



一站式危废污泥干化
One-stop hazardous sludge drying

苏州新坤远环保技术有限公司

Suzhou New Green Environmental Protection Technology Co., Ltd.



网站扫码
Website scanner



微信扫码
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新坤远-危废污泥干化机介绍 201906版本
NGE- Introduction of Dangerous Waste Sludge Dryer Ver201906

NGE
新坤远®

苏州新坤远环保技术有限公司

Suzhou New Green Environmental Protection Technology Co., Ltd.



一站式危废污泥干化减量

One-stop desiccation and reduction of hazardous waste sludge

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苏州新坤远环保技术有限公司

Suzhou New Green Environmental Protection Technology Co., Ltd.

企业宗旨：创造更多价值

Enterprise Purpose: Create More Value

企业理念：用心做事，追求卓越

Enterprise Idea: Work with Heart and Pursue Excellence



Suzhou New Green Environmental Protection Technology Co., Ltd.

一站式危废污泥干化

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新坤远公司介绍

苏州新坤远环保技术有限公司，成立于2016年5月，专业研发、制造低温热泵式污泥干化设备，为客户提供一站式危废污泥干化减量运营服务。

新坤远环保，通过持续的技术微创新，热泵式污泥干化设备不断升级，产品迭代更新，以更可靠、更耐用、更节能、更环保、更简单为追求，立志制造客户喜爱的热泵式危废污泥干化设备。

截止2019年6月，新坤远已经有序批式和连续式两大类，除了标准机型外，还研制开发了衍生机型，如防爆型、加强防腐型、特殊防腐型、特殊除尘型、特殊除臭型、经济型等多种危废污泥低温热泵式干化设备，分别满足不同污泥的干化应用场景。目前新坤远公司拥有12项实用新型专利、6项软件著作权和1项发明专利，公司以技术开发为核心，以满足和超越客户需求为目标，致力于成为小而美的危废污泥低温热泵式干化设备制造商、危废污泥干化减量综合服务运营商。



NGE Company Introduction

Suzhou New Green Environmental Protection Technology Co., Ltd., founded in May 2016, specializes in developing and manufacturing low-temperature heat pump sludge drying equipment to provide customers with one-stop operation services for hazardous waste sludge drying and reduction.

NGE environmental protection, through continuous technological innovation, continuous upgrading of heat pump sludge drying equipment, product iteration update, more reliable, more durable, more energy-saving, more environmentally friendly, simpler pursuit, determined to manufacture customers' favorite heat pump hazardous waste sludge drying equipment.

As of June 2019, NGE has two main types: sequential batch and continuous. In addition to standard models, derivative models have been developed, such as explosion-proof, enhanced anti-corrosion, special anti-corrosion, special dust removal, special deodorization, economic and other low-temperature heat pump drying equipment for hazardous waste sludge to meet different sludge requirements. Drying application scenarios. At present, NGE has 12 utility model patents, 6 software copyrights and 1 invention patents. With technological development as the core, the company aims to meet and exceed customer needs and is committed to becoming a small and beautiful manufacturer of cryogenic heat pump drying equipment for hazardous waste sludge and a comprehensive service operator for drying and reducing hazardous waste sludge.



营业执照 | Business license



资质认证 | Qualification certification



技术专利 | Technical patents



权威认证
ENTERPRISE HONOR
见证辉煌
企业荣誉



软件著作权 | Software copyright



荣誉证书 | Certificate of honor



发展历程 Development History

■ 2001年

2001年7月创立苏州高新开发区创业园的苏州某节能科技有限公司。

Establishment of Suzhou High-tech Development Zone in July 2001 Suzhou Energy Saving Technology Co., Ltd. of Pioneer Park.

■ 2003年

2003年2月迁至苏州工业园区，2005年9月更名为苏州新天远节能环保科技有限公司，拓展公司业务，从原先单一的节能改造技术服务商，延伸到环保的噪音治理，污泥干化设备制造，污水处理的综合性节能、环保方案的提供商。

In February 2003, it moved to Suzhou Industrial Park. In September 2005, it was renamed Suzhou Xintianyuan Energy Conservation and Environmental Protection Technology Co., Ltd. to expand the company's business, from the original single energy-saving transformation technology service provider to environmental noise control, sludge drying equipment manufacturing, sewage treatment comprehensive energy-saving, environmental protection program provider.

■ 2016年

2016年3月，公司迁址到阳澄湖畔的唯华路3号君地中心。同年5月，成立苏州新坤远环保技术有限公司，专业从事污泥干化，污水处理方面的研发、制造、设备租赁及运营服务。同年10月份，加入了苏州市环保协会。

In March 2016, the company moved to No. 3 Weihua Road Military Center near Yangcheng Lake. In May of the same year, Suzhou New Green Environmental Technology Co., Ltd. was established, specializing in sludge drying, sewage treatment research and development, manufacturing, equipment leasing and operation services. In October of the same year, he joined the Suzhou Environmental Protection Association.

■ 2017年

2017年通过ISO9001认证。

In 2017, passed ISO9001 certification.

■ 2018年

2018年3月，公司迁址到工业园区唯新路59号。

In March 2018, the company relocated to No. 59 Weixin Road in the industrial park.

■ 2019年

2019年6月，加入了南通环保产业协会。

In June 2019, he joined Nantong Environmental Protection Industry Association.

