



The world leader
in the production of perfect surface

完美砂磨表面的世界领航家







The pioneer who seeks only the perfect

“This must be done easier - and better”. This thought stroke machine joiner Poul Erik Jespersen more than 20 years ago while bending over a hand sanding machine at his work in a furniture factory. The thought developed to an idea and, after eight years of developing it became an internationally recognized patented sanding system which today is sold all over the world.

It all began with sanding solutions to the wood industry but Poul Erik Jespersen was aware that also other industries had similar problems with sanding solutions. That is why our sanding solutions are also developed to i.a. the metal and composite industry.

The sanding system can be mounted in almost all machines as long as the machine is equipped with a shaft and a frequency controlled engine which is essential for achieving the correct speed. This means that the customer normally can use existing machines thus avoiding investments in new machinery.

Only by making the perfect even more perfect, the company can obtain its position as a market leader. Therefore, the pioneer and his personnel are constantly searching for new and better solutions. It is all about quality – not only on the surface.

只追寻完美境界的先锋

「一定要做得更简单、更好。」20多年前，木匠保罗·艾瑞克·叶斯柏森在家私厂车间弯下腰操作手动砂磨机时，此念头猛然在脑中灵光一现。后来，这想法变成切实可行的概念，经过了8年时间酝酿和完善之后，成为国际间公认的专利砂光系统，至今远销全球市场。

回归原点，这一切都开始于针对木材工业所需的砂磨解决方案。但保罗·艾瑞克·叶斯柏森意识到，在其他行业中，也有相类似的砂磨问题有待解决。这就是为什么我们的砂光系统也同时涵盖到了金属和复合材料行业。

几乎所有的机器都可以安装我们的砂磨系统—只要该机器配备了转轴和变频马达，以达到至关重要的正确旋转速度。于是客户只要使用工厂里原有的机器设备就能装上 Flex Trim 砂磨系统，从而避免投资新机器。

只有让产品超越完美，公司才能在市场上领先群伦。因此，孜孜不倦的先行者和他的工作人员不断探寻更新和更好的解决方案。我们追求的是「品质」，而不仅仅是「表面」。



Determination

One thing is having a good idea. But putting it into practice is another thing. Poul Erik Jespersen was sure that his idea was strong enough to create something unique. So he decided to risk it all and became an entrepreneur.

From a car garage to global business

Developing unique ideas to real solutions requires both time and money so Poul Erik Jespersen started up a production in the family garage. All family participated in the production of the first products but very soon the facilities got too small. The customers realized this brilliant idea and many orders were placed.

All companies in growth need suitable facilities. So, after a short period at another address, today Flex Trim A/S is situated at its current address in Glyngøre. At this address the factory was built, perfectly designed to develop new and unique sanding solutions. With branches and dealers in most of the world, today Flex Trim A/S is a globally orientated business. All this, because of a man who dared to realize his idea.

决心

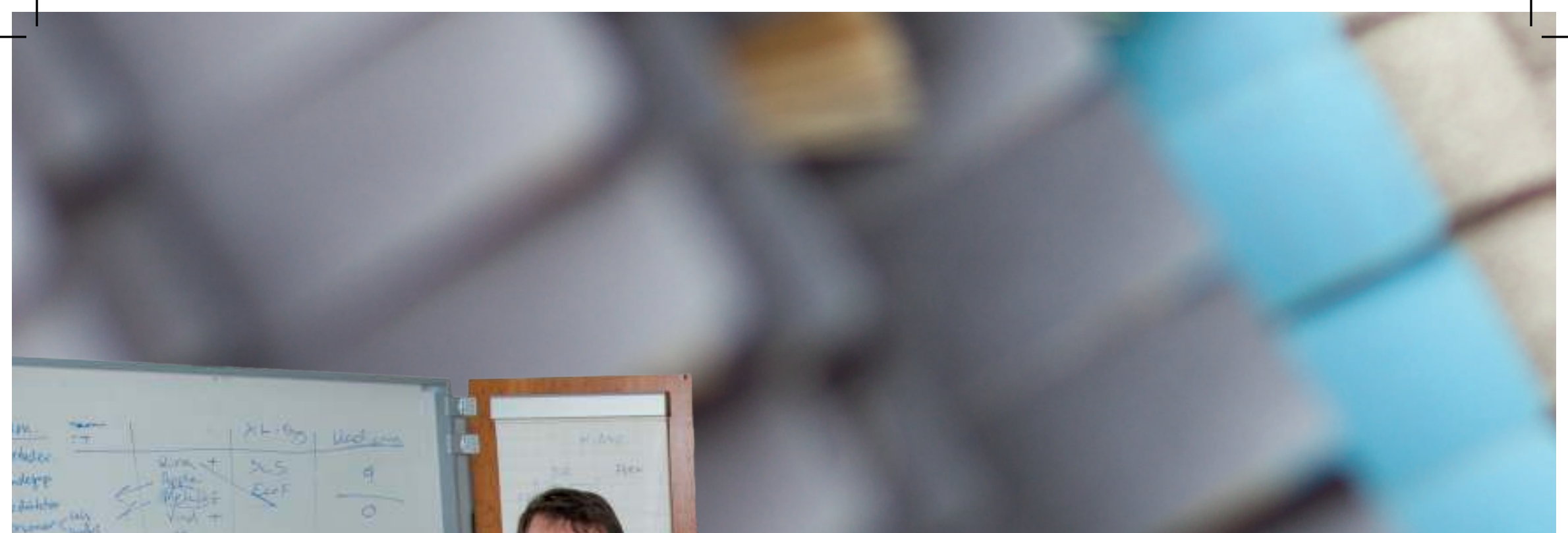
灵感闪现是一回事，而将想法付诸行动则是另一回事。保罗·艾瑞克·叶斯柏森确信他的灵感足以使某些事情变得独一无二。因此，他决定孤注一掷，成为一个企业家。

