




MTS——创新永无止境

—— 访美特斯工业系统（中国）有限公司总裁 David Saylor 先生

MTS: Innovation never ends

—— Interview with Mr. David Saylor, President of MTS Systems (China) Co., Ltd.

□本刊记者　李 莉

MTS 系统公司（MTS Systems Coporation）是一家在纳斯达克上市的美国中型公司，总部位于美国明尼苏达州伊甸草原市，是全球首屈一指的高性能力学试验系统、运动模拟器以及传感器供应商。从材料、车辆和飞机的强度、耐久性性能试验到地震模拟系统，MTS 的技术和产品是该领域遥遥领先的世界领头羊。无论在中国汽车行业自主品牌建设，还是在高速铁路合作；无论是大飞机、风力发电系统、还是建筑结构，MTS 系统公司都能利用在力与位置控制技术方面的优势，提供针对产品的质量、性能、寿命和资源消耗的最优解决方案，并谨守企业的社会责任，为中国工业发展提供最好的保障。

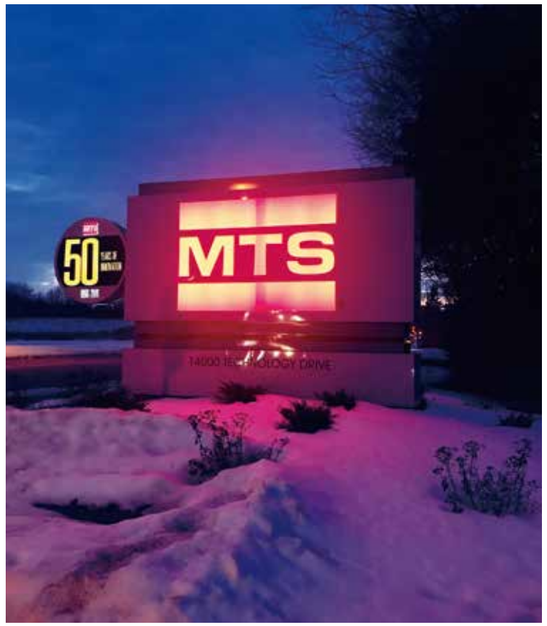
美特斯工业系统（中国）有限公司总裁 David Saylor 先生
Mr. David Saylor, President of MTS Systems (China) Co., Ltd.

在 MTS 中国区市场部的安排下，记者如约采访了美特斯工业系统（中国）有限公司的总裁 David Saylor 先生。David Saylor 总裁介绍说，美国 MTS 系统公司是国际首屈一指的工业试验设备制造商，总部成立于 1966 年。MTS 系统公司和世界各地的产品开发商通力合作，帮助客户以更快速和更节约成本的方式设计、开发和生产更优质的产品，为工程师、研究人员和制造商提供试验设备，使他们能够在工作中取得卓越的成就。自上世纪 70 年代后期进入中国市场以来，国内许多国家科研机构、重点高校和大型企事业单位就引进了许多 MTS 测试和模拟系统包括相应的软件，如中科院的许多科研所、航空航天研究所、清华大学、上海交通大学、同济大学等国内外知名大专院校。这些客户在改革开放的初期就与 MTS 系统公司建立了合作关系。在工业界，宝钢、上海大众、上海通用、一汽集团、二汽集团、奇瑞等知名企业也早已成为 MTS 的重要用户。深圳新三思集团于 2008 年并入 MTS 系统公司后，美特斯工业系统（中国）有限公司总部设置在上海，在北京和深圳设有两个分公司，并建立了遍布全国的多个销售代表处和客服中心，确保能够更快更好地为用户提供服务。MTS 系统公司在力学试验领域为各层次的用户提供经济实惠的最佳试验解决方案。David Saylor 总裁说：“除了美国总部外，在中国、日本、韩国、印度都有 MTS 投资的分公司，澳大利亚、新西兰等地有我们的合作伙伴。多年来，MTS 测试业务的汽车、材料和结构三个大板块业务，一直保持持续增长态势，客户的产品和技术需求也推动我们不断升级。中国对 MTS 的全球业务非常重要，不断创造订单奇迹，已经成为集团的全球静态试验产品研发和生产中心。目前，中国地区的业绩占比在不断扩大，成为我们全球业务板块最大的一块。公司目前很大一部分业务量在汽车制造行业，是 MTS 业务的一个亮点，其余则分布在铁路、航空、材料等行业。中国作为全球最大的汽车生产国和最大的汽车市场，新车型，尤其是新能源汽车等新兴业务也是带动我们 MTS 快速发展的关键。例如，近年来中国在基础建设方面的发展非常显著。当看到一些摩天大楼，想到当这些巨大工程的背后都使用了我们的试验设备，我们 MTS 人会有特别的成就感而深感自豪。”


