

Vaisala 介绍

2015-05-05

Veli Solehmainen, 维萨拉（北京）测量技术有限公司。

VAISALA

Vaisala

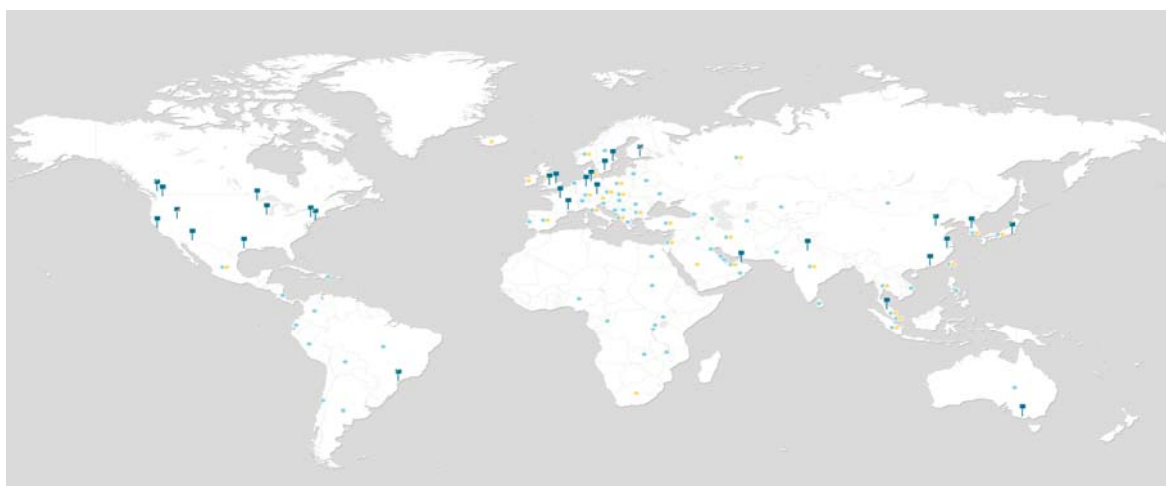
Vaisala is a global leader in environmental and industrial measurement. 维萨拉是环境和工业测量领域的全球领导者。

We serve customers in weather and controlled environment markets. 我们服务于气象和控制环境行业的客户。

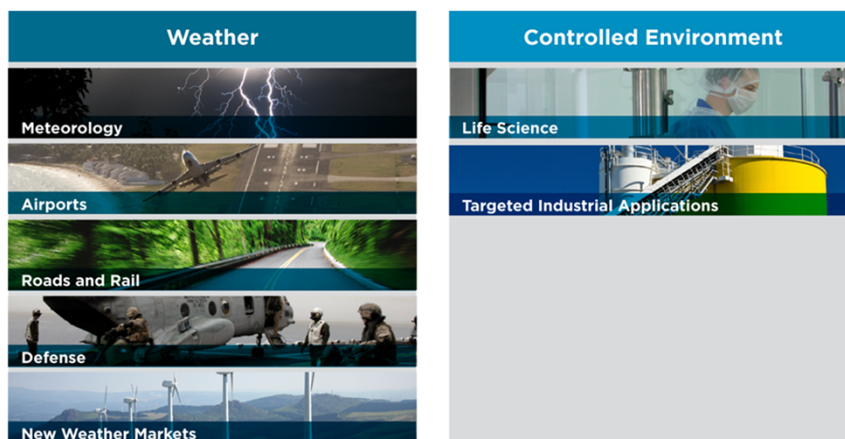
Vaisala group 维萨拉集团

- Serves customers in over 150 countries 客户分布超过150个国家;
- Employs over 1,600 professionals worldwide 全球员工总数超过1600
- Has over 30 offices in 16 countries 在16个国家拥有30个分支结构;
- Net sales of 299.7 million euros (2014) 2014年净营业额2亿9千9百70万欧元
- Main markets Americas (37%), EMEA (37%), APAC (25%) 主要市场包括北美洲 (37%), 欧洲和中东 (37%) 以及亚太地区 (25%)
- A series shares quoted in NASDAQ OMX Helsinki exchange 所发行A股在赫尔辛基的NASDAQ OMX上市交易;
- Established in 1936 成立于1936年

Vaisala locations 维萨拉全球分布



Markets we serve 我们服务的行业



Measurement instruments 测量仪器

- Humidity and temperature measurement instruments 湿度和温度测量仪表
- Dewpoint measurement instruments 露点仪
- Barometric pressure measurement instruments 气压计
- Carbon dioxide measurement instruments 二氧化碳测量仪
- Moisture in oil measurement instruments 油中水测量仪
- Wind measurement instruments 风向风速计
- Weather multi-sensor 多要素气象仪
- Optical weather instruments 光学气象仪器