从一个家庭作坊到全球商业

将灵感化为现实需要时间和金钱。保罗·艾瑞克·叶斯柏森最初在家里的车库内进行小量生产，所有家庭成员都参与了第一批产品的生产。但很快地生产设施就不够用了。而客户也意识到这绝妙的主意，开始大量采购。

所有公司成长都需要必备的设施。因此，在前一个地点渡过短暂时期后，Flex Trim A/S公司因业务扩张搬迁到了Glyngøre小镇现址。这一自建厂房起始设计便以「完美搭配新款和独特的砂光解决方案开发」为原则。时至今日，Flex Trim A/S已成为面向全球开展业务的国际公司。子公司和经销商遍布全球各区域。这一切，都来自于一个人勇于实现他的梦想。





The customer's challenges
are our driving force

客户的挑战是我们前进
的动力

Solving a specific problem from a customer is our speciality. Our company DNA is built on finding solutions for complex sanding and Poul Erik Jespersen and his competent employees are driven by the opportunity and energy to find the best and optimal solution.

Analysis, development, setup and after service

It all starts with analyzing the problem compared to the flow of production. Subsequently different ideas are developed, calculated and tested until the optimal solution is found. All details and machinery requirements are presented to the customer and after customer approval our competent staff installs and adjusts the new sanding solution. With our extended service, the customer can always get support and advice about use and ongoing improvements in the production processes.

我们的专业是协助客人解决特定问题。公司骨子里的基因就是针对复杂砂光寻找解决方案。保罗·艾瑞克·叶斯柏森和他的专业团队总是寻求一切可能去找到最好、最理想的解决方案。

分析、开发、安装和售后服务

追寻解决方案源于分析与对比生产流程问题。随后不同的想法经过不断研究，计算和测试，直到寻获最佳解决方案。所有细节和所需机械设备首先由专业团队提出建议，取得客户认可后予以安装调试。从我们专业的延伸服务，客户可以获得有关产品使用和持续改进其生产流程的支援与建议。



“I had a dream
– and pursued it all the way”

When a dream becomes reality it is important to ensure that it goes on living in the right spirit. Therefore, we have a vision and a mission showing us the way in all our efforts helping our customers. Following our vision and mission, we also pursue the dream of creating unique sanding solutions.

Our vision / mission:

Why are we here? (The right to exist)

Surface sanding can be done easier and better than by traditional hand sanding.

What do we want? (Vision)

We want recognition from our customers, dealers and the press for having the most extensive knowledge about surface sanding.

How do we do it? (Mission)

We will actively develop, build up and acquire knowledge in order to develop the best sanding solutions for our customers.

The idea is secured through patents

To secure the ideas for our unique sanding solutions, we have a whole series of patents and authorizations which we are very proud of because they show that dreams and reality can be maintained for the benefit of our customers who want optimal and efficient sanding results. The customer is ensured to get a product of high quality – not only on the surface – but in all processes, right from analyzing the problem till fully completed solution.

