



山东临工工程机械有限公司
Shandong Lingong Construction Machinery Co., Ltd.

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可靠承载重托

Reliability in Action


SDLG
山东临工



前瞻者——专业铸就 Sustainable growth

专业铸就行业巨擘
前瞻眼光跨越挑战

山东临工，国家工程机械行业领先企业、国家级高新技术企业。秉承“可靠”的企业理念，山东临工以一流品质，向全球客户提供铲运系列、挖掘系列、路面机械系列和小型工程机械系列等各类可靠产品。一直以来，山东临工致力于使客户获得最大价值回报，并始终以行业巨擘之专业品质，承载世界发展！

Helping customers to grow their businesses

Shandong Lingong Construction Machinery Co., Ltd (known as Lingong), a leading Chinese manufacturer of construction equipment, and a national hi-tech enterprise, prides itself on providing customers worldwide with high quality, reliable products. Its range of SDLG-branded construction equipment includes wheel loaders, excavators, backhoe loaders, motor graders, soil compactors and compact equipment. Throughout its 40-year history, SDLG has been committed to offering customers the highest possible return on their investment by helping them to grow their businesses sustainably.



1972

专业始于1972

1972年诞生于齐鲁大地，历经40年光辉征程，山东临工现已发展成为国家工程机械行业领先企业，更成为世界重型机械行业巨擘。

Founded in 1972

Lingong was founded in Linyi, Shandong Province, China, in 1972 and has developed rapidly over the past 40 years. Following the company's success in mainland China, it has expanded into international markets – and continues to grow its distribution and aftermarket network globally.

2006

联袂VOLVO集团

2006年，山东临工与世界500强VOLVO集团强强联合，由此获得了国际一流管理经验和前端技术支持，并全力开辟一条通往“国际化工程机械领先企业”的坚实道路。

Working with VOLVO

In 2006, the VOLVO Group (a Fortune 500 company) starts to cooperate with SDLG, and the two brands embarked on a close partnership. During this time SDLG has learnt a great deal about the international export market and global dealer development. With this enhanced knowledge base, SDLG has set its sights on becoming the world's leading Chinese construction machinery brand.

2005

国际化工业园

临工工业园始建于2005年，扩建至今，占地面积已达2000亩(1,300,000m²)。毋庸置疑，今日山东临工已成为集新型高科技研发中心、中大型机械制造的国际化工业基地。

World-class manufacturing facility

SDLG relocated its manufacturing facility to Linyi Economic Development Zone in 2005 and it has since been expanded to an area of 1,300,000 m². The facility combines the latest technology with world-class manufacturing techniques allowing it to produce high quality, reliable equipment in a cost effective manner. The industrial park also hosts SDLG's research and development center, a customer experience center and product testing facilities.

2013

扩张海外

近年来，山东临工始终以行业领袖身份领跑国际市场。为进一步加快海外市场的拓展，山东临工高瞻远瞩，精心布局，积极发展海外生产基地。2013年8月在巴西建成了一家国际化标准的挖掘机生产工厂，意味着山东临工海外发展战略进入全新时代。

Expanding into overseas markets

SDLG has become the market leader in many emerging economies outside China. To further increase its expansion in international markets, SDLG has been progressively developing overseas manufacturing facilities. In 2013, SDLG opened a world-class excavator production facility in Pederneiras, Brazil, which marked a new chapter in the company's global development.



专业品牌，前瞻未来

致力成为领先的国际化工程机械企业，把中国名牌打造成世界名牌。高标准定位，高水平运营，通过全体临工人的执着奋进，追求卓越，不断塑造名牌形象，支撑百年临工蓬勃发展。

- 2010 年强势登陆央视黄金频道
- 2011 年签约凤凰卫视焦点栏目，360°全方位品牌宣传，全面展示临工形象
- 2011 年进军中超，成为中超联赛主赞助商
- 2013 年山东临工“中国好司机”活动成为中国工程机械行业最大的公益项目
- 2014 年携手亚冠，成为亚足联官方合作伙伴，开启国际化品牌发展之路

A visionary brand

SDLG aims to become the leading Chinese brand of construction equipment worldwide. The company's ambitions will be met by consistently delivering high quality products to customers. Employees at the company are committed to its success, making every effort to continually innovate in the pursuit of excellence.