公司目标 Corporate Goals

■ 专心研发

专业从事热泵式污泥干化设备的研发、优化、制造和运营服务，低温热泵系列产品已经取得多项突破，拥有12项实用新型专利、6项软件著作权和1项发明专利，技术处于国内领先水平。

Specializing in research and development, optimization, manufacture and operation of heat pump sludge drying equipment, low temperature heat pump series products have made a number of breakthroughs, with 12 utility model patents, 6 software copyrights and 1 invention patents, technology is in the leading level in China.

■ 专业制造

2015年8月成功研发首台低温热泵式污泥干化设备，设备小型化，低成本，无污染，高效干化的特点，可大幅度降低客户的污泥量，为污泥的固化以及后续的处理，带来诸多益处。

In August 2015, the first low-temperature heat pump sludge drying equipment was successfully developed. It has the characteristics of miniaturization, low cost, pollution-free and efficient drying, which can greatly reduce the sludge volume of customers and bring many benefits for sludge solidification and subsequent treatment.

■ 专业运营

危废污泥减量“一站式服务”，无污染，零排放，节省一半的处理费用，无需设备和人员成本投入，无售后问题担忧，每月效益直接享有。

One-stop service for hazardous waste sludge reduction is pollution-free, zero-emission, saving half of the treatment cost without equipment and personnel costs. Investment, no after-sales concerns, monthly benefits directly enjoyed.



连续式危废污泥干化机

Continuous hazardous waste sludge dryer



产品特点 | Features

20%

20%-30%含水率
20% to 30% moisture content

60%

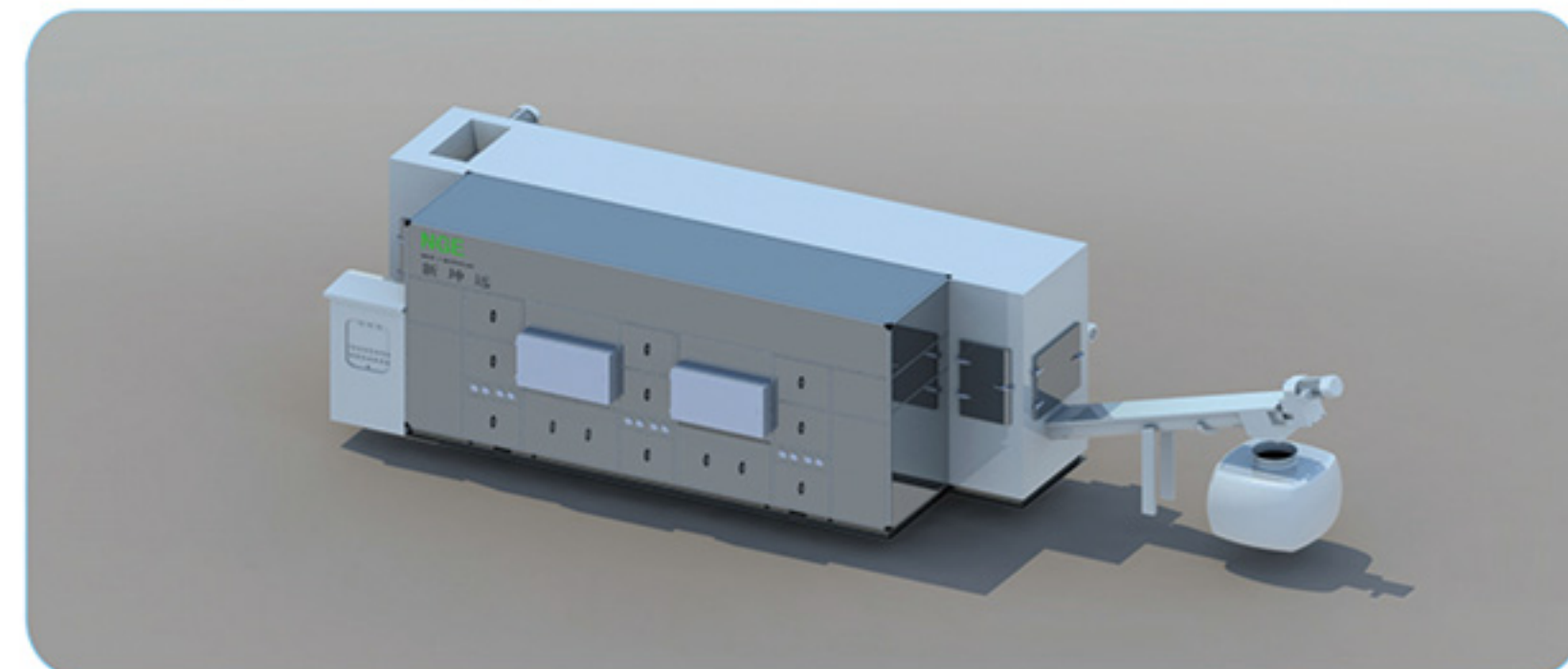
减量60%以上
More than 60% reduction

100%

无热损
百分百热利用
No heat loss
100% heat utilization1度电
SMER
≥3.5kg能耗低每度电
可除水3.5kg以上
Low energy consumption
More than 3.5 kg water
removed per kilowatt hour无臭气排放
无扬尘危害
No odor emission
No dust hazard