Flex Trim A/S has not reached its goals before our customers succeed. At this point the dream is fulfilled.

「我有一个梦想
—并持续努力追寻它」

当梦想成为现实, 至关重要的是以正确的精神来保有它。也因此, 在面对协助客户所必须投入的努力时, 我们有了愿景和使命作为指引。在我们的愿景和使命引领之下, 我们也追寻着创造独特砂光解决方案的梦想。

我们的愿景和使命:

我们因何而存在? (使企业得以生存的信念)

表面砂光可以做到比传统手动砂光更容易、更好。

我们想要什么?(公司的愿景)

我们希望客户、经销商和媒体认同Flex Trim A/S公司拥有关于表面砂磨技术最广泛的知识。

我们如何使命必达?(公司的使命)

我们将积极开发、建立和获取知识, 为我们的客户开发出最好的砂光解决方案。

以专利捍卫发明

为捍卫独特砂光解决方案的发明, 我们申请了一系列足以自豪的专利和授权。这些专利与授权, 代表了梦想与现实被完好维护, 从而保障了追求高质量高效率砂光表面效果客户的利益。有了专利与合法授权, 客户获得高质量产品的权利得到保障—不仅仅在于砂光表面—而是从分析问题起始, 乃至于解决问题等等所有一切技术支持。

Flex Trim A/S 以客户的成功为目标。只有客户得到成功, 我们的梦想才能算是得到实现。





Demanding solutions create strong references

It is quite okay to make demands on Flex Trim. Many others have done that and we have solved all their specific problems. No problems are too big or too small. We make solutions for both small craftsmen producing special assignments of high quality, and also for large, well-known enterprises, which make extremely high demands to production flow and the finishing of their end product. Among others, we can mention the enterprises Venjakob, Heesemann, IKEA, Jaguar, Rolls Royce, Montana, Weber and many others.

We think this says it all!



EUROPE 欧洲

Hanstholm Kitchen

The well-known kitchen company Hanstholm Kitchen has started with new designs and new models, which have giving them some problems. One of the very expensive operations in a production is to take pieces off the line to treat the edges – just to put them back on the line. With solutions from Flex Trim we were able to avoid this, say's the director of Hanstholm Kitchen.

Another thing was that we could not sand enough in the profiles, so they had to use an awful lot of time on manual hand sanding.

Flex Trim introduce us for the new cores, and the result was perfect. By using this we minimized the hand sanding with more than 30 %, and the remaining sanding is done much, much faster.

汉斯特霍尔姆橱柜公司

著名的汉斯特霍尔姆橱柜公司在开发新设计和新产品时遇到了一些问题。生产流程中非常昂贵的某项操作是将门板从全自动生产线上取下，针对产品边缘砂光以后再放回生产线。「Flex Trim公司的解决方案让我们避免了这种情况。」汉斯特霍尔姆橱柜公司的老板说。

另一个麻烦是，门板沟槽里的砂磨完成度不够好，不得不采用非常耗时的人工打磨。

「Flex Trim公司协助我们引进新式打磨头，带来完美的砂磨效果。使用新式打磨头以后，人工打磨节省超过30%，而且剩余的打磨工作做起来也比先前快得多。」



AMERICA 美国

Overland Tools Inc.

The owner Troy Bashaw, from the American tool supplier Overland Tools Inc. in Kansas was searching for sanding solutions for a lot of his customers. A lot of his customers did not reach the quality on the edges they were looking for, so his customers complained that they had an awful lot of manual hand sanding.

After trying some different suppliers, Troy came to Flex Trim. “Together with a technician from Flex Trim we went from one customer to the next, and at every single one of them, we changed the sanding system and the set-up of the machines, and before we left, all hand sanding was eliminated – These guys are legendary” Troy Bashaw tells.

美国广陆工具有限公司

广陆工具有限公司位于美国堪萨斯州。公司老板特洛伊·伯肖曾有一段时间尝试为他的客户群寻找砂光解决方案。他众多客户一直以来对砂边质量头痛不已，并且为了大量的手工砂磨抱怨连连。

多方接洽不同的供货商后，特洛伊找上Flex Trim协助。「在Flex Trim的技术人员搭配之下，我们一家一家客户拜访，并将每一家客户的砂光系统与机器彻底调整改善。当结束拜访离开时，所有的砂磨问题都解决了，再也不需要手工打磨。我只能说，Flex Trim就像传说中那么厉害。」特洛伊·伯肖如是说。

