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宏昌天马  
HCTM

全球市场 国际标准  
世界品牌 中国质造



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## 工程车产品画册

Engineering vehicle product album



新宏昌重工集团

宏昌天马 驰骋天下  
SUNHUNK Galloping in the World

# ENTERPRISE PROFILE

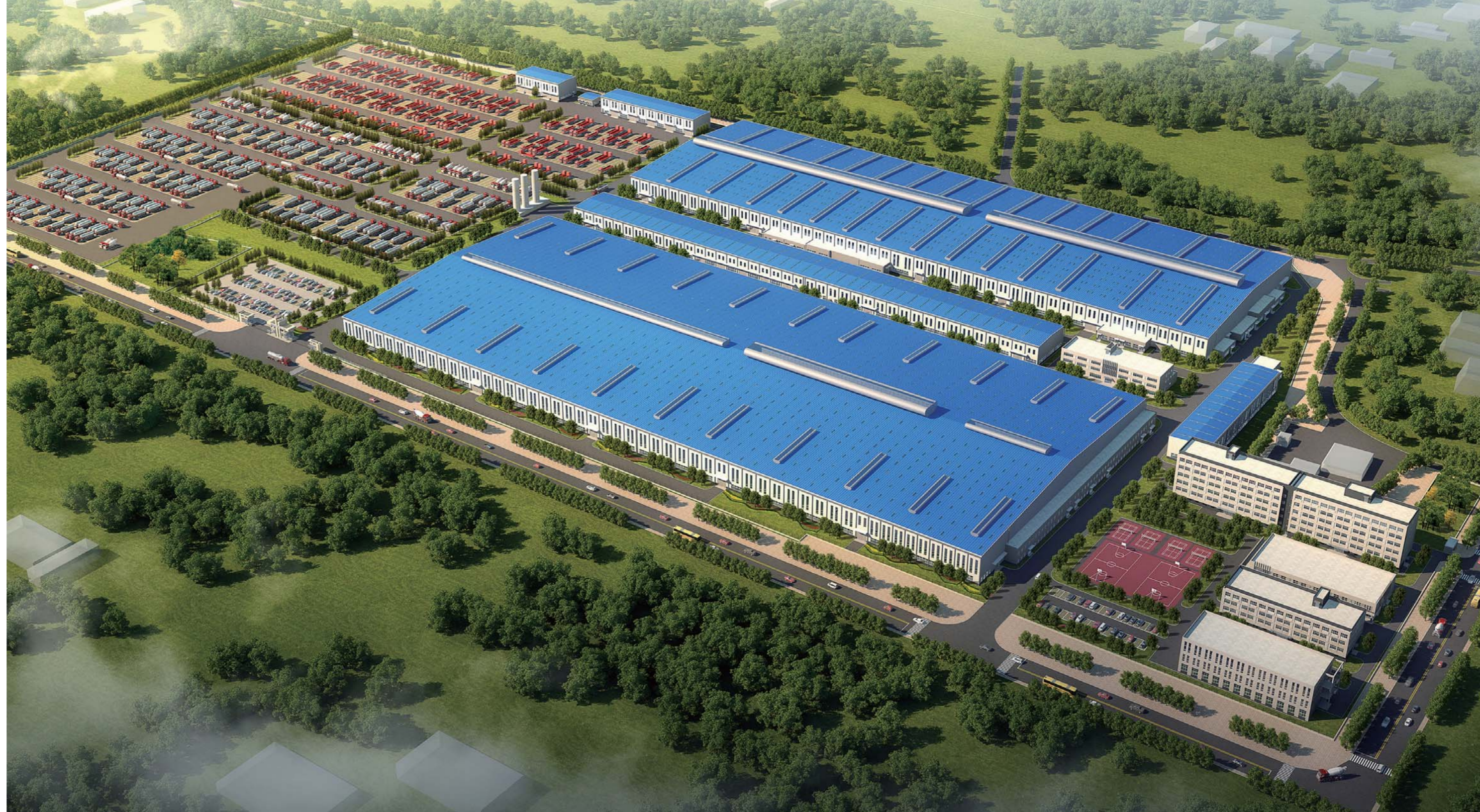
## 企业简介

新宏昌重工集团始创于1993年，总部位于北京东燕郊国家经济技术开发区。集团下设工程车、公路车、特种装备以及北京复昌租赁（金融业务）四大事业部，分别在燕郊、北京、石家庄、扬州拥有四家全资子公司。