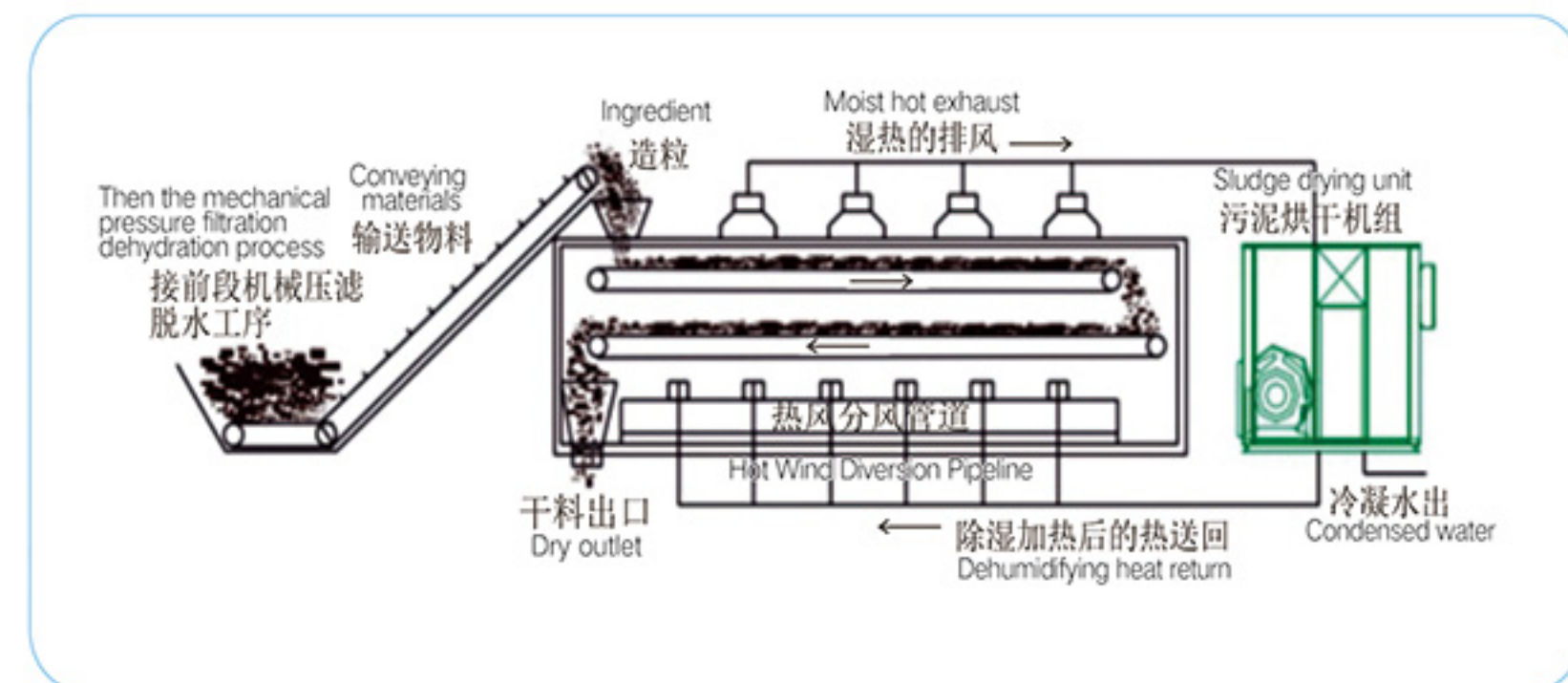
连续式危废污泥干化机三维图

Continuous dangerous waste sludge dryer 3D model



连续式危废污泥干化机原理图

Continuous dangerous waste sludge dryer schematic diagram



连续式危废污泥干化机型号与参数

Continuous dangerous waste sludge dryer types and parameters

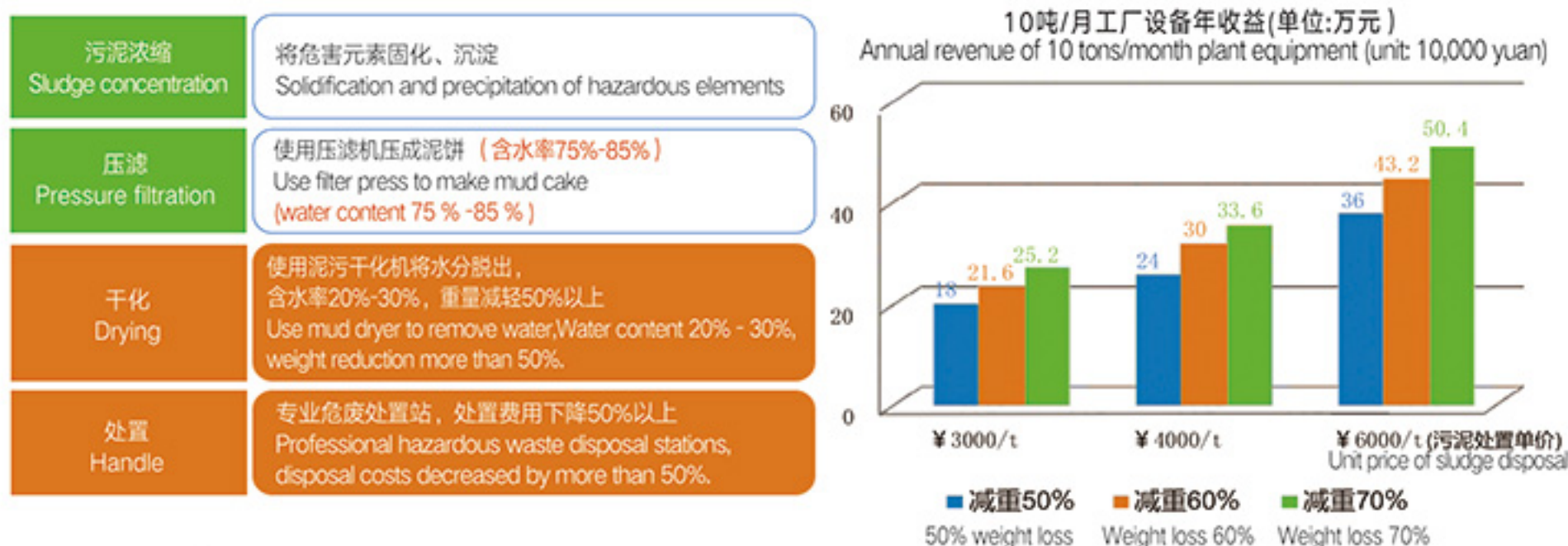
设备型号 Equipment type	设备尺寸 Equipment dimensions	最大功率 (KW) Maximum power (KW)	运行功率 Operating power	除水量 (kg/天) Dewatering capacity (kg/day)	电源类型 Type of power supply	智能控制 Intelligent control	干化方式 Drying mode	减重率 Weight loss rate	适用污泥 Applicable sludge
SLX-10	3000×2245×2700	40	24	1000	三相五线 Three-phase five phase	人机界面 Man-Machine interface	连续式 Continuous	40-70%	所有固状 All solids
SLX-20	5600×3200×2700	60	48	2000	三相五线 Three-phase five phase	人机界面 Man-Machine interface	连续式 Continuous	40-70%	所有固状 All solids