- In 2010, SDLG began advertising during CCTV's prime time slot, bringing its products to the attention of the whole of China.
- In 2011, SDLG signed a contract with Phoenix TV to further increase brand awareness in China.
- In 2011, SDLG became the primary sponsor of the China Football Association Super League (CSL).
- In 2013, SDLG launched the China Top Driver campaign to educate machine operators on safe practices. The project went on to become the industry's largest operator program.
- In 2014, SDLG became an official sponsor of the Asian Football Confederation (AFC) Champions League to increase brand exposure in key Asian markets.



Excavator

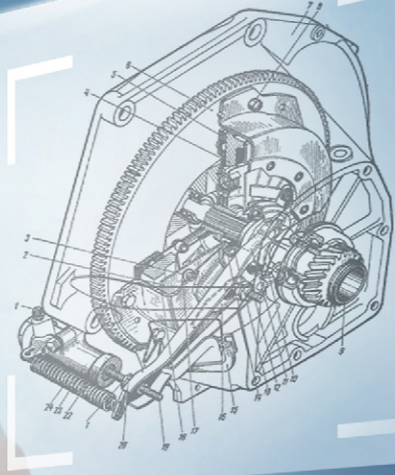
LG 6210E



具有履带式底盘、加装工作装置、模块化
- 结构紧凑，具有可伸缩式臂架、
- 具有履带式底盘、加装工作装置、模块化
- 结构紧凑，具有可伸缩式臂架、

行走系统采用自动先导控制，行走、回转控制
- 行走系统采用自动先导控制，行走、回转控制
- 行走系统采用自动先导控制，行走、回转控制

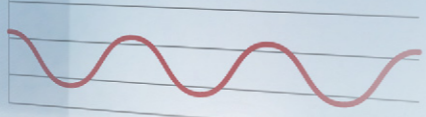
ANALYSIS



101.6.5.25

Data Analysis

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In episode: With iCloud, you can have iTunes automatically
download new music purchases to all your devices the moment you
buy. You can also access past music and TV shows purchases from
any of your devices.

6889

Aministrator

Loader

LG 956L



液压系统采用手柄先导控制，负荷传感液压
转向系统，转向更灵活，高效节能。配备液压
模块，作业更加平稳舒适。

整机电器采用集中控制，检测更方便，采用高
品质的电液元件，可靠性高。



先锋者——创新实现

Pioneer—Setting industry standards through innovation

效率至上 科技领先

创新突破，引领行业发展步伐，以可靠品质承载全球重托。通过大力研发投入及技术创新，在可靠性、舒适性、节能性方面成为行业引领者，日渐达到国际先进水平。相继完成国家 863 计划、国家火炬计划、国家科技支撑计划、国家重点新产品计划等 40 余项国家重大科技创新项目。

Leading the way in technology

SDLG's research and development facility in Linyi, China, is home to a team of innovative engineers who work to continually improve SDLG machines' fuel efficiency and technology – without compromising on product quality. SDLG invests heavily in research and development to ensure that its products are at the forefront of design, comfort and reliability. The company has completed over 40 technological innovation projects at state level that have gained recognition through the National 863 Program, the National Torch Program, the National Key Technology R&D Program, and the National New Products Program.

创世界一流研发实验体系

山东临工高度重视技术研发，巨资打造世界一流研发体系。

拥有国际先进水平的技术中心和实验室，建立了国际先进的集三维设计、CAE 分析和 PLM 数据管理于一体的研发设计体系。实现了临沂、济南、美国加州三大国际化科研基地同步研发。

World-class research and development system

SDLG owns a world-class technical center and testing laboratory. Its cutting-edge R&D center incorporates a 3D design system, Computer Aided Engineering (CAE) analysis and Product Lifecycle Management (PLM). The Linyi-based center has partner facilities in Shandong Province's capital city – Jinan – as well as abroad in California, USA.



LTS技术创新体系

建立“以市场为导向，运用先进流程、工具，依靠团队协作，以技术规划为指导，加强基础研究，实行精益研发，最终满足客户需求”的 LTS 技术创新体系。

LTS technical innovation system

SDLG has set up its very own technical innovation system, known as the Lingong Technology System (LTS). It combines advanced processes with high-level research and development, well-prepared product planning and strong team cooperation to ensure its products remain relevant for their markets and continue to meet the customer demand.