工程车事业部作为集团最大的子公司。旗下产品不断以结构创新、新材料应用、智能化、匠心品质引领市场，连续二十余年产销量行业领先，市场占有率25%以上，并伴随着国家一带一路战略逐步走向全球，产品占中国专用车出口总量的15%，营销网络覆盖五大洲，远销俄罗斯、越南、朝鲜、中东、非洲、拉美等30多个国家和地区，得到了国内外客户的普遍认可和高度赞誉。

SUNHUNK, established in 1993, is headquartered in Eastern Yanjiao Economic and Technological Development Zone in Beijing. SUNHUNK has four business divisions specialized in engineering vehicles, highway vehicles, special equipment and financial service (Beijing Fuchang Financing Leasing). It has four wholly-owned subsidiaries in Yanjiao, Beijing, Shijiazhuang and Yangzhou.

Engineering Vehicles BD is the largest subsidiary of SUNHUNK. Its products lead the market by making structural innovations, applying new materials, engaging in intelligent development and building exceptional quality. For more than 20 years in a row, the sales of SUNHUNK have taken the leading position in the industry, whose market share stands at above 25%. As the Belt & Road Initiative is implemented across the world, SUNHUNK exports of special vehicles now takes 15% of the total in China. Its marketing networks are established in the five continents, ensuring its products are sold to more than 30 countries and regions, including Russia, Vietnam, DPRK, the Middle East, Africa and Latin America. The products of SUNHUNK receive great recognition and high praise from both domestic and overseas customers.



# CHINA'S INTELLIGENT MANUFACTURING

## 中国智造

公司以打造智能化工厂为蓝图目标，通过构建信息化平台，引进智能化、自动化生产设备完成智能制造企业形态的搭建，并成为国内专用车行业的典范。信息化系统的深入应用，贯通了企业价值链全流程，搭建起辅助企业经营发展的大数据架构。智能化焊接机器人已经广泛应用，正在引领企业向自动化、智能化迈进。

Targeting at building the intelligent factory, SUNHUNK has built itself into an intelligent manufacturer by building IT platform and introducing intelligent and automated production equipment, thus becoming the model of special vehicle industry in China. The IT system is applied in the entire process of corporate value chain, establishing the big-data structure of helping with corporate operations and development. The intelligent welding robots are extensively used in the factory, leading SUNHUNK towards automated and intelligent development .



罐体数字化双丝焊接机



德国梅塞尔130精细等离子切割机切割精度更强



9.5米拼版纵缝焊接机 焊接质量水平国内最高



9M\*16mm全数控剪切自动加工中心加工精度高、成形好



打砂烘干车间



STRATEGIC  
PARTNERSHIP  
战略合作

秉承着战略合作，双赢发展的理念，新宏昌与一汽解放、中国重汽、福田戴姆勒、上汽红岩、陕汽集团、东风汽车等国内外主机长期保持着良好的合作关系！

By following the philosophy of strategic partnership and win-win development, HUNSUNK has maintained wonderful partnership with domestic and foreign hosts, like FAW Jiefang, SINOTRUK, FOTON Daimler, SAIC Hongyan, Shaanxi, DFM and so on.



# 走向智能新时代 创造财富新未来

*Going to a new era of intelligence creating a new future for wealth*



制定制造标准 引领行业进步  
Establish manufacturing standard and lead industry to advance

宏昌天马

HCTM 中国智能渣土车第一家  
is a legend in the dumper sector



渣土车 © 01  
Muck Truck

## 产品特点 Product Features

智能监控：北斗运营监控系统，可实现防盗、防拆、定位等各项远程监控；  
美观环保：优化密闭结构设计，不遗撒、不遗漏、不粘料、易冲洗；  
安全可靠：底板无框架，货箱重心降低120mm~140mm，稳定性高；  
高效赢利：K450耐磨板材，自重轻、强度高、维修成本低。

**Intelligent Monitoring:** It adopts a Beidou operation and monitoring system to realize various remote monitoring such as anti-theft, anti-removal, positioning, etc;

**Beautiful and Environment-friendly:** It uses optimal enclosed structural design without spilling, leakage or sticking, and easy to wash;

**Safe and Reliable:** Its base plate has no frame and its carriage's center of gravity is reduced by 120mm - 140mm, which brings high stability;

**Efficient and Profitable:** It adopts K450 Wear-resistance plate, so that it has light self-weight, high strength and low maintenance cost.