注：以上为标准机型，特殊专用机型请致电本公司。单条干化流水线设备除水能力最大可达30吨/天。
Note: The above are standard models. For special models, please call our company. The maximum water removal capacity of single drying pipeline equipment can reach 30 tons per day.

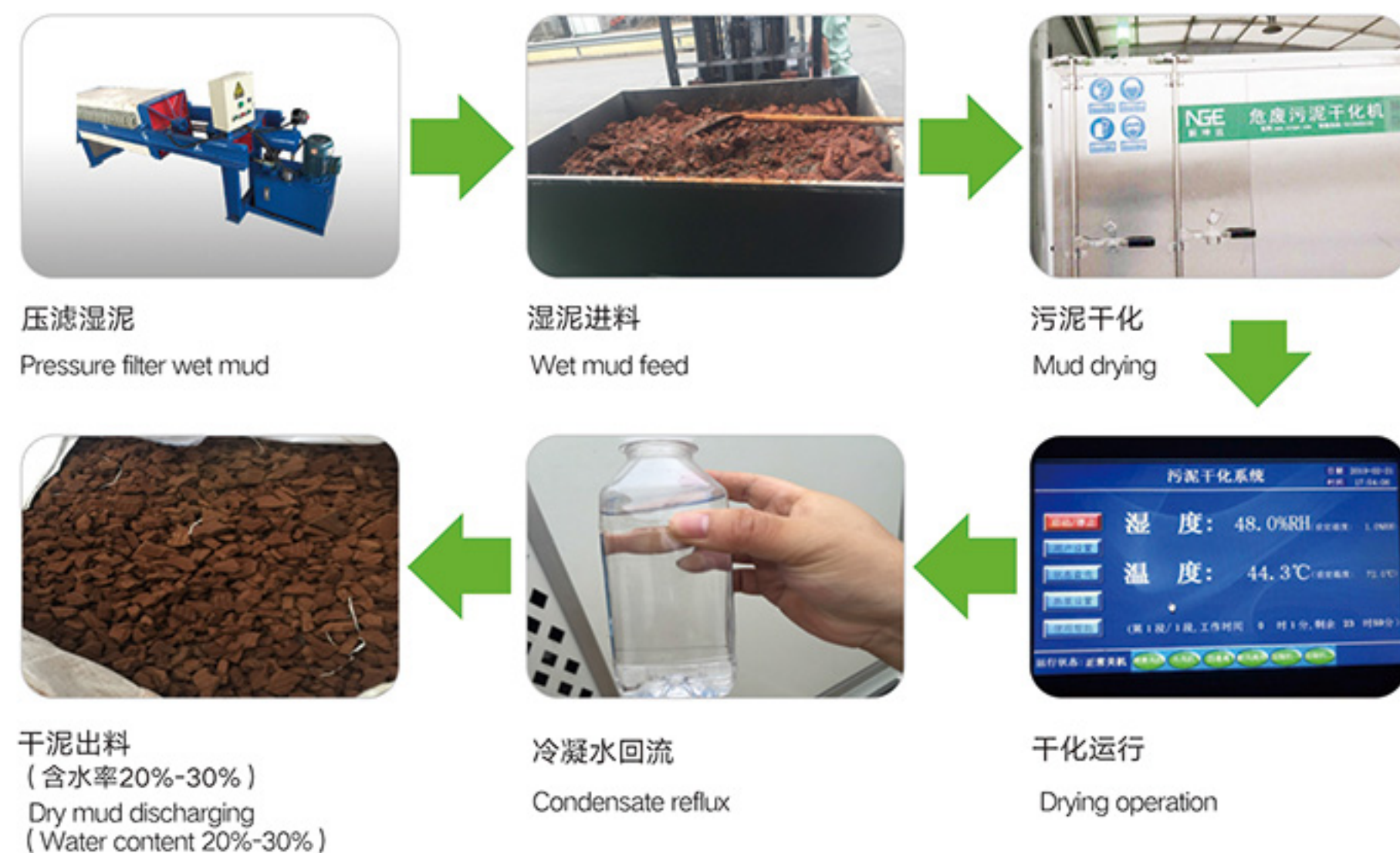
产品应用 Product Application

以10吨每月的污泥量，按照3000元/吨，4000元/吨，6000元/吨的危废处理价格，分别按污泥干燥后减重50%、60%、70%的情形，计算企业可节约的污泥处置费用试算表。

Calculate the enterprise's economical sludge disposal costs by 50 %, 60 %, and 70 % of the sludge drying at the dangerous waste treatment prices of 3,000 yuan/ton, 4,000 yuan/ton, and 6,000 yuan/ton per month. Trial balance table.



