

NEWS FROM HAITIAN INTERNATIONAL
ADVANTAGE

Plastic News from Haitian International | Issue 22



TECHNOLOGY TO THE POINT



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**20 YEARS – THINKING ELECTRIC SINCE 1998.
THINKING ELECTRIC FOR THE FUTURE.**

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CHINA

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SWOP - PROCESSING & PACKAGING, Shanghai, China

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DMP 2019, Shenzhen, China

EUROPE

2019-05-07 - 2019-05-09

KUTENO 2019, Rheda-Wiedenbrück, Germany

2019-09-25 - 2019-09-26

Kunststoffen, Veldhoven, Netherlands

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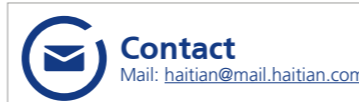
K 2019, Düsseldorf, Germany

2019-11-12 - 2019-11-15

EXPOPLAST, SIBIU, ROMANIA

2019-05-28 - 2019-05-31

PLASTPOL, KIELCE, POLAND





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20 JAHRE ELEKTRIK
20 YEARS OF ELECTRIC

Zhafir is ready for an electric future with a range from 400 to 33,000 kN

A new dimension for technology to the point. For the first time Zhafir is offering electric solutions in a range from 400 to 33,000 kN. By introducing the new Jenius Series, a modular hybrid that offers a two-platen solution, the range of applications has also been considerably expanded. Zhafir headquarters believes it has already optimally positioned itself for the electric future. Further developments are to follow.

Zhafir
production line

The new range is complemented by various performance variants, such as "F" (Fast Cycling) for short cycles or application-oriented packages for precision multi-component jobs. Zhafir headquarters in Ningbo, China, sees this as a major milestone: With the available electric model ranges, all applications for sophisticated manufacturing are immediately covered.

continued on next page >



Getting to this point has required a lot of staying power, but now we are in a great position to transfer the advantages of electrics to all sectors of application throughout the plastics processing industry. Precision. Dynamics. Speed. Top-quality manufacturing. All of this comes with affordable and clever cost structures. Add to this energy savings verifiably measured in the high double digits, as high as 70% in fact. Every rationale speaks in favor of an electric future. And you can be sure that with the introduction of the third generation of technologies further advantages will be added as early as 2019.

With the fully electric Venus machine, premiering in early 2007, Zhafir Plastics Machinery made the first breakthrough. Since then, with the Zeres Series, developed with identical construction features but designed as an electric entry-level model with integrated hydraulics, the second facet in the diamond was sharpened. In as many as 50 countries worldwide more than 13,000 Zhafir machines have now been installed.

“The Venus, Zeres, and now the Jenius machines make up our current backbone because we at Zhafir believe

that the future of injection molding will be electric”, says Zhang Bin, CEO of Zhafir Plastics Machinery. Sales figures that have been consistently rising for years and the positive response from processors confirm this message. Remarkably, in Germany – the core market for plastics processing in Europe – the company currently sells more electric machines than hydraulic ones.

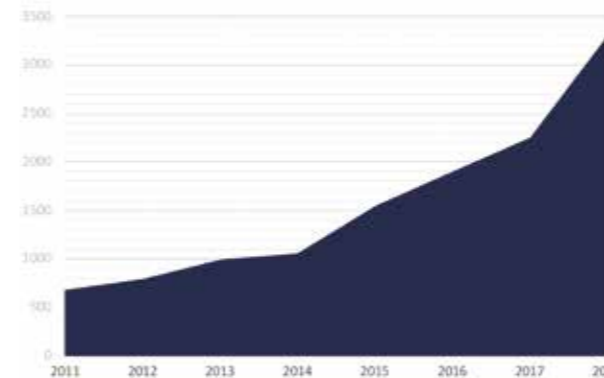
Thinking electric since 1998

Until a few years ago electric injection molding machines were reserved exclusively for the high-end applications sector. The production costs – and at the same time the cost of buying the machines – were simply too high. Japanese manufacturers had been the first to occupy the high-end sector and dominated the field; they continue to play a major role to this day.

Yet it was only a matter of time until this would change. First of all, with the founding of Zhafir R&D in Germany in 2005 the revolution in the world of electric injection molding technology was unofficially launched. Under the direction of Prof. Helmar Franz a team of German and Chinese engineers worked feverishly behind the scenes. Zhafir was pursuing a bold



Zhafir in Germany



Zhafir Sales 2011-2018

vision. The goal was both a clear and a challenging one: electric for everyone. Electric injection molding machines at the price of hydraulic ones. Not only in premium sectors, but for the standard ranges too, right down to the simplest of applications – perfect example for “Technology to the Point” for electric drives.