KV型自卸车 / 自重轻3吨 利润多3成  
Self-weight reduced by 3 tons and profit increased by 30%



## KV型自卸车

KV dump truck

# 02

### 产品特点

### Product Features

结构强：创新KV型车体结构，整体强度更高；改进副车架结构，承载力强，行车更稳定；  
自重轻：结构升级结合更强的耐磨板材，重量更低，节油降耗、安全高效。

**Strong structure:** innovative KV type structure, higher strength; improved sub-frame structure, strong bearing capacity and more stable driving;

**Light weight:** structural upgrade combined with stronger wear-resistant plate, lighter weight, fuel saving, safe and efficient.

KZ 型自卸车 | 连续 **10年** 领跑自卸车行业 只做最好的自卸车  
Keep leading the dumper industry for consecutive **ten years** and aim for the best dumper



# KZ型自卸车

## K730 dump truck

# 03

## 产品特点

## Product Features

新结构 寿命长

结构创新设计，压型与框架完美结合，强度更高、外形更美观；  
采用K450耐磨板材匹配全新结构，抗砸、耐磨、寿命更长；

高效率 高承载

压型结构不开焊、少维修多出工，容积大自重轻，卸料流畅效率高；  
有限元受力分析保证、结构受力更均匀、高承载、高效益。

**new structure long life**

Innovative structural design, perfect combination of pressing and frame, higher strength and more beautiful appearance;  
K450 wear-resistant plate to match the new structure, anti-crack, wear-resistant, longer life;

**High efficiency High load**

The pressure type structure has a strong welding, less maintenance and more work, the volume is large and the weight is light, and the unloading is smooth and efficient;

Finite element force analysis guarantee, structural force is more uniform, high load bearing, high efficiency.

# 矿用型自卸车 © 04

## Mining Dumper

### 产品特点 Product Features

抗砸耐磨：选用K450耐磨板，强度、韧性是普通材料的3倍；  
安全性强：加宽车架，加宽侧防护，高承载更安全；专业矿用油缸，可靠性高；  
维修率低：无底板纵梁和边框结构升级，焊道数量少，不开焊，维修率减少20%以上；  
使用寿命长：结构优化，板材耐磨，恶劣环境下，使用寿命延长一倍以上，二手车残值高。

**High Resistance to Strike and Wear:** It adopts K450 Wear-resistance plate, whose strength and toughness are 3 times of ordinary materials;

**High Safety:** It has its frame and side guard widened, which makes higher carrying capacity and safer operation; it uses mining-dedicated oil cylinder;

**Low Maintenance Rate:** It has no base plate, carling or complicated frame, so there are few weld beads without welding break, and maintenance rate is reduced by 20% above;

**Long Service Life:** It has optimized structure and wear-resistant plates, so its service life is more than doubled; besides, the second-hand vehicle has high residual value.



超强承载  
Ultra-high load capacity and

稳如泰山  
stable like a mountain

# 混凝土搅拌车 © 05

## Concrete Mixer Truck

### 产品特点 Product Features

安全：低倾角设计，重心降低5%，独有防行人卷入防护栏，用户驾车安全舒心；  
品质：进口焊丝接近罐体材料，焊道更精良；  
设计：非等角对数螺旋线技术，提升进出料速度，作业效率高。

**Safety:** It adopts low-angle design, which makes center of gravity lower by 5%; it has the unique guard railing to prevent pedestrians from involvement, which offers users a safe and comfortable driving;

**Quality:** The imported solder wire is very close to tank material and the weld bead is finer;

**Design:** It adopts the non-isometric logarithmic-spiral line technology, which increases feed and discharge speed and improves operation efficiency.

