
国泰集团	6台型MY171、6台型MY158、5台型MY96、4台型MY96等6条机采棉轧花成套设备生产线。
云龙集团	5台型MY215、4台型MY215、6台型MY158等4条机采棉轧花成套设备生产线。
博乐汗腾生物科技	36台258、40台258剥绒生产线。
晨光生物科技集团	90台179、66台164剥绒生产线。
新疆前海油脂	100台179剥绒生产线。
新疆昌粮汇通公司	66台161、70台144剥绒生产线。
湖北金楚粮油	27台219剥绒机生产线。

INDUSTRY LEADER EXPLORE THE FUTURE

行业领跑，探索未来



国外用户	
印度	30台型MR161、16台型MR161剥绒及榨油生产线；20台型MR164剥绒生产线。
巴基斯坦	4台型MY158、6台型MY96、8台型MY149、6台型MY85/86等多条轧花生产线。
乌兹别克斯坦	5台型MY-171机采棉轧花生产线；2台型MY158、3台型MY-158、4台型MY158、2台型MY171等多条机采棉轧花及MR144D剥绒生产线；四行箱式采棉机；六行打包式采棉机。
哈萨克斯坦	6台型MY158机采棉轧花生产线及16台型MR144D剥绒生产线；5台型MY171机采棉轧花生产线；6台型MY126、2台型MY96、4台型MY96等多条轧花及MR164S剥绒生产线；六行打包式采棉机。
塔吉克斯坦	4台型MY171轧花生产线多条；27台型MR144D剥绒生产线；2台型MY139轧花生产线及MY-161剥绒生产线；2台型MY158、2台型MY96轧花生产线及MR164S剥绒生产线。
土库曼斯坦	30台型MR164S剥绒生产线；2台型MY96轧花生产线。
苏丹	2台型MY171、4台型MY171、2台型MY199、3台型MY158、4台型MY158、5台型MY96等多条轧花生产线；MR164S剥绒生产线。
津巴布韦	4台型MY96、3台型MY158轧花生产线。
贝宁	2台型MY171轧花生产线，28台型MR144D剥绒生产线。
中非	5台型MY158轧花生产线。
韩国	3台型MR144D、6台型MR144D剥绒生产线。
巴西	六行打包式采棉机；MY171轧花机组。
阿根廷	三行打包式采棉机。