技术创新团队

拥有一支以享受国务院特殊津贴专家、国家突出贡献中青年专家、博士后为学科带头人的工程机械技术创新团队。

Technical innovation team

SDLG is proud of its technical innovation team that is led by experts and postdoctoral talents. This team has made outstanding contributions, both to SDLG and to China, and enjoys special government allowances from the State Council as a result.

联袂VOLVO科研

借助世界 500 强 VOLVO 集团的倾情支持，山东临工快速提升科研高度，缔造国际一流的创新技术。

Joined with Volvo for stronger R&D

With the support of VOLVO Group (a Fortune 500 company), SDLG has strengthened its scientific research arm, to develop international cutting-edge innovation technologies.

领导者——品质为先

Leadership – Quality first

可靠 高效 行业典范
品质 价值 客户首选

A reliable and efficient partner – a role model in the industry
Quality and value products – a first choice for customers



品质引领全球标准

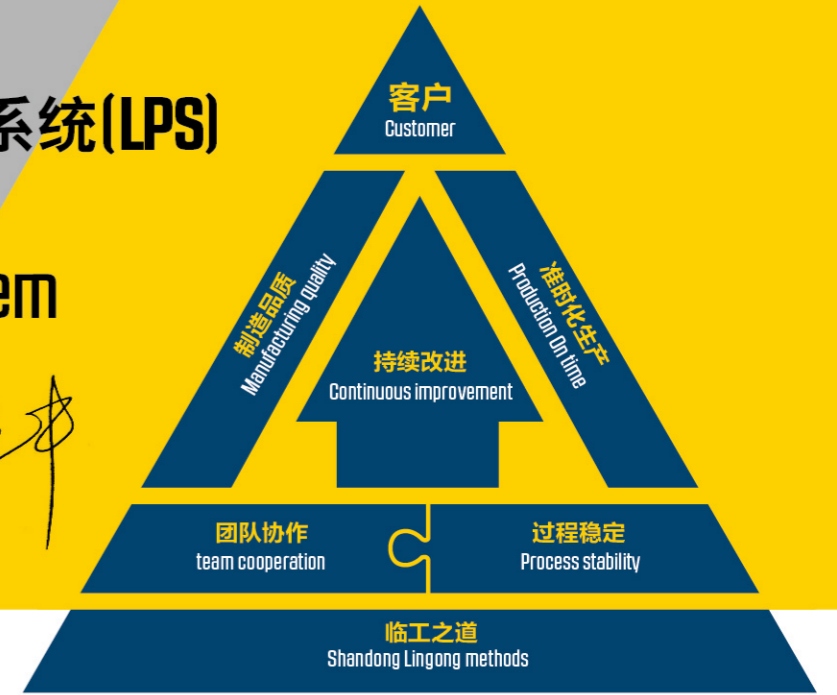
每一台经缜密测试的临工产品，都具有可靠的品质。
品质至上的企业准则，始终领跑行业发展。

Meeting quality standards

SDLG machines are put through rigorous quality assurance tests and signed-off by an experienced technician before being delivered to customers. SDLG's philosophy is always 'Quality first'.

山东临工精益生产系统(LPS) Shandong Lingong Lean Production System (LPS)

山东临工CEO
王志中



先进的质量管理理念

山东临工建立、保持了 ISO9001 质量管理体系的有效运行，以八项原则、PDCA 改进为基础，形成了临工特色的以保修期故障率、有效度为管理核心质量目标管理模式。通过山东临工精益生产系统 (LPS)、大供应链提升、基于质量核心的 KPI 体系建设、品牌引领服务制胜的营销理念、六西格玛质量改进项目等方式方法，实现质量管理向质量技术和质量系统两极发展。

Advanced quality management

SDLG has an ISO 9001 quality management system in place to continually monitor and manage quality across all its operations. As the world's most widely recognized quality management standard, ISO 9001 outlines how to achieve and benchmark consistent performance and service. As a result, SDLG has set a quality target of reducing warranty-period failures. The quality management system has also allowed SDLG to develop its own production philosophy known as the Lingong Production System, which incorporates lean manufacturing techniques. It also oversees the company's supply chain improvements and incorporates Six-Sigma quality improvement.