集成优势 超越经典  
Integrate advantages and surpass classics



PROFESSIONAL AND ENVIRONMENTAL  
Protection Safe and Efficient  
专业环保 安全高效

# 泥浆运输车 © 06

Mud transporter

## 产品特点

## Product Features

高品质 高效率：车厢工艺精湛，使用寿命长；整车结构优化，自重轻，卸料快，易冲洗；  
安全环保：罐体密闭式运输，后部安装专业蝶阀，密封良好，彻底防止遗撒、遗漏，更安全、环保；  
外形美观：外形流线美观大方，高档的配色方案，充满潮流感。

**Great quality and efficiency:** The craftsmanship of the carriage is exquisite, and long service life and optimized vehicle structure, light weight, fast unloading and easy to rinse;

**Safe and Environmental protection:** Closely transported in the tank, and two diameter butterfly valves are installed at the rear head. The perfect seal completely prevent the disappearance and omission, which is safer and more environmentally friendly;

**nice appearance:** The shape of the streamline is beautiful and generous, and the high-end color scheme is full of trendy.

INTEGRATION  
ADVANTAGES  
reliability

集成优势 强承载  
高可靠 STRONG LOAD



# 半挂自卸车 ◎ 07

Semi-trailer dumper truck

## 产品特点 Product Features

稳定性强 效率高

采用国内外成熟液压系统，具有举升力大，稳定可靠，举升降落时间短、平稳等特点。大大节省卸料时间和劳动力，缩短运输周期，提高效率。

承载能力强、可靠性高

选用国内外知名品牌行走机构，自重轻、可靠性高，既能满足公路标载运输自重轻的要求，又能很好满足恶劣工况及大吨位的用车需求。

**High stability and efficiency**

Adopting domestic and foreign mature hydraulic system, it has the advantages of large lifting force, stable and reliable, short lifting time and smooth. Greatly save unloading time and labor, shorten transportation cycle and improve efficiency;

**Strong carrying capacity and high reliability**

Choose domestic and foreign famous brand walking institutions that is light weight and high reliability. It can not only meet the requirements of light weight of highway standard-loading transportation, but also meet the needs of severe working conditions and large tonnage vehicles.

Innovative products  
professional and efficient  
new development of Power transmission

创新产品 专业高效  
助力运输新发展



# 多式联运半挂车

## Multimodal semi-trailer dump truck

# 08

### 产品特点

### Product Features

#### 适用性强

为公铁联运专业打造，满足转运快速装卸需求，助力中国运输结构调整升级；

#### 稳定性强

采用国内外成熟液压系统，具有举升力大，稳定可靠，举升降落时间短、平稳等特点；

#### 可靠性高

选用国内外知名品牌行走机构，自重轻、可靠性高。

#### **Strong applicability**

Designed for the highway transportation industry to meet the needs of transshipment fast loading and unloading, and help China's transportation structure adjustment and upgrading

#### **Strong stability**

Adopting mature domestic and foreign hydraulic system , it has large lifting force, stable and reliable, and the lifting time is short and it has a stable quality of lifting process.

#### **High reliability**

It adopts domestic and foreign well-known brand walking institutions , with light weight and high reliability.

# 冷藏运输车 © 09

Refrigerated transport vehicle

## 产品特点 Product Features

保温——两大保温技术专利护您领“鲜”到底；  
坚固——全方位无死角保障，让货物运输更安心；  
环保——环保材质绿色加工，呵护您和家人的健康。

**Insulation**-Two Patents of Insulation Technology Protect Your "Fresh" End;

**Firmness**-All-round and no dead angle guarantee to make the transportation of goods more secure;

**Environmental protection**-green processing of environmental protection materials protects the health of you and your parents.



开启轿运新时代  
共创轿运新辉煌

Open a new era of  
car transporter  
create a new splendour



轿运车 ©  
Car transporter 10

## 产品特点 Product Features

操作便捷，效率高；装卸行驶，双安全；混装降耗，多挣钱；招好司机，用安全车，挣稳当钱；  
效率强 混装王 轿运解决方案引领者。

Easy to operate and high efficiency; Safety in loading and traveling; Mixed equipment reduces consumption, making more money; Good driver and safe vehicle that makes money safely;

High efficiency, the king of mixed equipment, car transport solution leader.