办公环境

绿色发展是构建现代化经济体系的必然要求，是解决环境污染问题的根本之策。随着中国经济的迅猛发展，以节能环保为重点的“绿色技术”为企业提出了新的要求。MTS 的技术和产品都体现了深层次的“绿色技术”：一、MTS 的设备和试验技术都符合“绿色”的要求，，例如 MTS 地面车辆道路模拟试验系统，既 329 型轴耦合或者 320 型轮胎耦合道路模拟试验系统，能够在试验室里复现真实的汽车行驶工况，很快就可以得到车辆底盘耐久性能评估的结果，这个过程大大节省了人力、物力、减少大量的碳排放；二、MTS Flat-Trac（轮胎平带式性能试验设备），主要应用于（汽车厂和轮胎厂）在轮胎开发过程中对轮胎建立力学模型，这在世界上是独一无二的。该设备可直接在试验室对所有备选轮胎进行测试和比较，缩短产品开发周期，减少人力和物力，提高效率。因此，MTS 在帮助广大地面车辆行业


办公环境



进入“绿色时代”的作用是毋庸置疑的；三、MTS 在优化风力发电机材料、零部件及结构的可靠性和正常运行时间所需的高级系统和测试技术方面，拥有不可比拟的优势，MTS 曾为世界一流的风力发电机制造商、供应商和研究机构提供测试解决方案，用户包括美国国家可再生能源试验室（NREL）、丹麦维斯塔斯集团、西班牙国家可再生能源中心（CENER）、英国新能源与可再生能源中心（NaREC）、美国加利福尼亚大学圣地亚哥分校（UCSD）、德国弗劳恩霍夫应用研究促进协会等。

David Saylor 总裁强调说：“我们的‘绿色’理念体现在两个方面：一是我们自身的产品环保；二是我们让客户的产品更加环保，






比如，在车辆领域，很多研究人员和厂家提出使用新的材料、新的工艺，但是这些新材料新工艺能否被可靠的应用于车辆里，客户需要我们提供一个正确的测试方案来验证。新能源车最重要的一部分就是动力电池，动力电池越来越大，越来越重，受到环境影响也越来越多，所以，车企大部分都会应用我们的多轴振动系统做动力电池的耐久性振动试验。这样，MTS 就直接或间接地帮助客户达到节能、减排以及安全的目标。”张威经理补充说：“现在车不光能开，还要质量可靠。通过模拟测试防患于未然，能在试验室补齐短板、跟踪发展、超前布局同步推进，努力实现关键核心技术重大突破，MTS 能够帮助广大客户提升创新体系整体效能。”

MTS 人在 David Saylor 总裁的带领下，上下一心，敢于在攻坚克难中追求卓越，加快向创新驱动发展转变。在 MTS，有德高望重的专家，有技艺精湛的工程师，还有一大批朝气蓬勃的青年骨干。2016 年 David Saylor 先生担任美特斯工业系统（中国）公司的总裁，全面负责 MTS 系统公司在中国地区的运营，他说，为了贴近客户、贴近市场，他业余时间学习普通话，在读写两个方面挑战自己。他到过包括中国上海、深圳、北京、三亚、西安在内的很多城市，他很喜欢有历史感和文化底蕴的西安和北京，也曾在深圳工作过，体验到中国快节奏的城市生活，也感受过中国古城文化的深厚内涵。他说：“很多人认为 MTS 的技术力量很多都来自于美国，事实上我们在中国有 100 人左右的技术团队，他们在努力了解中国客户的需求和想法，而且中国的研发团队会同美国总部的研发团队联合一起做产品技术的开发和新的领域的探索和应用。我们近期要搬到新办公室了，那边的工位设计也跟传统的办公间设计不一样，更透明更开放，彼此间更容易交流。无论办公环境怎样变化，愿意和乐于帮助客户解决问题的氛围是没有变的。”

构建有效的市场机制使 MTS 进入高质量发展阶段。近年来，MTS 系统公司在中国的业务获得了超越常规的发展速度，销售额以倍数增长，。David Saylor 总裁说：“我们的产品和服务模式都让客户感受到了 MTS 设备极高的性价比。以前，MTS 绝大部分的传统工程团队都是在美国，中国只有售前技术支持和售后服务安装。MTS 不断发展本地科研生产能力，重视本地管理和技术人才培养。目前，我们在中国有了百人工程师团队，他们不仅是售前、售后技术支持，而是根据中国市场环境做研发的团队。未来我们需要增加本土力量，产品服务上也要加强本土化工作；另外，我们也在努力让组织结构更加有效，争取把决策权从总部调整到中国，让中国根据市场情况有更多主动权、话语权和决策权。MTS 作为美国材料试验标准制定的参与者，在试验机领域拥有最权威的技术。我们也希望在这种大环境下，做测试行业无可争议的老大。”