图例：质量管理向质量技术和质量系统的两极发展
Chart: Transition from one-direction Quality Management to two-direction Quality Technology and Quality System development

打造黄金供应链

山东临工重视并致力于与供应商建立良好的合作共赢关系，推动和促进双向交流，共同提高过程的有效性和效率。通过对供应商关系分级管理，采用各层次人员交流、培训、审核指导、重点帮扶等形式，促进供应商在理念、管理、质量、产能、效率等5个方面与山东临工同步发展，努力实现与供应商关系从利益博弈转向合作共赢。

Building a premium supply chain

SDLG is dedicated to building long-term, collaborative and win-win relationships with its suppliers so that they can work together to improve efficiency and logistics to benefit the end customer. Through a hierarchy management approach and diversified communication program (which encompasses training and mentoring) SDLG is committed to achieving aligned progress in work philosophy, quality management and productivity with its suppliers.





决策者——人才支撑

Decision makers — strong human resources

个人发展，是企业发展的中心

企业发展是由众多个人的发展推动的，个人发展处于企业发展的优先地位。

让每一个人都有实现自我价值的机会，用每一位员工的自我超越最终推动企业发展。

**Corporate growth,
with development of the individual at its heart**

A company depends on the individual growth of its employees to achieve overall organizational growth. SDLG advocates the realization of individual values through the pursuit of dedicated training and career-advancing programs, to achieve progress for the company as a whole.



国际化精英管理团队

汇集国内外管理精英翘楚，配备国际化一流管理团队，引领企业不断奋力前行。

An international management team

SDLG takes pride in its excellent management team, with its sound industrial expertise and international background. Benchmarked against international standards, the SDLG management team is driven to achieve continual progress in the international arena.

生产团队

山东临工员工数十年如一日地秉持勤奋、敬业、忠诚、奉献的企业精神，为世界提供一批批品质上乘的可靠产品。

Operational excellence team

SDLG's loyal employees are committed to providing top quality products and dedicated to the work philosophy of "diligence, dutifulness, loyalty and contribution".

营销服务团队

高素质的营销服务团队将可靠产品送至世界各地，并提供完善健全、品质一流的售后服务。

Sales and aftermarket support team

SDLG's trained sales and aftermarket team are committed to providing quality products and services to global markets where the brand has a presence.

研发团队

集结全球卓越人才的研发团队，源源不断地开发出丰富、可靠的产品，始终引领行业发展。

Research and development team

SDLG prides itself on its expert R&D team, made up of people with sound industrial and international experience. The team strive for continual innovation and are committed to developing a reliable and diversified product portfolio, maintaining the brand's leadership position in the industry.

拓疆者——产品可靠

Pioneer—reliable product that speaks with action



纵横世界各大工地，只因产品高效可靠

品质可靠的产品，是我们引以为豪、不惜奋斗终身的事业。以建设世界为己任，致力于生产更丰富、更可靠的产品，以铲运系列、挖掘系列、路面机械系列和小型工程机械系列四大类近百个品种为触角，积极投身于全球各地工程现场，为世界开疆辟土。

Efficient and reliable products for construction sites worldwide

SDLG is committed to the global construction and infrastructure industries through its offering of a diversified product portfolio ranging from wheel loaders, excavators and backhoe loaders to motor graders, soil compactors and other compact equipment. Its desire to offer a complete service means it now has almost 100 products, which are helping SDLG customers in industries including the construction, mining, agroforestry and aggregates sectors.