GOING TO  
THE ERA OF INTELLIGENCE  
creating a future for wealth

走向智能时代  
创造财富未来

AI  
時代

# 智能模块 © 11

Intelligent module

## 产品特点 Product Features

车载终端智能模块植入

可选装配置集中润滑系统、盲区监控系统、疲劳预警系统以及ADAS（前撞预警）系统等智能模块，通过智能管理实现车辆高效运转，提高安全性，助力财富到家。

Vehicle terminal intelligent module implantation

Optional configuration of centralized lubrication system, blind zone monitoring system, fatigue warning system and ADAS (front collision warning) system and other intelligent modules, through intelligent management to achieve efficient vehicle operation, improve safety and help you to earn money home.

集中润  
滑系统

车辆自清  
洗系统

防疲劳  
预警系统



Centralized  
lubrication  
system

Self-clean  
-ing system

Anti-fatigu  
-e warning  
system

自称重  
系统

盲区雷达  
报警系统

360度  
环视视频  
监控系统

ADAS



Self weighi  
-ng system

Blind area  
radar warn  
-ing system

Blind area  
radar warn  
-ing system

ADAS



# SERVICE SYSTEM 服务体系

## 工程车综合解决方案的提供商 Provider of holistic solutions to engineering vehicles



新宏昌以技术领创为理念，为客户提供卓越产品与运营方案，参与专用车技术标准与地方标准制定，是北京、上海、深圳、哈尔滨、云南、新疆等39个一线城市智能渣土车地方标准的制定者与推动者。

Taking technical innovations as the philosophy, SUNHUNK provides clients with solutions to excellent products and operations. It participates in making technical and local standards of special vehicles. It has made and promoted local standards of intelligent slag trucks in 39 first-tier cities in China, e.g., Beijing, Shanghai, Shenzhen, Harbin, Yunnan and Xinjiang, etc.

## 职业团队 科技制作 Professional team with technological competency



新宏昌拥有一支4000人的职业化队伍，其中工程师达300余人，新宏昌以技术领创、打造臻品为理念，位列中国机械500强。

SUNHUNK has a professional team with 4,000 employees, including over 300 engineers. SUNHUNK, taking the philosophy of technical innovations and premium products, ranks among Top 500 Machinery Manufacturers in China.



## 金融支持 Financial support

复昌金融为宏昌天马保驾护航  
Fu Chang Financial Leasing serves SUNHUNK

北京复昌租赁公司成为首批接入央行征信系统平台的15家企业之一，具有还款期限更长、更灵活、利率更优惠、手续费减免、首付更低等优势。

Beijing Fu Chang Financial Leasing Co., Ltd. is one of the 15 companies first gaining access to Credit Reference Center in the People's Bank of China. It has such advantages as longer repayment period, greater flexibility, lower interest rate, reduction or exemption of service fees and lower down payment, etc.



400-612-6199  
24小时服务热线 快乐悦心 服务

## 服务保障 Service

“用户至上、真诚服务、高效服务”打造“宏昌天马”特有“快乐悦心”服务品牌。

Prioritizing users, sincere and efficient service help build the service brand “Pleasant to Heart” of SUNHUNK.



## GLOBAL PRESENCE OF SUNHUNK 宏昌天马全球布局

目前宏昌天马产品的国内市场占有率为25%，伴随国家一带一路战略走向全球，海外市场快速增长；海外营销网络覆盖180余个国家与地区，覆盖欧洲、亚洲、非洲、澳洲、拉丁美洲多个国家与地区！并在以上区域建立了多个办事处，设置常驻代表，得到了国际客户的认可和高度赞誉。新宏昌全面接轨世界！