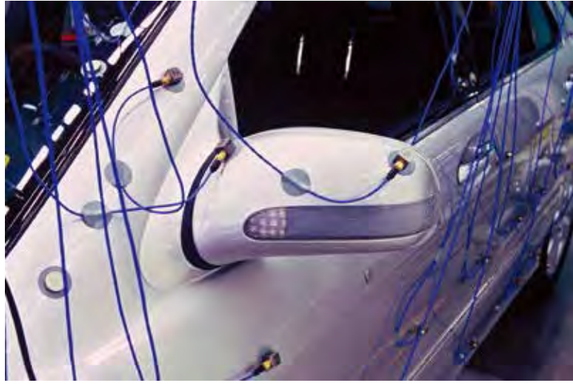
美特斯工业系统（中国）有限公司总裁 David Saylor 先生
Mr. David Saylor, President of MTS Systems (China) Co., Ltd.

MTS Systems Corporation is a Nasdaq-listed medium-sized American company headquartered in Eden Prairie, Minnesota, USA. It is a world-leading supplier of high-performance mechanical property test systems, motion simulators and sensors. The technology and products of MTS is unmatched in industries such as strength and durability performance tests of materials, vehicles and aircrafts, as well as seismic simulation systems. From self-owned brand building in automotive industry in China, to high-speed railway cooperation, large aircrafts, wind power generation systems, as well as building structures, MTS Systems takes advantage of forces and motions control technology to provide optimal solutions considering product quality, performance, life and resource consumption, and abides by the corporation's social responsibility and provides the most powerful guarantee for China's industrial development.

With the help of the Marketing Department of MTS Systems (China), the journalist interviewed Mr. David Saylor, president of MTS Systems (China) Co., Ltd. as arranged David said that MTS Systems was a world-leading manufacturer of industrial test equipment first started in 1966. MTS Systems Corporation works closely with product developers worldwide to help clients design, develop and produce higher-quality products faster and more efficiently, and provides test equipment for engineers, researchers and manufacturers to optimize their work performance. Since MTS Systems' entering the Chinese market in the late 1970s, many China national research institutions, key universities and large enterprises and public institutions have introduced quite a number of MTS testing and simulation systems including associated software, such as the scientific research institutes and aerospace research institutions of the Chinese Academy of Sciences, Tsinghua University, Shanghai Jiaotong University, Tongji University and other world-renowned colleges and universities. These clients have established cooperative relations with MTS Systems Corporation at the beginning of the reform and opening up. In the industrial community, MTS have also developed key clients such as Baosteel, Shanghai Volkswagen, Shanghai General Motors, China First Automobile Works Group, China Second Automobile Works Group, Chery, and other well-known enterprises. After Shenzhen SANS Testing Machine Co., Ltd. was merged into MTS Systems Corporation in 2008, MTS Systems (China) was headquartered in Shanghai, with branches in Beijing and Shenzhen and a number of sales offices and customer service centers across China to ensure faster and better service for its clients. MTS Systems Corporation provides economical and cost-effective optimal solutions of mechanical property test for users at all levels. David said, "In addition to the US headquarters, there







are MTS invested branches in China, Japan, Korea, and India, and we also have partners in Australia and New Zealand. Over the years, MTS test business has maintained a sustained growth in the automotive, material and structure sectors. Our clients' demands for products and technology have also pushed us to constantly upgrade. China is important to MTS' global business by constantly breaking new highs of the order volume, and it has become the global static test product research, development and production center of MTS. At present, the performance share in China is expanding and has become the largest among our global business units. A large part of our business volume lies in the automobile manufacturing industry, which is a highlight of MTS business, while the rest is distributed in the railway, aviation, materials and other industries. As the world's largest automobile producer and market, new automobile models, especially new energy vehicles and other emerging businesses are also the key to the rapid development of MTS. For example, in recent years, China has made remarkable progress in infrastructure construction. Seeing the skyscrapers, huge projects for which our test equipment is used, we feel proud of our accomplishment.

