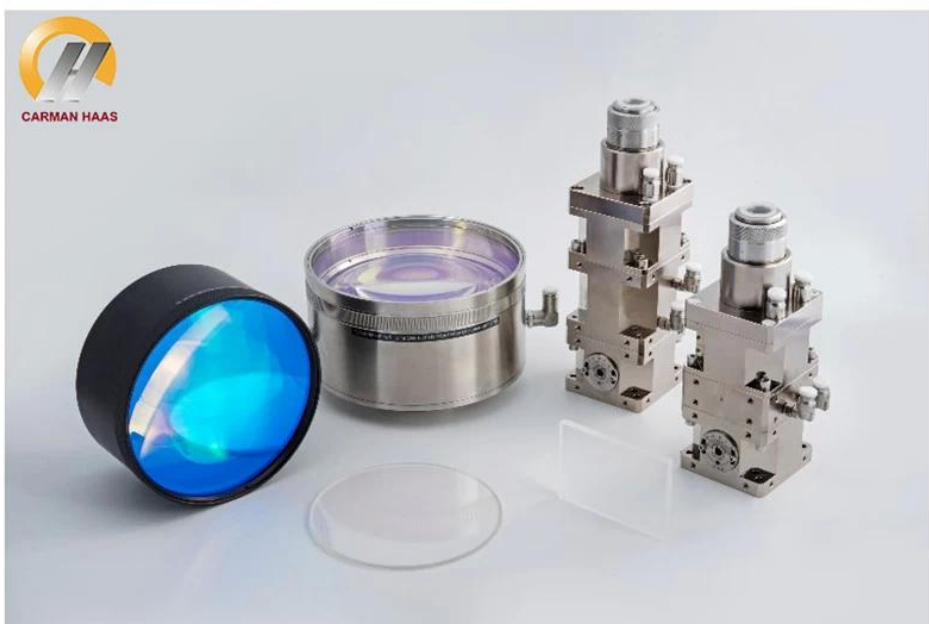
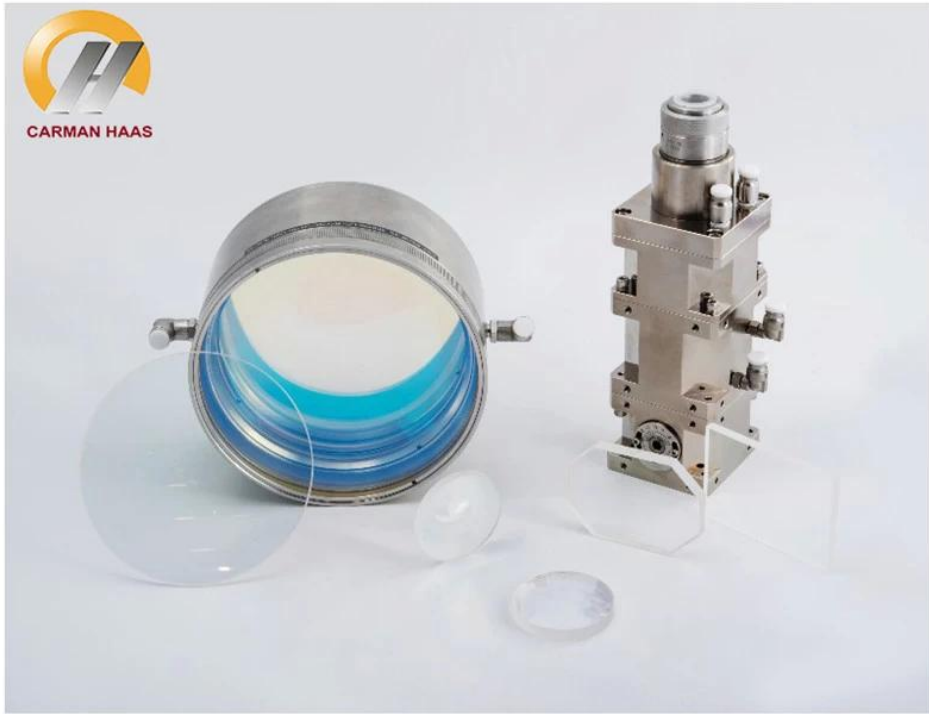