产品图谱 Product Range

装载机系列 Wheel Loader



LG916D LG918 LG920 LG933L LG936L LG938L LG946L



LG948L LG952H LG952L LG953 LG953N LG955N



LG956L LG956N LG956V LG958L LG958N LG959



LG968 LG968N LG978 LG979 LG989

井下系列 Underground Mining Loader



LG920 LG936L LG953N

挖掘装载机 Backhoe Excavator



B877

挖掘机系列 Excavator



LG660 LG660E LG665 LG665E LG685 LG690E LG6135E



LG6150E LGW6150E LG6210E LG6225E LG6235E LG6250E



LG6270E LG6300E LG6360E LG6400E

叉车 Fork Lifter



LFT20 LFT30 LG953N

平地机系列 Motor Grader

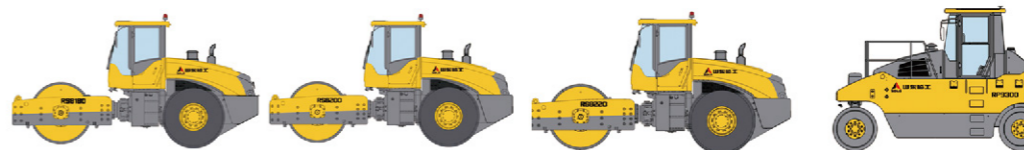


G9190 G9220

路面机械系列 Road Roller



RS6200 RS7120 RS7200 RS8140 RS8160



RSS180 RSS200 RSS220 RP9300

山东临工差异化产品 A differentiated product line-up



差异化产品涵盖 LNG 天然气装载机、井下装载机、专用大理石叉装机、专用夹木机等四大整机平台，九种常规机具。为用户在港口、矿山、隧道等不同作业环境提供木料夹卸、石材铲运、特殊物料装载等多元化解决方案。通过整机和机具的不断优化组合，全力打造满足用户全方位、个性化需求的差异化产品。

SDLG's specialized product range includes liquefied natural gas (LNG) wheel loaders, underground mining loaders, specialized marble forklifts and wood-grappling machines. There are also nine standard attachments to serve a wide range of applications. Through a diversified product portfolio and optimized combination of complete machines and attachments, SDLG offers a diversified solution for grappling and loading duties in quarrying, mining, tunneling and agroforestry applications.



井下装载机 LG953N
Underground Mining Loader LG953N

模范者——服务制胜

Service — a winning recipe

渠道为王，服务制胜

客户的满意度成就了企业生存和发展的无限可能。以渠道为平台，将服务落到实处，为工程机械客户提供高效全面的业务解决方案。

A world-class distribution network

SDLG has partnered with distributors with local industrial and market know-how to ensure it meets the demands of customers worldwide. Through quality aftermarket support, executed via selected channels, SDLG is committed to providing construction industry customers a complete and effective solution.

服务
Service
Servicios



全球服务体系

山东临工营销服务体系覆盖全球，以源源不断的可靠产品和高效健全的王牌服务，成为了全世界客户最忠实的合作伙伴。全球维修点，以快速、高效、热情、周到的全天候专业服务，赢得全球客户的满意，并努力超越客户的期待。

Fast effective support worldwide

SDLG's worldwide service and support network is key to keeping customers satisfied with the aftermarket service they receive. With strategically located service and maintenance support in all of its global markets, SDLG strives to keep customers happy from point of sale through to the end of a machine's lifetime.

零部件供应齐全

倾力打造遍布全球的配件供应网络，充分保障随时随地为客户提供配件供应服务。

Fast parts delivery

SDLG exploits its worldwide distribution network to quickly and efficiently deliver spare parts and components to customers. It has strategically located parts warehouses to ensure stocks are kept closer to customers.

金融租赁解决方案

在致力开展全球工程建设的同时，山东临工也在积极拓展金融领域。以可靠品质、专业素质，打造全方位的融资租赁模式，满足国际市场日益增长的商业需求，旨为全球生意合作开创更多可能。

Finance solutions

SDLG offers a range of finance solutions to allow its customers' businesses to grow sustainably. As well as leasing and rental solutions, SDLG has developed a portfolio of loan options for its corporate customers.

行动者——责任在心

Caring for society—a responsible employer



节能环保

2012年，山东临工加入世界自然基金会 (WWF) “碳减排先锋”计划，将临工节能、高效、低碳、环保的企业特质渗入全球客户和公众心中。



Committed to environmental care

In 2012, SDLG partnered with the Worldwide Fund for Nature (WWF) Climate Savers Program – the first-ever Chinese construction equipment brand to pledge its dedication to reducing carbon emissions.

捐助教育

十年树木，百年树人。多年以来，山东临工始终默默支持促进教育事业的发展。行动始于爱心，责任铸就希望。临工(援建新疆喀什、鞍山郭明义爱心希望小学、开展“中国好司机”活动等。)只愿为更多人的梦想插上腾飞的翅膀。



Committed to education

Investment in education pays the highest interest – that's why SDLG is supporting the education of young people across China from behind the scenes. SDLG helped to build two Hope Primary Schools in Kashgar, Xinjiang Province, and Anshan, Liaoning Province, to give children better access to education in rural areas. SDLG also pioneered the China Top Driver campaign to improve awareness of operator safety.