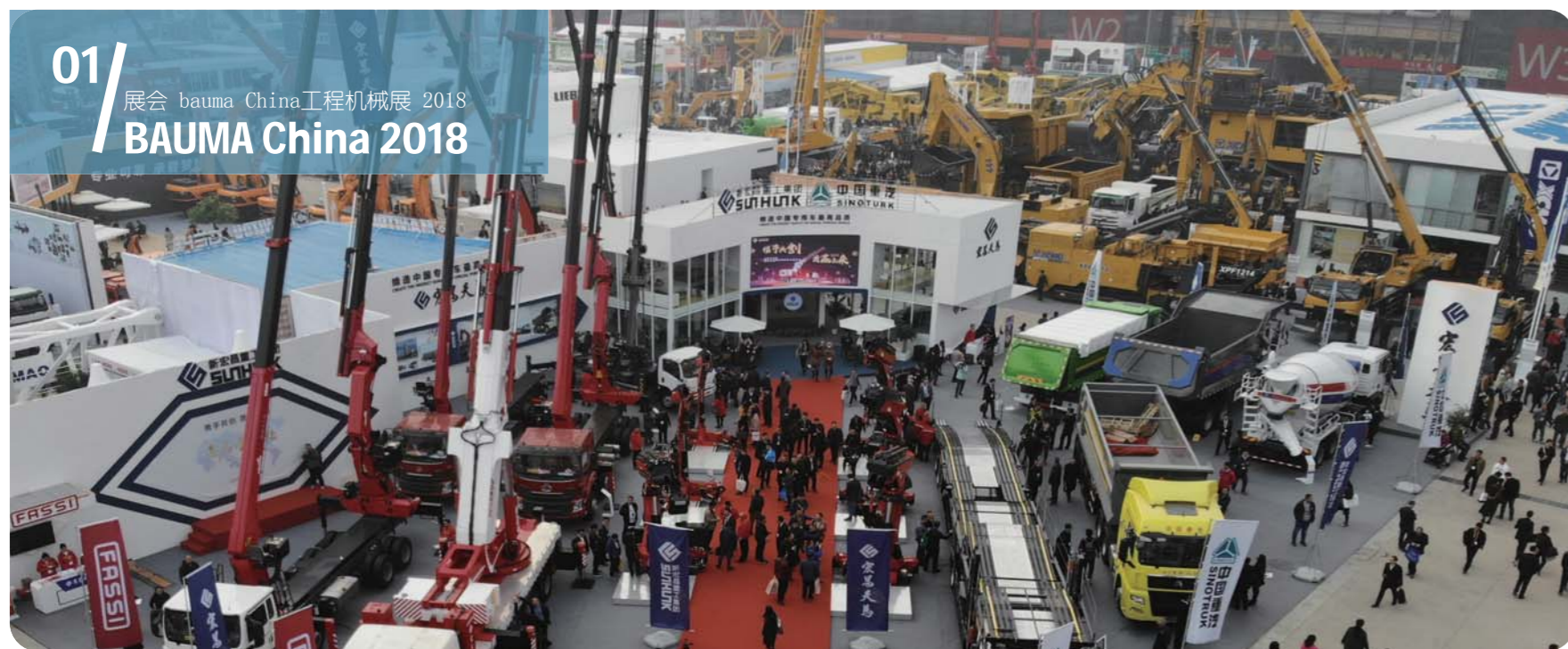
At present, SUNHUNK products take 25% market share, As the Belt & Road Initiative is implemented in the world, its overseas market grows by 128% YOY. The overseas sales network of SUNHUNK covers 180+ countries and regions in Europe, Asia, Africa, Australia and Latin America. It has established offices in the above regions and deployed permanent representatives there. Receiving recognition and high praise from international clients, SUNHUNK is getting into the world.



# COMPANY IMAGE

## 企业风采

2018年11月，新宏昌重工集团携旗下系列产品震撼亮相上海宝马展，向世界展示中国专用车风采。  
In November 2018, SUNHUNK exhibited its series products in BAUMA China in Shanghai, presenting to the world the image of made-in-China special vehicles.



2017年11月，新宏昌携自主研发的特种车参展国内最大的中国（武汉）国际商用车展。

In November 2017, SUNHUNK exhibited special vehicles developed on its own in CCVS Wuhan, the largest exhibition of its kind in China.