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- (1) XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXX;
- (2) XXXXXX XXXXXXX XXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXX (XXXXXXXXXXXX XXXXXXX: 40 XXX / XXXXXXX 2, 10 XXXXXXX);
XXXXXXXXXXXX XXXXXXXXXXXXXXX <20 ppm. Ensure that the scan lens can be saturated at 8KW;
- (3) XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX, Colimation XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX < $\lambda/10$, ensuring diffraction limit;
- (4) XXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX, 1 XXXXXXXXXXXXXXX, XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX
XXXXXXXXXXXXXXXXXXXXXXXXXXXX XXXXXXX <50°C when using 6KW;
- (5) XXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX, XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXX <0.5mm at 80 °C;
- (6) [XXXXXXXXXXXX](#) [XXXX](#) [XXXXXXXX](#) [XXXXXXXXXXXX](#) [XXXX](#) Carmanhaas XXXXXXXXXXXXXXXXXX XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX, XXXXXXXXXXXXXXX XXXXXXXXXXXXXXX
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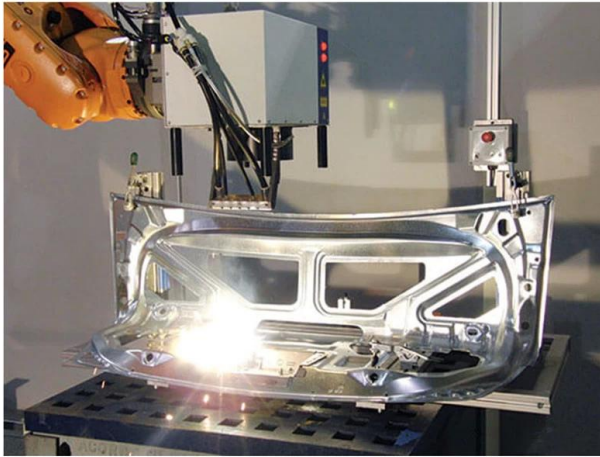
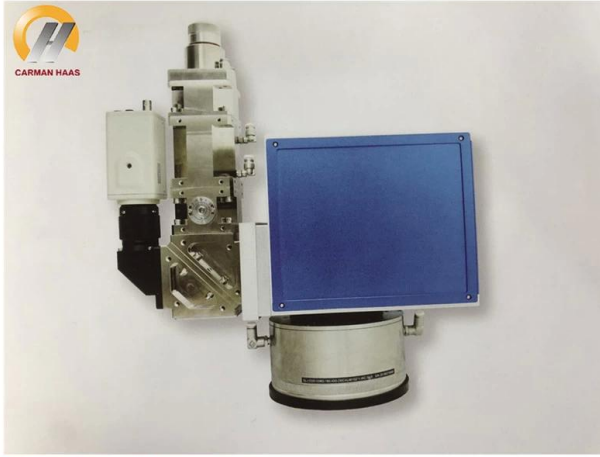
□□□□□ □□□□□□:

1030-1090 □□□□ □□-□□□□ □□□□

Part Description	Focal Length (mm)	Scan Field (mm)	Max Entrance Pupil (mm)	Working Distance(mm)	Mounting Thread
SL-1064-100-170-(14CA)	170	100x100	14	215	M79x1/M102x1
SL-(1030-1090)-150-210-(15CA)	210	150x150	15	269	M79x1/M102x1
SL-(1030-1090)-175-254-(15CA)	254	175x175	15	317	M79x1/M102x1
SL-(1030-1090)-90-175-(20CA)	175	90x90	20	233	M85x1
SL-(1030-1090)-160-260-(20CA)	260	160x160	20	333	M85x1
SL-(1030-1090)-100-254-(30CA)-M102*1-WC	254	100x100	30	333	M102x1/M85x1
SL-(1030-1090)-180-348-(30CA)-M102*1-WC	348	180x180	30	438	M102x1
SL-(1030-1090)-180-400-(30CA)-M102*1-WC	400	180x180	30	501	M102x1
SL-(1030-1090)-250-500-(30CA)-M112*1-WC	500	250x250	30	607	M112x1/M100x1

QBH Collimation □□□□□□

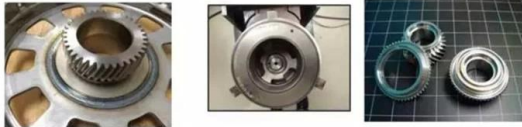
Part Description	Focal Length (mm)	Clear Aperture (mm)	Max NA	Coating
CL2-(900-1100)-30-F60-QBH-A-WC	60	28	0.22	AR/AR@1030-1090nm
CL2-(900-1100)-30-F100-QBH-A-WC	100	28	0.13	AR/AR@1030-1090nm
CL2-(900-1100)-30-F125-QBH-A-WC	125	28	0.10	AR/AR@1030-1090nm
CL2-(900-1100)-38-F100-QBH-A-WC	100	34	0.16	AR/AR@1030-1090nm
CL2-(900-1100)-38-F125-QBH-A-WC	125	34	0.13	AR/AR@1030-1090nm
CL2-(900-1100)-38-F135-QBH-A-WC	135	34	0.12	AR/AR@1030-1090nm
CL2-(900-1100)-38-F150-QBH-A-WC	150	34	0.11	AR/AR@1030-1090nm
CL2-(900-1100)-38-F200-QBH-A-WC	200	34	0.08	AR/AR@1030-1090nm