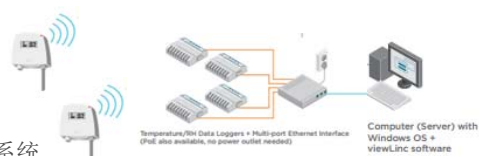
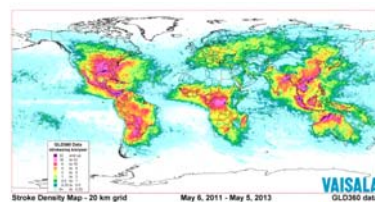


Measurement systems 测量系统

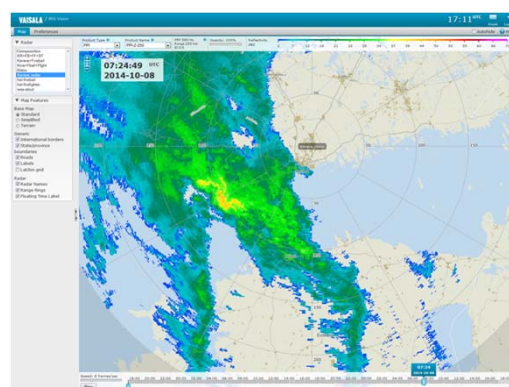
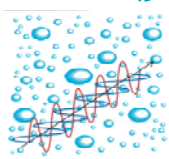
We provide our customers with comprehensive measuring and observation systems

我们为用户提供丰富的测量和观测系统

- Weather 气象
 - Radiosondes and sounding systems 探空仪和探空系统
 - Dropsondes 下投探空仪
 - Surface weather systems 地面气象观测系统
 - Thunderstorm information systems 闪电信息系统
 - Weather radars 气象雷达
- Controlled Environment 控制环境
 - Continuous monitoring systems 连续监测系统

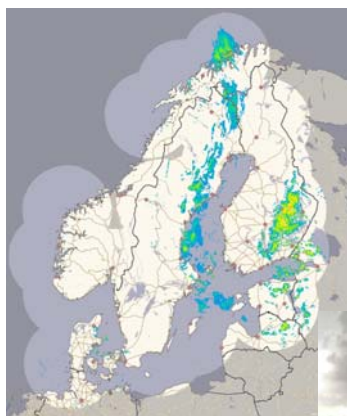


Vaisala C-band weather radars C波段气象雷达



What are weather radars used for? 气象雷达的用途

- National and international maps of precipitation areas 国家和大洲降水区域测报;
- Quantitative Precipitation Estimation (QPE) (mm/h) 定量降水估算 (毫米/小时)
- Detection of weather: hail, snow, graupel, squall lines,... 天气系统探测, 如冰雹, 雪, 霰, 飑线
- Wind profiles over the radar site (on precipitation) 雷达站点的风廓线 (降水)
- Wind shear, tornadoes,... 风切变, 龙卷风
- Birds (flight hazard) 飞鸟 (航空安全)



Vaisala's customers 维萨拉的用户

- Vaisala has delivered 130 units of C-band weather radars since 2007

从2007年到现在, 维萨拉总共发货并安装了130套C波段气象雷达

- Customer's feedback: 用户反馈:
 - "significantly improved detection efficiency"... "大大提高了探测效率"
 - "pleasingly trouble-free in operation 运行稳定无故障, 令人放心!"
 - routinely >99% data availabilities 数据获取率超过99%

• jan-may	8.94 h	3621 h	99.75
• jun-oct	7.54 h	3673 h	99.79
• jan-oct	16.48 h	7294 h	99.77

These are the availability numbers collected from Nordrad data exchange. The numbers in question are 15-minute total availabilities, and include interruptions not related to the radar, such as power failures and problems in the telecommunication.

Vantaa 1.1.2010 - 31.10.2010: 99.38%
Anjalankoski: 1.1.2010 - 31.10.2010: 99.52%
Ikaalinen: 1.9.2010 - 31.10.2010: 99.46%

India Meteorological Department is satisfied with the performance of the dual polarized Doppler weather radar and its installation, training, services and support provided by M/S Vaisala, Finland.

The radars are performing extremely well, with significantly improved detection efficiency and operational reliability compared with our older weather radars. Vaisala support during and after the installations has been outstanding.

The radars have been pleasingly trouble-free in their operation. Over the cumulative total 52 months of WRM200 radar operation in New Zealand, we have recorded just over 60 hours downtime attributable to radar faults.

The Vaisala WRM200 remains our radar of choice and we have a high level of confidence in Vaisala as a radar supplier.

Yours Sincerely

Research and development 研究和开发

Research and development activities are a prerequisite for Vaisala's success. 研发活动是维萨拉获得成功的前提

- The R&D expenditure is over 10% of annual net sales.

R&D开支超过每年净营业额10%;

- In addition to internal research activities, we

除了内部研发，我们还

- partner with leading research organizations
与权威研究机构合作开发;
- support meteorological programs and studies
支持气象相关的项目和研究;
- support student research internships and fellowships.
为学生实习和奖学金提供赞助



Thank You 谢谢!