By 1998, CEO Mr. Zhang Jianming had already initiated and promoted the development of fully electric machines at Haitian – acting from the deepest conviction that ultimately electric drives offer a whole range of advantages when compared with hydraulic. Up until now, the high price of machines has been caused by manufacturing costs. Supported by Haitian’s experience and production expertise, Mr. Zhang saw the possibility of making a lasting change. As basic developments took their course, the fully electric Haitian HTD series was created, created, which was eventually passed on to Zhafir to be further developed and optimized into the Venus Series. Meanwhile, Zhafir’s German engineering team was also working on the innovative Mercury and on other premium technologies that were immediately to become included in various different machine ranges.

In a sense, Zhafir thus took on a pioneering role in broadly based electric solutions. The premium markets were already partly “electrified”, it’s true, but traditionally hydraulic markets were the majority. Live applications, benchmarking, honest discussion, mold tests, and sales and service partners around the globe have little by little paved the way. In retrospect it can be said that Zhafir demystified the inflated status of electrics, brought them down to a practical level and into the production workshops for standard applications. At the beginning, it was a matter of persistent persuasion, using warm words and hard facts – hydraulic vs. electric, tradition vs. future. The advantages in performance and costs are obvious. Once interest has been aroused, the facts almost always speak in favor of an electric solution. In the meantime, Zhafir has consistently expanded its wealth of electric solutions with modular ideas to now include combining two-platen technology for large-size/long visible parts.

The next generation of technologies

In 2015 Zhang Bin assumed responsibility at Zhafir for bringing the development of electric machines into the next generation of technologies and for promoting digitalization.

“The future is electric” – this is a clear acknowledgment by Zhafir that it will continue on the path already taken. It’s not just the statistics of the global market data that demonstrate that Zhafir is going in the right direction. Even at the plastics industry’s leading trade fairs the trend towards electrics is also apparent, which means that Zhafir is in very good company. On this point Zhang Bin says: “Whether you take NPE, Chinaplas or even the K Trade Fair, electric machines are making ground in all markets. This confirms our decision to expand our portfolio of solutions even further. We are proud of our achievements but still far from satisfied and continue to see possibilities for offering electric solutions that are even more broadly based and cost-effective.”



Application Center at Zhafir Plastics Machinery, Chun Xiao, China



Check more details about Zhafir products





Qman

starts here

Interview with Guangdong Qman Culture Communication Co., Ltd., located in Chenghai District of Shantou.

Toy and gift industry is the most characteristic industry in Chenghai and the pillar industry of Chenghai. In Chenghai, there are more than 2,800 large and small toy and gift manufacturers, with more than 100,000 employees, which occupies half of the output value of the region's domestic trade.

The "Qman" is a leading brand in China's small plastic building block industry. We visited Qman and communicated with the General Manager Mr. Zhan Kada. More than 20 years ago in China, the toy industry was still underdeveloped and the consumption level was not as high as now. Lego, the European brand was out of reach for average children. Mr. Zhan Kehua and his wife aspired to make building blocks that every Chinese child could afford. Because of this, the Zhans started a new project and set foot on the road to making building blocks.

Since then, Qman has been growing by leaps and bounds. In 1998, it entered overseas markets. In 2003, Qman became the second largest brand of building blocks in Eastern Europe. In 2017, it achieved a qualitative leap with its cumulative sales of more than 15 billion pieces of building blocks. If such a number of building blocks were lined up end to end, they would circle the earth more than 9 times.

Mr. Zhan Kada and Mr. Zhan Junyan, the two brothers who inspired their parents to create a brand of building blocks, now have grown into excellent second-generation business managers. With the hopes and expectations of their elders, they invigorate the brand Qman and lead it into a new stage. Within the company, the two brothers have a clear division of responsibility. Mr. Zhan Kada is mainly responsible for sales and brand operation, while Mr. Zhan Junyan is mainly responsible for product R&D, and they manage production together. Both brothers are doing well in their respective fields. Through thinking of the internet development, Mr. Zhan Kada has developed online channels as well as offline channel and mainstream e-commerce platforms. Now their products are sold in 31 provinces and municipalities throughout China, and exported to 40 countries and regions worldwide.

For Mr. Zhan Kehua, the founder of the company, is satisfied with the two brothers' performance in keeping pace with the times. He believes that Qman will go to the global market with a more international brand image under the careful management of the two brothers.

"Lego, which inspired us to start our own business, is a company that we always regard to as a teacher rather than a competitor. Of course, there are big differences in product positioning and operations between Lego and us. Next, we will actively develop in shopping malls and supermarkets in second-tier cities to strengthen our own brand image."