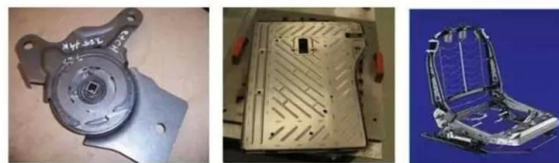
白车身 Body-in-White



Sun gear, Ring gear Viscous damper Synchronization ring



Differential gear Planetary carrier Flywheel



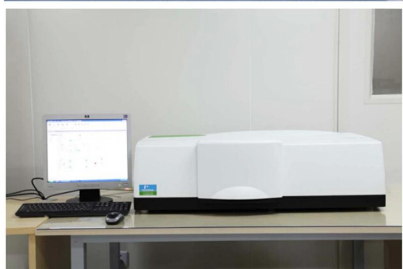
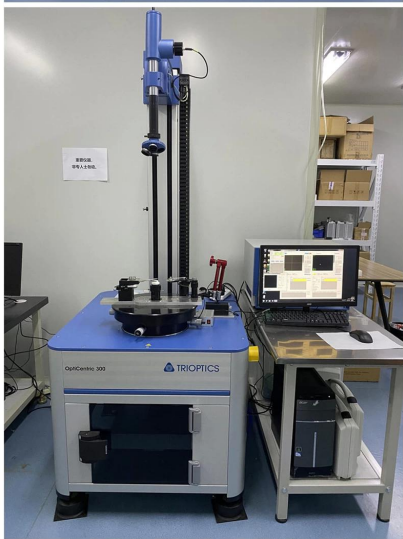
Recliner Backrest Seat Frame



Seat Track Assembly

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PerkinElmer Lambda 950—Testing Transmission and Reflectivity



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CERTIFICATE

ATTESTATION CERTIFICATE OF MACHINERY AND LOW VOLTAGE DIRECTIVES

Technical file of the company mentioned below has been observed and audit has been completed successfully. 2006/42/EC Machinery Directive and 2014/ 35/EU Low Voltage Directive have been taken as references for these processes

Company Name : **Camman HAAS Laser Technology (Suzhou) Co., Ltd.**

Company Address : No 155, West Road Suhong, Suzhou Industrial Park, Suzhou City, Jiangsu , P.R.China

Related Directives and Annex : **Low Voltage Directive 2014/35/EU
Machinery Directive 2006/42/EC**

Related Standards : **EN ISO 12100:2010; EN 60204-1:2006+A1:2009+AC:2010**

Product Name : **Laser Marking Machine**

Report No and Date : SD-90049717.09.08.2018

Product Brand/Model/Type : LMCH-3W,LMCH-5W,LMCH-10W,LMCH-15W,LMCH-20W,LMCH-25W,
LMCH-30W,LMCH-50W,LMCH-60W,LMCH-70W,LMCH-100W,
LMCH-120W,LMCH-150W,LMCH-200W,LMCH-300W,LMCH-500W

Certificate Number : **M.2018.201.N6073**

Initial Assessment Date : 10.08.2018

Registration Date : 13.08.2018

Reissue Date/No :

Expiry Date : **12.08.2023**

Signature
UDEM International Certification
Auditing Training Centre Industry
and Trade Inc. Co.



The validity of the certificate can be checked through www.udem.com.tr. The CE mark shown on the right can only be used under the responsibility of the manufacturer with the completion of EC Declaration of Conformity for all the relevant Directives. This certificate remains the property of UDEM International Certification Auditing Training Centre Industry and Trade Inc. Co. to whom it must be returned upon request. The above-mentioned firm must keep a copy of this certificate for 15 years from the registration of certificate. This certificate only covers the product(s) stated above and UDEM must be notified in case of any changes on the product(s).
Address: Murkazeri Mahallesi 2073 Sokak (Eski 93 Sokak) No:10 Çankaya - Ankara - TÜRKİYE
Phone: +90 0312 443 03 90 Fax: +90 0312 443 03 76
E-mail: info@udemtd.com.tr www.udem.com.tr