解决方案的需求，创造出众多绝佳参考案例

尽量向Flex Trim 公司索取解决方案吧！很多人这么做过，而我们也解决了许许多多特殊的问题。不要在乎你的问题是大还是小。我们为需要高质量砂光的小作坊提供方案，同时也为大型知名企业提供生产流程上极高产能需求配套措施和产品的最终表面砂光服务。目前合作的客户包括Venjakob、Heesemann、Weber砂磨设备、宜家家居、捷豹汽车、劳斯莱斯汽车、Montana办公家具等等。

我想这就说明了一切！



AUSTRALIA 澳大利亚

Discovering the missing link

To help discover the missing link that could potentially replace a labour intensive bottle neck in a finishing process, you first need to invest some “precious time” to take a fresh look around at what is available currently to help you maintain your business into the future. Improving quality has always been a successful strategy.

It is comforting to know that the sanding system manufactured by Flex Trim of Denmark, have been addressing the problems facing European finishers of rising local costs to produce goods against cheap imports for over 15 years. This is no different to what we face here in Australian.

I can only recommend Flex Trim to companies where only the best is good enough.

By: Director Kory Dubay, Kory Dubay Manufacturing • www.korydubay.com

找出失落的一环

在产品的表面处理工序中，尝试取代劳力密集工作的努力，多少都会遇到瓶颈。要找出那失落的一环以解决困境，首先需要投入一些「宝贵的时间」来重新审视周遭什么是目前可用来帮助您支撑企业走向未来的武器。而提高质量一直是一个成功的策略。

我们欣慰得知，由丹麦Flex Trim公司制造的砂磨系统，已经在过去15年中协助欧洲的表面处理厂商解决其所面临的成本与日俱增问题，并生产优质商品以对抗廉价进口货物。我们目前在澳大利亚面对的情况也一模一样。

我只推荐Flex Trim给那些认为「只有最好才够好」的公司。

来自：

澳大利亚 Kory Dubay Manufacturing 公司，Kory Dubay 总监

www.korydubay.com



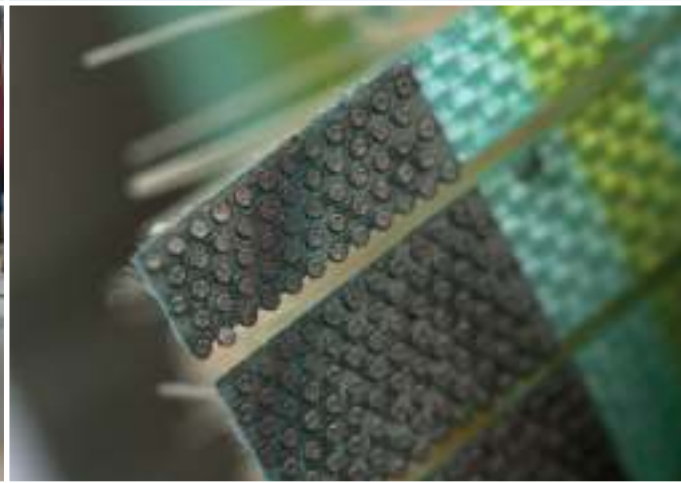
CHINA 中国

”Facing the future development of enterprises, we must first develop the optimal product and complete solution for our customers, so that both parties feel “safe” and benefit from the cooperation. By word of mouth marketing, the enterprises are able to go further and do even better.” Chairman Long pointed out that the cooperation with Flex Trim in Denmark is the way to achieve such a concept by combining the best sanding machines in China with competent support from the world’s best sanding material and technology. This will result in customer approval, and will also give the Chinese competitors something to consider seriously.”

Interviewee: Chairman Mr. Guo-An Long, KM-International

「我们面向企业的未来发展，首先就要输出最好的东西来服务客户。让客户感受到，跟我们合作是最安全、最有保障的。通过客户的口碑营销传递，让企业走得更远，走得更好。」龙董事长提到，之所以与丹麦Flex Trim公司合作，就是要达到上述企业理念，以中国最好的研磨设备，配套全世界最好的研磨材料，实现客户的认同，并对研磨砂光设备同行予以最大的打击。

受访人：科豪国际 龙国安董事长





We meet at your home base

We look forward to meeting the customer face-to-face. A direct dialogue is always a good start for an optimal cooperation. That is why we try to be present at the places where the customers are coming. Flex Trim A/S participates in trade fairs all over the world where we inform about unique sanding solutions and make new contacts.