作业流程 Operation Flow



应用领域 Application Area



化工·医药
Chemical Industry · Medicine



造纸·印染
Papemaking · Printing and Dyeing



电子·电镀
Electronics · Electroplating



冶金·石油
Metallurgy · Petroleum



陶瓷·卫浴
Ceramics · Bathroom



生活·污泥
Life · Sludge



油漆·喷涂
Paint · Spraying

应用案例 Application Case

一、电子行业 Electronic Industry

深圳某精密技术有限公司 A Technology Precision Company in Shenzhen Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW17	上市公司 Listed company	100吨/月 100 tons per month	SLX-80	50% Fifty percent	1000万/年 10 million per year



现场设备
Field equipment



防爆设施
Explosion-proof facilities



出泥口
Mud outlet



干泥
Dry mud

杭州士兰微电子有限公司 Hangzhou Shilan Microelectronics Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW17	上市公司 Listed company	60吨/月 65 tons per month	SDR-20	65% Sixty-five percent	70万/年 700,000 per year



现场设备
Field equipment



卸泥平台
Mud unloading platform



干化前湿泥
Wet mud before drying



干化后干泥
Dry mud after drying

吴江三电精密有限公司 Wujiang Sandian Precision Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW08	日资 Japanese capital	25吨/月 25 tons per month	SDR-20	60% Sixty percent	40万/年 400,000 per year



设备入场
Equipment admission



现场设备
Field equipment



干化前湿泥
Wet mud before drying



干化后干泥
Dry mud after drying

二、新材料 New Material

贺氏特殊材料有限公司 Heshi Special Materials Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW13	美国独资 United States sole proprietorship	30吨/月 30 tons per month	SDR-20	55% Fifty-five percent	72万/年 720,000 per year



现场设备
Field equipment



料箱进设备
Feeding equipment for bin



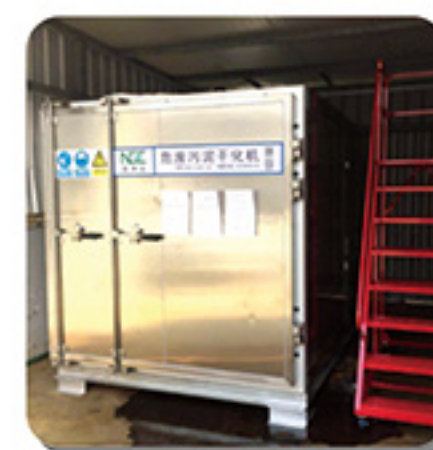
干化前湿泥
Wet mud before drying



干化后干泥
Dry mud after drying

江苏太极实业新材料有限公司 Jiangsu Taiji Industrial New Materials Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW12	国企 State-owned enterprises	30吨/月 30 tons per month	SDR-20	60% Sixty percent	60万/年 600,000 per year



设备现场
Field equipment



设备背面
Back of equipment



干化前湿泥
Wet mud before drying



干化后干泥
Dry mud after drying

三、钢铁 Iron and Steel

重庆秋田齿轮有限公司 Chongqing Akita Gear Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW17	民营 Private	35吨/月 35 tons per month	SDR-20	65% Sixty-five percent	70万/年 700,000 per year



公司全貌
Overview of the company



现场设备
Field equipment



干化前湿泥
Wet mud before drying



干化后干泥
Dry mud after drying

常州常宝精特钢管有限公司 Changzhou Changbao Jingte Steel Pipe Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW17	上市公司 Listed company	60吨/月 60 tons per month	2台SDR-20	62% Sixty-two percent	99.8万/年 998,000 per year



公司全貌
Overview of the company



现场设备
Field equipment



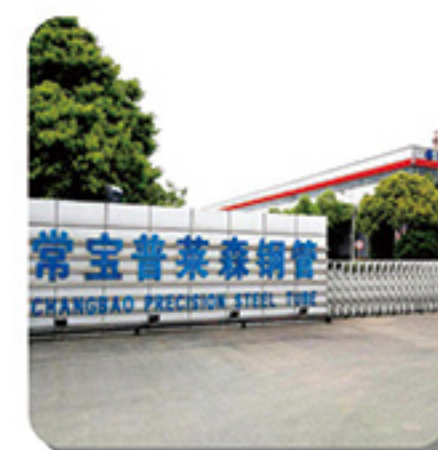
设备背面
Back of equipment



干化后干泥
Dry mud after drying

常州常宝普莱森钢管有限公司 Changzhou Changbao Playson Steel Pipe Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW17	上市公司 Listed company	35吨/月 35 tons per month	SDR-20	62% Sixty-two percent	57万/年 570,000 per year