Certificate of Approval

Certificate No.: 10119Q12565R0M

Awarded to

**Carman Haas Laser Technology(SuZhou)
Co., Ltd.**

Organization Code Certificate No. / Unified Social Credit Code:91320594MA1MF4EP56
Add.:No.155, West Road Suhong, Suzhou Industrial Park, Suzhou City, Jiangsu Province, P.R. China. 215000

Beijing ZhongLianTianRun Certification Center (ZLTR) certify that the
Quality Management System of the above organization has been assessed and found to be
in accordance with the requirements of the standard:
GB/T19001-2016 / ISO9001:2015

SCOPE OF CERTIFICATION/REGISTRATION

The Research and Development and Production of Optics Lenses (Except the limits of national laws and regulations.)

This certificate is made valid when used with certification scopes and the requirements of applicable laws and regulations. These requirements include, but are not limited to, administrative permits, scopes of qualifications, and CCC requirements.

Subject to operation conditions in requirements conformity with Quality Management System.

This Certificate is valid for a period of three years only.

Date from: Mar 13th,2019 To: Mar 12th,2022

The effectiveness of this Certificate shall be Validated by periodic surveillance audit of ZLTR for maintenance.

Information of this certificate can be found on the official website of Beijing Zhonglian Tianrun Certification center (<http://www.zltr.com.cn>)



Beijing ZhongLiantianrun Certification Center

Room2003, 22nd Floor, 2nd Unit, Block 1, No.4 Yard, Qiyang Road, Chaoyang District, Beijing, P.R. China 100022

Information of the certificate can be found on the official website of Certification and Accreditation Administration of the People's Republic of China (<http://www.cnca.gov.cn>)

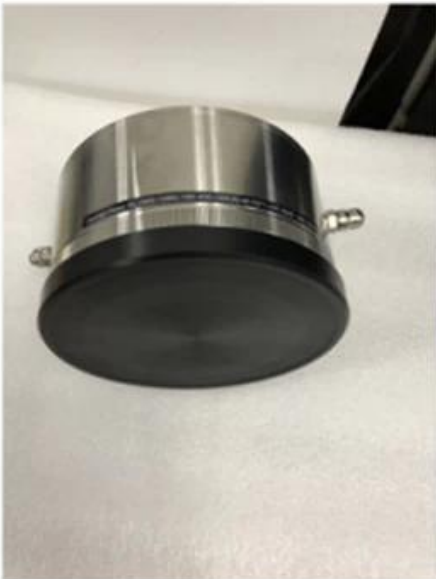
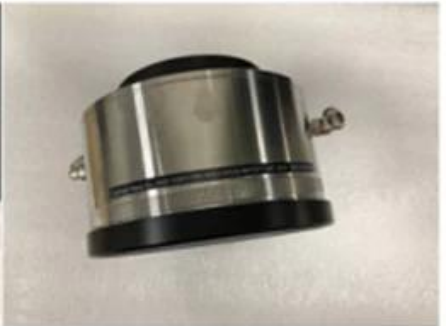
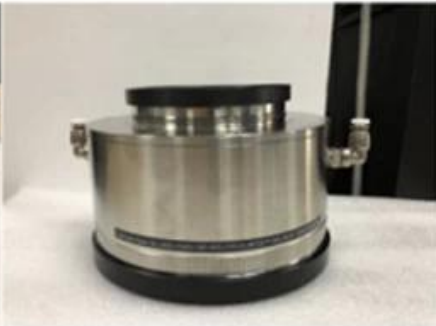
ISO 9001