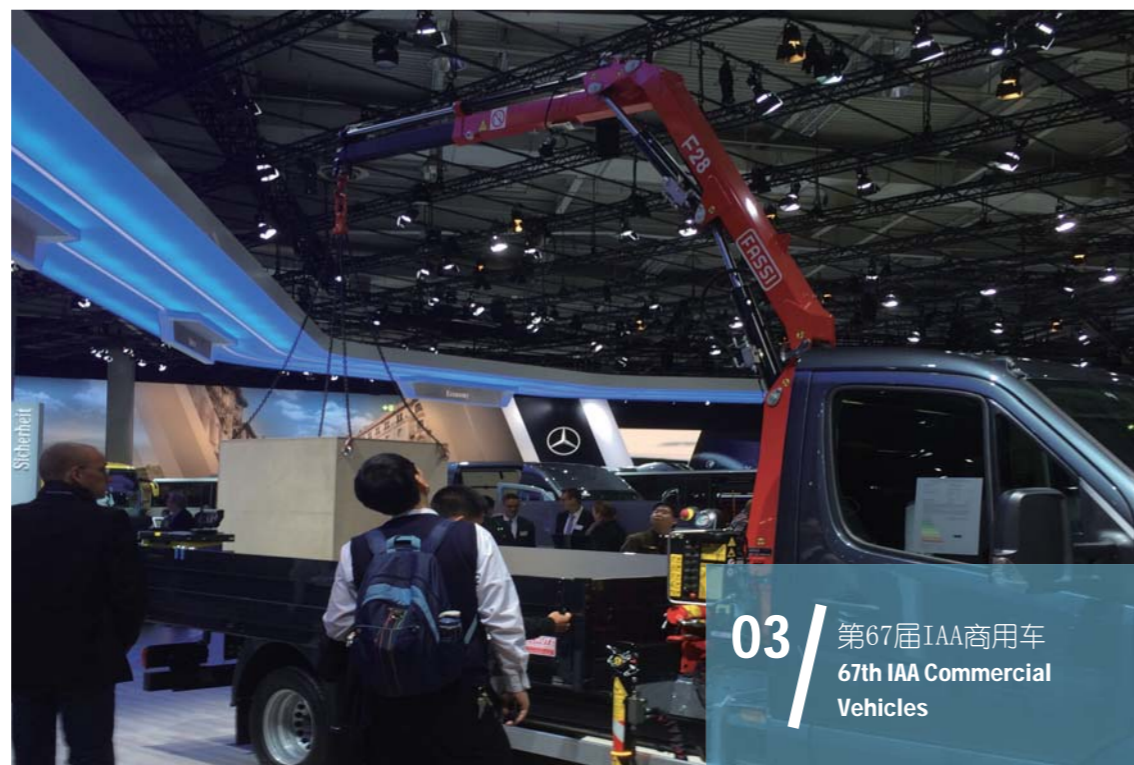


# COMPANY IMAGE

## 企业风采

IAA商用车每两年在汉诺威举行一次，是世界领先的运输，物流和机动性贸易展。公司及核心团队通过参观学习，在每届展会上都收获颇丰。

IAA commercial vehicles is held every two years in Hanover which is the world's leading trade show in transport, logistics and mobility. Our company and the core team have learned a lot in each exhibition through visiting and learning.



03 / 第67届IAA商用车  
67th IAA Commercial  
Vehicles

全国车辆运输车合规运营行业总结及2018年全国汽车整车物流发展大会在北京昌平隆重召开，公司受邀参加本次大会，共同探讨新形势下我国整车物流合规运营机遇及轿运创新发展未来趋势，宏昌天马轿运车备受业内人士青睐。

The summary of national transport vehicle compliance operation industry and The 2018 National Automobile Vehicle Logistics Development Conference were held in Changping, Beijing. The company was invited to participate in this conference to discuss the new vehicle logistics compliance operation opportunities and the future trend of the car transporter innovative development under the new situation. The car transporter of HCTM is favored by the heavy industry in this meeting.



04 / 2018年全国汽车整车物流  
发展大会  
The 2018 National  
Automobile Vehicle Logistics  
Development Conference



# COMPANY IMAGE

## 企业风采

目前宏昌天马产品的国内市场占有率达25%，持续十余年销售量在行业遥遥领先。

At present HUNSUNK products take 25% market share in China. For more than 10 years, its sales rank the leading position in the industry.