Production hall at QMan with Zhafir machines



General Manager
Mr. Zhan Kada

"Lego, which inspired us to start our own business, is a company that we always regard to as a teacher rather than a competitor."

"Zhafir is cost effective!"

Mr. Zhan Kada is not conservative. He dares to accept new things, dares to accept errors, and dares to try to make breakthroughs.

Under his leadership and decision-making, so far Qman has bought a total of 112 Zhafir electric injection molding machines, and it is a very strong strength to own such numerous high-end injection molding machines in Chenghai.

Before 2012, Qman used various brands of hydraulic injection molding machines. In 2014, Shantou agency of Haitian sent a Zhafir VE1500 to Qman for trial. It was found not suitable and then replaced by a VE1900. Mr. Zhan Kada was very satisfied with the results of this machine's performance. "The nozzle was reduced from 8mm to 4mm. The weight was reduced by more than half. The rate of qualified products was greatly enhanced. The product quality became more stable and more controllable. The direct results were savings of raw materials and manpower, higher product quality and higher efficiency. In 2015, we replaced all Haitian hydraulic injection molding machines with Zhafir electric injection molding machines."

"Zhafir helps our intelligent production"

"This was by no means a deal made just because of friendship. It was not a small investment, but very cost-effective in the long run. Compared with the hydraulic machines we used before, the Zhafir series save a considerable amount of raw materials and

labor costs, etc. My thought is that if we cannot recover the investment in one year, we will recover it in two or three years. In the end, we will benefit a lot from it." As it turned out, Mr. Zhan Kada was right. The investment on one Zhafir machine was recovered in less than three years.

"We adhere to the concept of long-term development. At present, our company is moving along the direction of intelligent production. Zhafir electric series has made our data collection more accurate, which is very beneficial to intelligent production."

Of course, it depends on the matching between the machine and the mold to get maximum benefit from an injection molding machine. "Haitian gives us the best support. At the beginning, they optimize the process parameters of our products. Later, they cooperate with us in the research on mold optimization and matching, to improve the product quality stability and production efficiency."

"In short, we buy Zhafir because of the good machines and good services. There's nothing to worry about, so I can focus more on brand operation."

A great story about trust

Visit to Zhongshan Meitu Plastic Ind. Co., Ltd.



Zhongshan Meitu Plastic Ind. Co., Ltd., a well-known manufacturer of sanitary wares, is located in Nanlang Town, Zhongshan City, Guangdong Province, the hometown of Mr. Sun Yat-sen.

Meitu has developed step by step since its establishment 27 years ago, and has now become the largest enterprise in China's sanitary ware industry. So far, Meitu and Haitian have 27 years of strategic cooperation and deep friendship. At the end of March 2019, we visited Meitu and had a pleasant talk with the General Manager Mr. Huang Haojia.

Haitian's injection molding machines were first introduced in Guangzhou in 1992. Mr. Huang Haojia and Mr. Zhou Wenhui, the current chairmen of the board, looked for a suitable project together. They visited a machinery exhibition in Guangzhou, met Mr. Feng – the distributor of Haitian Plastics Machinery in Guangdong – at the Haitian booth and had a good talk. Mr. Huang and Mr. Zhou bought an HTF350 machine at once, and then they started to select the site and set up a company, which is today's Zhongshan Meitu Plastic Ind. Co., Ltd.

"There were many local suppliers of injection molding machines in Guangzhou at the time, but after Haitian Plastics Machinery made the long journey from Ningbo to this show, it was a particular sign of strength to me," said Mr. Huang Haojia.

Up until now, all of Meitu's injection molding machines are Haitian and Zhafir brands. From early model HTF to

the later series: All-electric Zhafir VE, electrical ZE, Haitian fast-cycling solution MA/F, etc. The company has a full range of Haitian International machines.

"First of all, we have a common interest and an excellent understanding with the experts of Haitian International. Everything is transparent and organized. We continually decide for more machines and we are certainly looking forward in receiving specific application trainings from Haitian in the future."

Strong production strength

Meitu has concentrated on the production of toilet lids, tank fittings, as well as bathroom and kitchen accessories for the past 27 years. At present, it also involves the production of food packaging and rubber products.

With the usage of nearly 150 tons of various plastic materials per day, every 2 seconds there is a set of 2 toilet lids produced. This results in an annual output of more than 20 million sets and 10 million sets of water tanks. Meitu has established cooperative relationships with more than 100 well-known domestic and foreign sanitary ware enterprises and building material retailers like Kohler, American Standard, Geberit, Hengjie Sanitary Ware, and Wrigley.

Strong production strength and excellent reputation have made Meitu the standard drafting unit in China's toilet lids and tank fittings industry, and it has been rated as a high-tech enterprise and a provincial enterprise technology center.