公司全貌
Overview of the company



现场设备
Field equipment



冷凝水
Condensate



干化后干泥
Dry mud after drying

江苏百澄特种钢管制造有限公司 Jiangsu Baicheng Special Steel Pipe Manufacturing Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW17	民营 Private	100吨/月 100 tons per month	2台SDR-20	65% Sixty-five percent	130万/年 1,300,000 per year



现场设备
Overview of the company



干化运行设置
Drying operation Settings



干化前湿泥
Wet mud before drying



干化后干泥
Dry mud after drying

四、汽车零部件 Automotive Parts and Components

东机工汽车部件（苏州）有限公司 Tokiko Motor Parts(Suzhou) Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW17	日本独资 Japanese sole proprietorship	40吨/月 40 tons per month	SDR-20	70% Seventy percent	56万/年 560,000 per year



设备入场
Equipment admission



公司全貌
Overview of the company



设备现场
Field equipment



技术人员一起参观学习
Technicians visit and study together

五、半导体 Semiconductor

苏州晶方半导体科技股份有限公司 Suzhou Jingfang Semiconductor Technology Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW22	A股上市 A-share listing	15吨/月 15 tons per month	SDR-20	67% Sixty-seven percent	26万/年 260,000 per year



设备现场
Field equipment



干化运行
Drying operation



干化前湿泥
Wet mud before drying



干化后干泥
Dry mud after drying

六、生物医药 Biomedicine

江苏科鼎生物制品有限公司 Jiangsu Kedang Biological Products Co., Ltd.

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
HW13	民营 Private	45吨/月 45 tons per month	SDR-20	67% Sixty-seven percent	58万/年 580,000 per year



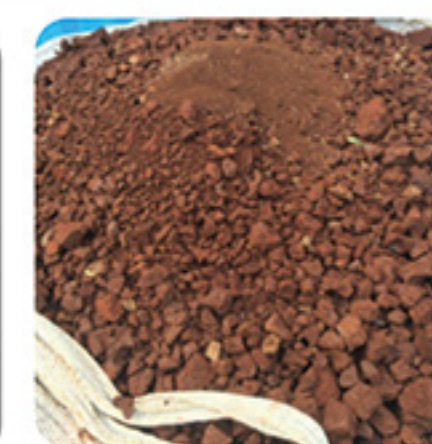
设备安装
Equipment installation



现场布局
Site layout



干化前湿泥
Wet mud before drying



干化后干泥
Dry mud after drying

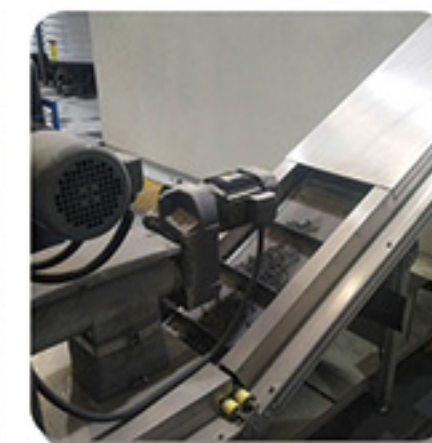
七、生活泥污 Living Mud

某化工区集中处理中心 Centralized Processing Center Of A Chemical Industry Zone

危废类别 Categories of hazardous waste	公司性质 Corporate nature	危废量 Dangerous waste quantity	减量设备 Reduction equipment	减重率 Weight loss rate	设备效益 Equipments benefit
生活泥污 Living Mud	国营 State-operated	300吨/月 300 tons per month	SLX-40	67% Sixty-seven percent	仅考虑零排放 Consider zero emissions only



现场设备
Equipment Admission



出泥口
Mud outlet



设备标牌
Equipment label



设备参数
Equipment parameters

八、化工 Chemical Industry

科莱恩特殊化学品（镇江）有限公司 Clariant Special Chemicals (Zhenjiang) Co., Ltd.

危废类别	公司性质	危废量	减量设备	减重率	设备效益
Categories of hazardous waste	Corporate nature	Dangerous waste quantity	Reduction equipment	Weight loss rate	Equipments benefit
HW13	瑞士独资 Swiss sole proprietorship	25吨/月 25 tons per month	SDR-20	70% Seventy percent	60万/年 600,000 per year

现场设备
Field equipment设备运行
Equipment operation干化前湿泥
Wet mud before drying干化后干泥
Dry mud after drying

九、喷涂 Spraying

某（昆山）自行车零部件有限公司 Some(Kunshan) Bicycle Parts Co., Ltd.

危废类别	公司性质	危废量	减量设备	减重率	设备效益
Categories of hazardous waste	Corporate nature	Dangerous waste quantity	Reduction equipment	Weight loss rate	Equipments benefit
HW21 HW49	日本独资 Japanese sole proprietorship	33吨/月 33tons per month	SDR-20	63% Sixty-three percent	59万/年 590,000 per year

现场设备
Field equipment设备调试中
Equipment debugging干化前湿泥
Equipment label干化后干泥
Equipment parameters

十、印染行业 Printing and Dyeing Industry

德司达（无锡）染料有限公司 Desda (Wuxi) Printing and Dyeing Co., Ltd.

危废类别	公司性质	危废量	减量设备	减重率	设备效益
Categories of hazardous waste	Corporate nature	Dangerous waste quantity	Reduction equipment	Weight loss rate	Equipments benefit
HW17	德国独资 German sole proprietorship	140吨/月 Forty tons per month	SDR-20	70% Seventy percent	56万/年 560,000 per year

现场设备
Field equipment卸泥平台
Mud unloading platform卸泥平台
Mud unloading platform干化后干泥
Dry mud after drying

十一、颜料 Pigment

贝碧欧美术颜料有限公司 Beibei Euro-American Art Pigment Co., Ltd.