As we make overall solutions, we need to understand the entire production flow. That is why we visit the customer to see the specific problem with our own eyes. Very often we are able to suggest a better coherence in the production processes.

It is not just any mobile home

It is not just a mobile home for vacation. This mobile home has been equipped to demonstrate sanding solutions and machine installations. A test system which is configurable with a variety of different sanding solutions on the market has been installed in the car. This gives the customer the opportunity to see the sanding system at first hand. Through the years our mobile home has traveled many kilometers in Europe. It is just another proof that we are coming to the customers' own home base.

我们到您的生产基地拜访

我们期待与客户面对面会议。双方直接对话往往是优质合作的良好开端。这也是为什么我们直接到客户公司拜访。此外，Flex Trim A/S 公司也参与世界各地的贸易展览会，藉以展示独特的砂光解决方案并开展更多客户联系。

在提出整体解决方案前，我们需要了解客户端整个生产流程。这也是为什么我们拜访客户以便亲眼目睹实际问题。而毫不讳言，我们通常能提出具体可行的生产流程改善方案。

这不仅仅是部旅行车屋

这不仅仅是一部供度假用的旅行车屋。它搭载了砂光解决展示方案和机器设备。我们将一套先进的测试系统安装在车上，该系统可轻易调整以提供各式砂光问题的解决方案。这让客户有机会立即亲眼看到砂光系统。这些年来我们的车屋在欧洲旅行了相当长的距离。这也是我们能实际抵达客户生产基地实地演示的另一明证。

Our success comes from leadership and cooperation

No company is stronger than its weakest part. Therefore, we are constantly working on creating good conditions for our employees. Uniform quality, good service and constant developing of competences create results from which our customers are benefitting.

Visionary ideas and healthy economy secure the future

Flex Trim A/S has a very strong position on the market for sanding systems. The visionary ideas put into practice through unique sanding solutions all over the world, have secured a strong basis for the future. Flex Trim A/S has been in constant growth and in Denmark the company has been named as a gazelle company (Requirements: Turnover/gross profit must be doubled during the last four years).

During the years Flex-Trim has built up a strong and healthy economy and today the company has an AAA rating.



我们的成功源于领导和合作

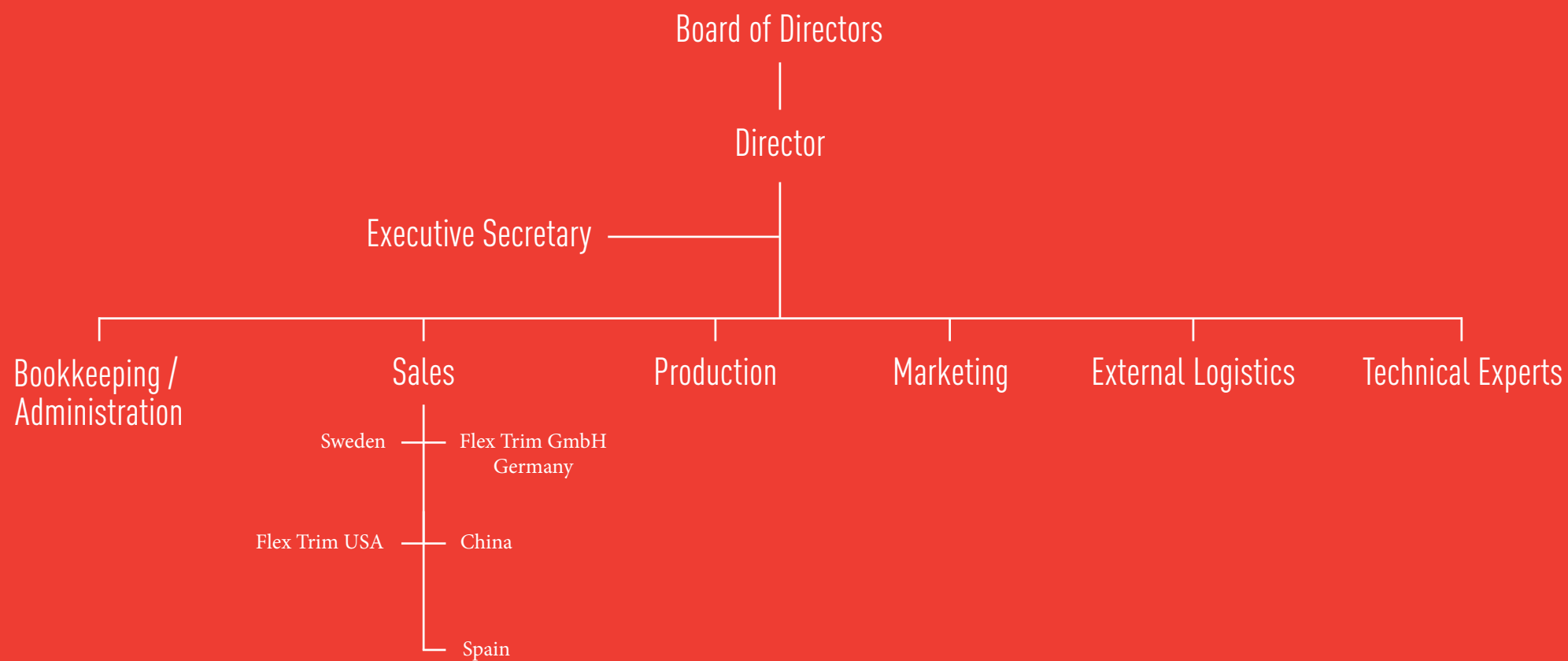
任何薄弱的一环，都将影响公司的坚固程度。因此，我们不断致力于为员工创造良好的工作环境。靠着稳固的质量、良好的服务以及工作能力的持续发展，其成果终将由客户专享。