Green development is essential to build a modern economic system and fundamental to address environmental pollution. With the rapid development of China's economy, "green technology" which focuses on energy conservation and environmental protection puts forward new requirements for enterprises. MTS has been addressing such challenges in terms of both technologies and products: First, MTS equipment and test technology are in line with the "green" requirements. For example, MTS road simulation test system for ground vehicles, namely type 329 axle-coupling or type 320 tire-coupling road simulation test system,

which could reproduce the real vehicle traveling conditions in the laboratory and obtain quickly the assessment result of the durability performance of vehicle chassis. Such process saves a lot of manpower, material resources and reduces considerable carbon emissions. Secondly, MTS Flat-Trac (a performance test equipment for the tire running on a continuous flat belt) is

mainly applied to build mechanical models of tires during tire development (of automobile and tire factories), which is unique in the world. The equipment can directly test and compare all alternative tires in the laboratory, shorten the product development cycle, save manpower and material resources, and improve efficiency. Therefore, it is beyond question that MTS plays an important part in helping the ground vehicle industry to enter the "green era". Thirdly, MTS has incomparable advantages in the advanced systems and test technology necessary to optimize the reliability and normal operation time of wind turbine materials, parts, components, and structures. MTS has provided test solutions for world-class wind generator manufacturers, suppliers and research institutions, including the National Renewable Energy Laboratory (NREL), the Vistas Group Inc. of Denmark, the National Renewable Energy Center of Spain (or Centro Nacional de Energías Renovables, CENER), the New and Renewable Energy Center of the UK (NaREC), the University of California, San Diego (UCSD), and the Fraunhofer-Gesellschaft of Germany.

David stressed, "Our concept of 'green' is manifested in two aspects: first, our products are environment-friendly; second, we help our clients to produce environment-friendly products. For example, many researchers and manufacturers in the vehicle industry have proposed to use new materials and processes, but their reliability in application requires verification of a correct test scheme. The most important part of the new energy vehicles is power battery which is getting bigger and heavier, and affected more by the environment. Therefore, many vehicle enterprises will use our omni-axial vibration system for durability vibration test of the power battery. In this way, MTS directly or indirectly helps our clients save energy, reduce emission and enhance safety. Zhang Wei, the Manager, added, "Compared with running of the vehicles, reliable quality is more demanding. MTS helps its clients improve the overall efficiency of innovation system by simulation test to make up the shortage, track the development and lead in the layout synchronously in the laboratory, striving to achieve major breakthroughs in key and core technologies.

Under the leadership of David, the MTS team is determined to pursue excellence by overcoming difficulties and accelerate the transformation to innovation-driven development. MTS boasts of highly respected experts, skilled engineers and a large number of vigorous young backbone talents. In 2016, David took the post as the Presidents of MTS Systems (China) to take full charge of MTS Systems' operation in China. He said that in order to get close to clients and markets, he spent his spare time learning Mandarin Chinese and challenged himself in both reading and writing. He has been to many cities of China, including Shanghai, Shenzhen, Beijing, Sanya and Xi'an. He

likes Xi'an and Beijing which are abundant with historical and cultural connotations, and he also worked in Shenzhen, having experienced both the fast-paced urban life and the profound cultural connotations of Chinese ancient cities. He said, "Many people think that a large part of the technical force of MTS comes from the US. In fact, we have a technical team of about 100 members in China who are trying to understand the needs and ideas of Chinese clients, and the R&D team in China will work with that in the US headquarters for development of products and technology and the exploration and application in new areas. We are going to move to a new office in a different work station design from the traditional one. It's more transparent and open, and thus easier for communication. No matter how the office environment changes, we remain ready to help clients solve problems.

The establishment of an effective market mechanism enables MTS to enter a stage of high-quality development. In recent years, the business of MTS Systems in China has been developing faster than usual, with the sales increased exponentially. David said, "Our products and service models provide our clients with high cost performance. In the past, most of MTS's traditional engineering teams were in the US, while only pre-sales technical support and after-sales service installation were available in China. MTS continuously develops local research and production capacity, and attaches importance to training of local management and technical personnel. At present, we have an engineer team of 100 people in China, which provides not only pre-sales and after-sales technical support, but also R&D catered to the Chinese market conditions. In the future, we need to enhance our local force and strengthen the localization of our products and services. In addition, we are trying to make the organizational structure more effective and transfer the decision-making power from the headquarters to its China branch, so that the latter has more initiative, voice and decision-making power based on local market conditions. As a participant in the development of ASTM standards, MTS has the most authoritative technology in the field of testing machines. We also hope to be the undisputed leader of the testing industry in such a context.

MTS® be certain.

您可信赖的试验帮手

MTS Systems (China) Co., Ltd

MTS 工业系统（上海）有限公司

电话：+86-21-54271122　传真：+86-21-64956330　网站：www.mts.com　www.mtschina.com　邮箱：info@mtschina.com