危废类别	公司性质	危废量	减量设备	减重率	设备效益
Categories of hazardous waste	Corporate nature	Dangerous waste quantity	Reduction equipment	Weight loss rate	Equipments benefit
HW12	法国独资 French sole proprietorship	80吨/月 80 tons per month	SDR-10	67% Sixty-seven percent	65万/年 650,000 per year

公司全貌
Overview of the company现场设备
Field equipment干化前湿泥
Wet mud before drying干化后干泥
Dry mud after drying

客户关心的几个问题

Question & Answer for Customer

► 我们工厂已经有污泥干化设备了，不需要你们新坤远的热回收式污泥干化机。

Our factory already has sludge drying equipment. We don't need your NGE heat recovery sludge dryer.

我们知道，所有的工厂污水处理后的污泥，都会有污泥的脱水设备，譬如板框压滤机，叠螺脱水机，带式压滤机。通过这些机器处理后的污泥，一般都装袋，交给专业的污泥处置企业处理，污泥处置企业按重量收费。

We know that all the sludge after sewage treatment in factories will have dewatering equipment for sludge, such as plate and frame filter press, laminated screw dewaterer, belt filter press. The sludge processed by these machines is usually bagged and handed over to professional sludge disposal enterprises, which charge by weight.

► 我们公司的污泥可以用吗？

Can our company's sludge be used?

所有污水处理过程中产生的污泥，经过压滤设备脱水后的污泥，新坤远的设备都可进行再次干化。新坤远热回收式污泥干化机，从干化技术考量，适合所有的污泥；从经济性考量，对工业危废污泥更具有经济性。

All sewage sludge produced in the process of sewage treatment, sludge dewatered by pressure filtration equipment, NGE equipment can be dried again. NGE heat recovery sludge dryer, from the perspective of drying technology, is suitable for all sludge; from the perspective of economy, it is more economical for industrial hazardous waste sludge.

► 新坤远公司的热回收式污泥干化机，干化能力如何？

How about the drying capacity of the heat recovery sludge dryer of NGE company?

可将污泥含水率75%~85%降低到惊人的20%。

The sludge moisture content can be reduced from 75% ~ 85% to an astonishing 20%.

► 新坤远公司的热回收式污泥干化机，耗电多吗？

Does NGE's heat recovery sludge dryer consume more electricity?

由于采用了热能回收方式，采用节能环保的设计理念来研发的这个设备，所以干化污泥耗电非常少，100KG的除水量，仅耗电30~50度。设备从设计到运行，体现的是节约能源，高效干化。

Due to the use of heat energy recovery, energy-saving and environmental protection design concept to develop this equipment, so, the power consumption of dry sludge is very small, 100KG dewatering capacity, only 30-50 degrees of power consumption. From design to operation, the equipment embodies energy saving and efficient drying.

► 用新坤远公司的热回收式污泥干化机，对我们企业有什么好处？

What's the benefit for our enterprise to use NGE's heat recovery sludge dryer?

企业的污泥都是委托专业资质的处理公司进行处理，处置的费用逐年提高。污泥干化后，减少了泥污量，对于环评后，有年污染限量指标的企业，可以不超标。可以在原环境评估允许的污泥量基础上，加大产能。对于产能相对稳定的企业，可以减少泥污的排放量及委外处置费用。

Enterprise sludge is entrusted to professional qualified treatment companies for treatment, the cost of disposal increased year by year. After sludge drying, the amount of sludge is reduced. For enterprises with annual pollution limit index after EIA, they can not exceed the standard. On the basis of the sludge allowed by the original environmental assessment, the production capacity can be increased. For enterprises with relatively stable production capacity, the discharge of mud and the cost of disposal outside the commission can be reduced.

► 什么样的污泥，使用新坤远的热回收式污泥干化机效益最好？

What kind of sludge, the use of NGE heat recovery sludge dryer is the best benefit?

污泥的委外处置单价较高、含水率高。希望减少污泥量、降低污泥处置费用的企业，使用新坤远的热回收式污泥干化设备，经济效益尤为突出。

Enterprises that want to reduce sludge volume and sludge disposal cost because of high unit price and high water content of sludge disposal outside the Commission use NGE heat recovery sludge drying equipment, and the economic benefit is particularly outstanding.

► 新坤远的热回收式污泥干化机会不会有废气？

Will there be no waste gas in the heat recovery sludge drying opportunity of NGE?

新坤远热回收式污泥干化机，是全密闭的干化设备，蒸发产生的蒸汽，全部冷凝成清澈的水排放到污水处理池，不会有任何额外废气。设备从设计到运行，体现的就是清洁，环保，对环境友好。

NGE heat recovery sludge dryer is a fully enclosed drying equipment, evaporating steam, all condensed into clear water and discharged into the sewage treatment tank, without any additional waste gas. From design to operation, the equipment embodies cleanliness, environmental protection and environmental friendliness.

► 我们工厂污泥处理车间空间小，新坤远的热回收式污泥干化机占地大吗？

Our sludge treatment workshop has a small space. Does NGE heat recovery sludge dryer occupy a large area?