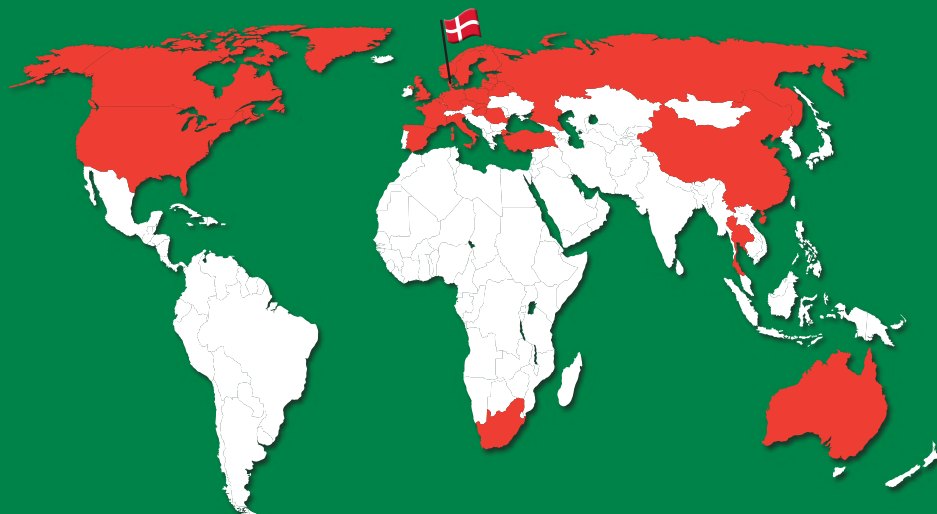
前瞻思维和健全财务确保未来发展

FlexTrim A/S在砂光系统占市场主导地位。极富远见的独特砂光解决方案在世界各地实现，为企业未来发展提供强大基础。由于不间断的稳定成长，Flex Trim A/S公司在丹麦被定义为「跃进公司」（要求标准：营业额/毛利率必须于过去四年期间以倍数成长）。

于此期间，Flex Trim A/S公司亦建立了健全的财务系统，荣获AAA评等。







We operate worldwide

Besides our Head Office in Denmark, we have dealers spread throughout most of the globe.

We have dealers situated in:

Australia, Belgium, England, Canada, Estonia, France, Finland, Holland, Turkey, Belarus, Latvia, Italy, Lithuania, Norway, Romania, Poland, Russia, Spain, Sweden, South Africa, Slovakia, Czech Republic, Thailand, Germany, Hungary, China and USA.

Contact us for a constructive dialogue and tell us about the sanding issues in your production.



全球布局

除了丹麦总部，Flex Trim经销商遍布全球。

我们的经销商位于：

澳大利亚、比利时、英国、加拿大、中国、爱沙尼亚、法国、芬兰、荷兰、土耳其、白俄罗斯、拉脱维亚、立陶宛、挪威、意大利、罗马尼亚、波兰、俄罗斯、西班牙、瑞士、瑞典、南非、斯洛伐克、捷克、泰国、德国、匈牙利和美国。

请与我们联系，并告知我们您生产流程中的砂光问题，来一场富有建设性的对话吧！



www.flex-trim.com