1. 上海渣土车交车仪式
2. 重庆搅拌车交车仪式
3. 海拉尔300台交车仪式
4. 批量矿用车出口蒙古市场
5. 西藏矿用车批量交车仪式

1. Shanghai muck truck Delivery ceremony
2. Chongqing Mixer truck Delivery Ceremony
3. 300 of Hailar delivery ceremony
4. Batch mining vehicles exported to Mongolia market
5. Batch Tibet mining vehicles delivery ceremony



新宏昌的自卸车、自卸半挂、搅拌车已成功批量进入海外市场，得到了国际客户的认可和高度赞誉。新宏昌全面接轨世界！

Dump truck, dump semitrailer and mixer truck of SUNHUNK have entered overseas markets in batches, getting recognition and great praise from international customers. SUNHUNK is getting into the world



# 用户风采

## USER STYLE

用户：唐山王师傅  
车辆使用时间：两年  
主要工作地点：矿区

User: Mr. Wang from Tangshan  
Vehicle use time: two years  
Main working site: mining area

“空载时，宏昌天马唐山重载型自卸车自重轻，省油、皮实抗造，故障低，售后服务也好，车厢拉大石头都基本不变形，耐用。这车最让我喜欢的是自重轻下来了，但是承载重量还可高达50—60吨。我的车比别人的轻，还能比别人的拉得多，我就比别人挣得多，日子还愁过不好嘛！”唐山用户王师傅说。



用户：李师傅  
车辆使用时间：半年  
主要工作地点：物流公司

User: Mr. Li  
Vehicle use time: half a year  
Main working site: Logistics company

这车挺好，装H6能装8个，长城系列基本都能装8个，高低能调。这车开着挺稳的，跟开半挂车没啥区别，尤其是咱们这个后挂绝对不甩挂，这车我开的不少了，稳定性没得说。

用户：北京刘师傅  
车辆使用时间：两年  
主要工作地点：越南水泥厂

User: Mr. Liu from Beijing  
Vehicle use time: Two years  
Main working site: Vietnam cement plant

越南凯撒水泥厂为越南最大水泥厂，在越南境内宁平、义安、北江等多地有工厂，水泥运输主要以半挂自卸为主，16年至今先后购买我司SUNHUNK结构自卸半挂70台，最长使用时间已达2年，车辆未有任何变形和服务故障，受到客户高度称赞。



用户：石家庄杨师傅  
车辆使用时间：半年  
主要工作地点：工地

User: Mr. Yang from hijiazhuang  
Vehicle use time: half a year  
Main working site: construction site

“我哥们去年买的宏昌天马新型渣土车，不挨罚，还挣钱，我一看就买了一台，半年使用下来，还真是好！白天随便出来拉活，以前不能去的地方也能去了，卸料快，好清洗，效率高。还有还有，这车车厢是轻量化设计，自重轻，可省油了呢。我这车车厢全封闭，抛洒遗漏不会发生了，大家看见我们都不用捂鼻子躲了。”石家庄用户杨师傅高兴的说。





用户：张经理  
使用时间：3年  
区域：重庆

User: Mr. zhang  
Vehicle use time: three years  
Main working site: Chongqing

“我们搅拌站原来有107台宏昌天马搅拌车，自购买以来没出过啥大毛病，与其他牌子的搅拌车比起来，宏昌天马搅拌车进出料速度快，罐体残余率低，尤其是双拖轮结构使用寿命长且罐体转动稳定。对进出料速度上，我们站里的司机还跟用其他牌子搅拌车的司机比试过呢，宏昌天马搅拌车真的比其他牌子的搅拌车进出料、卸料快。这次比试，让我们站里的司机们都挺有面子的。现在正赶上工程旺季，工程量多了，今年工程充足我又买了5台”张经理说。



用户：张师傅  
使用时间：5年  
区域：新疆

User: Mr. zhang  
Vehicle use time: five years  
Main working site: Xin jiang

我是卡车人张师傅，新疆人，一个长期工作在矿区的卡车人，每天都与大石头、煤为伍，日复一日的奔波在去往矿区和离开矿区的路上，一天下来我就彻底变成了“黑人”，没办法，矿区的生活就是这样。还好我的“老伙计”很少让我操心，能让我好好挣钱，安心养家。宏昌天马矿用自卸车不仅抗砸耐磨，还方量大，拉货多，故障率挺低，效率高，承载能力超强，两年我就把买车的钱挣回来了，以后就是净赚了。你看看我们矿区，80%以上都是宏昌天马的矿用车，看来我的“老伙计”很受大家欢迎！



成为全球最受客户  
信赖的合作伙伴