新坤远热回收式污泥干化机，模块化紧凑设计，单模块占地仅2m*3m，6个平方即可。占地非常小，不用永久固定放置，只要有平整的水泥地面，甚至道路边，建筑物边上，户外都可以放置。场地灵活多样，客户各种场地均能放置。

NGE heat recovery sludge dryer, modular and compact design, single module covers only 2m*3m, 6 square meters. It occupies a very small area and does not need to be permanently fixed. It can be placed outdoors as long as there is a level cement floor, even on the side of roads and buildings. The venues are flexible and diverse, and all kinds of venues can be placed by customers.

► 我们单位资金预算有限，没有资金购买怎么办？

Our unit's capital budget is limited. What if we don't have capital to buy it?

新坤远热回收式污泥干化机，提供多种商务模式，满足各类客户的需求。针对不同客户，提供灵活多样的合作方式。

1、资金充裕的客户，可直接购买设备。

2、没有固定资产预算，目前无法投入资金购买的客户，可以通过分期购买，或者租用新坤远的污泥干化设备，分期付的款项或租金来自于污泥减量的经济效益。这样，原先预算用于污泥处置的费用，可转换为支付污泥干化设备的分期付款或者租金。通过分期付款，或租用新坤远的污泥干化设备，降低原先的污泥处置费用，减少污泥量，满足环保指标要求。

3、污泥量很少，污泥处置单价较高，干化设备利用率低的客户，新坤远可提供污泥干化服务，通过污泥的减重量，来计算收取费用。

4、污泥量很大的企业，由于设备投资大，可以选择融资租赁的方式。

NGE heat recovery sludge dryer provides a variety of business models to meet the needs of various customers. To provide flexible and diverse ways of cooperation for different customers.

1. Customers with sufficient funds may purchase equipment directly.

2. Without fixed assets budget, customers who can not invest funds to purchase at present can purchase sludge drying equipment by stages or rent NGE sludge drying equipment, payment or rent by stages, from the economic benefits of sludge reduction. In this way, the cost of sludge disposal originally budgeted can be converted into payment of installments or rents for sludge drying equipment. By installment payment or renting NGE sludge drying equipment, the original cost of sludge disposal can be reduced, the sludge volume can be reduced, and the requirements of environmental protection indicators can be met.

3. NGE can provide sludge drying services for customers with low sludge volume, high sludge disposal unit price and low utilization rate of drying equipment. The charge is calculated by reducing the weight of sludge.

4. Enterprises with large sludge volume can choose financing lease mode because of large investment in equipment.

► 我对新坤远热回收式污泥干化机很感兴趣，可以试用吗？

I'm interested in NGE heat recovery sludge dryer. Can I try it out?

对新坤远污泥干化设备感兴趣的客户，可参观目前正在运行的实际案例。对于意向明确的客户，新坤远公司可以提供设备供客户试用。

Customers interested in the NGE sludge drying equipment can visit actual cases that are already in operation. For customers with clear intentions, NGE company can provide equipment for customer trial.

► 新坤远热回收式污泥干化机坏了怎么办？会不会影响我公司的污泥干化生产？

What about the breakdown of NGE heat recovery sludge dryer? Will it affect our sludge drying production?

我们深知，只有过硬的品质，才能赢得客户的信赖。生产设备如果故障率高，客户是很闹心的。新坤远追求的，不仅仅是设备质保期内不坏，而是设备的寿命周期内的高可靠，低维护。

我们从产品研发开始，就是立志为环保行业提供更具价值的环保设备与服务。我们珍惜每一个研发成果，珍视每一位客户对我们的信任。我们用高可靠的设计方案和零部件，来提高设备的可靠性，减低维护成本，降低设备的能耗，延长设备的寿命。核心的部件全部采用国际知名品牌，一般的零部件，坚持选用国内的优质名牌，我们的服务反馈时间是24小时，如果48小时无法修复，可为客户提供备用机器，不影响客户的生产。我们致力于为客户创造更多的价值，从而实现新坤远公司的价值。

We are well aware that only excellent quality can win the trust of customers. If the failure rate of production equipment is high, the customers are very upset. NGE pursues high reliability and low maintenance in the life cycle of the equipment, not only the quality guarantee period of the equipment is not bad.

From the beginning of product research and development, we are motivated to provide more valuable environmental protection equipment and services for the environmental protection industry. We cherish every R&D achievement and every customer's trust in us. We use highly reliable design schemes and components to improve the reliability of equipment, reduce maintenance costs, reduce energy consumption and extend the life of equipment. The core components are all well-known international brands, general components, adhere to the selection of domestic high-quality brand names, our service feedback time is 24 hours, if 48 hours can not be repaired, can provide customers with spare machines, does not affect customer production. We are committed to creating more value for our customers, so as to realize the value of NGE Company.

► 用全寿命分析法来评估新坤远热回收式污泥干化设备的价格。

Evaluation of the price of NGE heat recovery sludge drying equipment using the whole life analysis method.

单纯看设备的价格，无法评判设备的价值。设备的性价比，全寿命成本分析，才是评估设备价值的唯一标准。便宜没好货，好货不便宜。没有人相信，便宜可以制造出高质量的产品。评估设备在整个寿命周期内产生的价值，与设备的初始购买投资以及维护费用做对比，才是正确的方法。

Simply looking at the price of the equipment, can not judge the value of the equipment. Value and cost analysis of equipment are the only criteria for evaluating the value of equipment. Nothing good is cheap, nothing good is cheap. No one believes that cheap products can be made of high quality. Assessing the value generated by the equipment over its life cycle, as opposed to the initial purchase of the equipment and maintenance costs, is the correct approach.