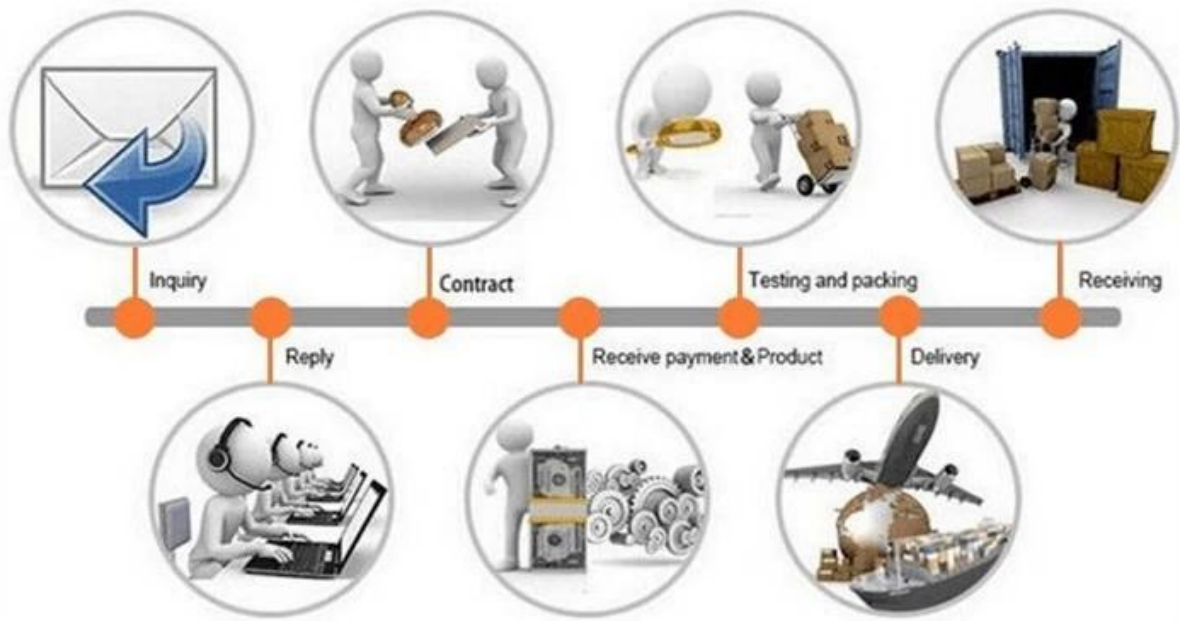
ISO 9001



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Packaging & Shipping





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Q1: 請列出 5 種常見的電子產品類別。

- A1: 1) 行動電話, 2) 筆記型電腦, 3) 平板電腦, 4) 智慧電視, 5) 智慧手錶
- A2: 1) 筆記型電腦, 2) 智慧電視, 3) 智慧手錶, 4) 智慧眼鏡, 5) 智慧音箱
- A3: 1) 筆記型電腦, 2) 智慧電視, 3) 智慧手錶, 4) 智慧眼鏡, 5) 智慧音箱
- A4: 1) 筆記型電腦, 2) 智慧電視, 3) 智慧手錶, 4) 智慧眼鏡, 5) 智慧音箱

Q2: 請簡述 B2B 和 B2C 的區別。

- A1: (1) B2B 是企業對企業, B2C 是企業對消費者。 (2) B2B 交易額較大, 交易週期較長, 關係穩定。 B2C 交易額較小, 交易週期短, 關係較鬆動。
- A2: (1) B2B 是企業對企業, B2C 是企業對消費者。 (2) B2B 交易額較大, 交易週期較長, 關係穩定。 B2C 交易額較小, 交易週期短, 關係較鬆動。

Q3: 請列出 3 種常見的 B2B 銷售策略。

Q4: 請簡述 B2B 銷售漏斗的各個階段。

A1: 1) 吸引, 2) 培育, 3) 成交, 4) 留存, 5) 推薦

Q5: 請簡述 B2B 銷售漏斗的各個階段。

A2: 1) 吸引, 2) 培育, 3) 成交, 4) 留存, 5) 推薦

Q6: 請簡述 B2B 銷售漏斗的各個階段。

A3: 1) 吸引, 2) 培育, 3) 成交, 4) 留存, 5) 推薦

Q7: 請簡述 B2B 銷售漏斗的各個階段。

A4: 1) 吸引, 2) 培育, 3) 成交, 4) 留存, 5) 推薦

Q8: 請簡述 B2B 銷售漏斗的各個階段。

A5: 1) 吸引, 2) 培育, 3) 成交, 4) 留存, 5) 推薦

Q9: 請簡述 B2B 銷售漏斗的各個階段。

A6: 1) 吸引, 2) 培育, 3) 成交, 4) 留存, 5) 推薦

Q10: 請簡述 B2B 銷售漏斗的各個階段。

A7: 1) 吸引, 2) 培育, 3) 成交, 4) 留存, 5) 推薦

Q8 請說明 採購 數量 折扣 與 採購 數量 折扣 之間的 關係?

答： 採購 數量 折扣 是指 採購 數量 達到 一定 數量 時， 採購 價格 會 隨 之 降低。 採購 數量 折扣 的 種類 有： 數量 折扣、 價格 折扣、 數量 折扣 / 價格 折扣 等。 採購 數量 折扣 的 優點 是： 可以 降低 採購 成本， 提高 採購 效率。