抢险救灾

山东临工积极肩负企业社会责任，心系灾区，总是竭尽全力组织救灾捐物、实地抢险、灾后重建工作。在地震、泥石流等受灾地区，总能看见临工以实际行动支援灾区，帮助同胞渡过难关，重建家园。



Relief work

SDLG takes its corporate social responsibility seriously and is always prepared to donate money, aid packages and machinery following natural disasters such as the recent mudslide and earthquake in China. SDLG machines can help to remove rubble, rebuild damaged infrastructure and repair waterworks following a natural disaster.

40载光辉征程 开辟灿烂未来

40 years of heritage

- 1972年 山东临工建厂
- 1976年 ZL40装载机试制成功
- 1984年 ZL50装载机试制成功
- 1989年 被原机械电子工业部评为“国家二级企业”
- 1994年 实行股份制改造。
成立山东临沂工程机械股份有限公司
- 1995年 晋升国家大型（一）企业
- 1998年 经国家证监委批准。
山东临工A股在上海证券交易所上市
- 1998年 通过ISO9001质量体系认证
- 2003年 公司改制，更名为“山东临工工程机械有限公司”
- 2003年 公司被认定为国家高新技术企业
- 2003年 公司装载机机电液一体化智能监控系统研究项目
被列入国家863计划
- 2003年 经国家人事部批准，建立博士后工作站
- 2004年 装载机系列产品被评为“中国名牌产品”
- 2005年 临工工业园落成，年产销量过万台
- 2006年 山东临工与沃尔沃公司正式签署合资合作合同
- 2009年 山东临工“SDLG及图”商标被评为中国驰名商标
- 2010年 山东临工挖掘机产品线正式亮相
- 2011年 山东临工年产2万台大型挖掘机项目建成投产
- 2011年 山东临工荣获“全国五一劳动奖状”
- 2011年 山东临工实现销售收入过百亿
- 2012年 山东临工技术中心被认定为国家级技术中心
- 2013年 山东临工巴西工厂建成投产

- 1972 Lingong was founded
- 1976 Successful trial production of the ZL40 wheel loader
- 1984 Successful trial production of the ZL50 wheel loader
- 1989 Lingong is honored with the "National Level-II Enterprise" award from the Ministry of Machine Building and Electronics Industry
- 1994 Lingong reforms its corporate structure and Shandong Linyi Construction Machinery Co., Ltd. is founded
- 1995 Lingong is promoted to a state large-scale (I) enterprise
- 1998 Lingong goes public and is listed on the Shanghai Stock Exchange with approval of the China Securities Regulatory Commission
- 1998 Lingong becomes ISO 9001 certified for its quality management system
- 2003 Lingong is restructured and renamed as "Shandong Lingong Construction Machinery Co., Ltd."
- 2003 Lingong is accredited as a "National High-tech Enterprise"
- 2003 SDLG's research project for its mechanical/electrical hydraulic system to be integrated into its intelligent monitoring system is listed in the "National 863 Program"
- 2003 Post-doctoral works station is founded with approval from the Ministry of Personnel of the PRC.
- 2004 SDLG wheel loader is named one of China's "Famous Brand Products"
- 2005 Lingong relocates to Linyi's Economic Development Zone and SDLG's sales volume exceeds 10,000 units
- 2006 Lingong enters Joint Venture partnership with Volvo CE
- 2009 "Well-known" trademark by the State Administration for Industry and Commerce
- 2010 Lingong opens a production line for SDLG excavators at its Linyi manufacturing site
- 2011 SDLG's 20,000 units excavator project is fully up and running
- 2011 Lingong is conferred with the "May 1st Day Labor Medal"
- 2011 Lingong releases its second generation energy-saving products that improve efficiency by 20%
- 2011 Lingong exceeds RMB 10 billion in sales revenues
- 2012 Lingong's Technical Center receives the "National Class Technical Center Award"
- 2013 SDLG's excavator factory in Pederneras, Brazil, begins production