Mr. Huang Haojia, General Manager of Meitu

Entering Meitu, the first impression is the clean and well organized factory. All the details show that it is a well-run and thriving enterprise. Mr. Huang Haojia, in his 60s, is a hale and hearty man with firm eyes and good posture, which is just like the energetic enterprise spirit. As a manager, he has strict control and high requirements over production.

In addition to ensuring the high quality of products, Meitu has always strived for innovation. Meitu has a professional research and development team, composed of 35 senior engineers and 60 engineering technicians, and obtains at least 25 patents every year. Meitu devotes more than 3% of its revenues to research & development and innovation every year, and constantly explores new materials and processes to upgrade its products.

"We provide a one-stop solution from initial ideas to final products and all efforts are to help customers receive a better experience."

For the sold products, Meitu provides warranty all the way and conscientiously does its best with the delivery date and quality. "For so many years, we have never lost an existing customer." Meitu obviously has great potential to expand its market. Mr. Huang said "Meitu will enter the intelligent toilet lids field when we are ready."

Meitu has more than 400 Haitian and Zhafir injection molding machines. One of the workshops is very eye-opening. It is like a "museum" of Haitian machines. Most of these machines were produced in the 1980s and 1990s. After 20 to 30 years, they are running well, and still producing reliably. Few Haitian customers keep so many well-maintained old machines, but Meitu is one of them. Mr. Huang Haojia regrets selling the above mentioned HTF 350, which was bought at the fair in 1992, "Really a pity. It was our first machine. A truly memorable thing."

Why are these old machines still in such good condition? This is due to the "technical background" of the manager. In the early 1980s, Mr. Huang Haojia worked as a manager in a Hong Kong-funded enterprise and accumulated rich technical experience. He knows the importance of machine maintenance well. After resigning and establishing Meitu together with Mr. Zhou Wenhui, he led and cultivated an excellent technical team, which not only has strong strength in technical processes and product research & development, but also is familiar with the correct use and maintenance of machines.

"To make the machine fully play its role, you must know how to maintain the machine." Therefore, in Meitu, the failure rate of both the old machines and the new machines is extremely low, which ensures the maximum production capacity."





"We pursue transparent production and systematized management"

Go Factory help us to master our production

Interview with Taizhou Yongxin Metal Co., Ltd.

Taizhou Yongxin Metal Co., Ltd., established in 2006, is engaged in the product development and design, mold design, precision injection, assembly, painting, printing, anodizing and metal processing of household appliances and engineering plastic parts. The founder team of the company has accumulated over nine years' professional and practical experience and is especially good at the mold development and design of high-temperature special engineering plastic, and the company is the first-tier supplier of Taizhou Factory of LG Korea.

Currently Yongxin Metal owns 28 Haitian machines. The senior management attaches great importance to the use of "Go Factory", and so far the company is familiar with this system and realizes the advanced management mode of intelligent factory.

We had an interview with GM Mr. Zhu, and program director Mr. Hua.

Haitian Smart Solutions: Why do you choose the software "Go Factory"?

Mr. Zhu: Yongxin Metal has always been focusing on the control over product quality and strict KPI management system to pursue transparent production and systematized management, so as to provide our customers and partners with more excellent products and services. Right now there are many networked softwares and MES systems and we finally chose "Go Factory" from Haitian mainly for the following considerations: first of all, the system is of excellent price performance ratio; second, it has complete functions to meet our needs; finally, we have great trust in Haitian brand.

Haitian Smart Solutions: Can you share with us the experience when using "Go Factory"?

Mr. Hua: We experienced a run-in period since the system was just put into use, after all, it is a new thing for us, and we need time to learn it and get used to



Haitian & Yongxin Metal

it. Also we had to establish and optimize the basic data during early phase. Haitian provided us with full training and always acted timely whether for the operation guidance of the system or solving problems. Furthermore, Haitian's return visit helped us better use the system.

Haitian Smart Solutions: Can you name some changes due to the use of "Go Factory"?

Mr. Hua: "Go Factory" has changed the former on-site management mode and realized the **transformation from extensive management to digital & informatization management** and the visual management of workshops. Mainly show in:

1. Workers can **master their production** at any time through "Go Factory" to make the plan and release tasks. Look at task schedule, for example, the traditional way requires a lot of data checking, which is time and labor consuming, but "Go Factory" saves over half of my time, which really helps me a lot.
2. With "Go Factory", we realize the **real-time control** over machine running state. It controls the running state and production progress of the injection molding machine through the monitoring module to avoid abnormal breakdown which cannot be detected in



time. Furthermore, the system can record the reasons of breakdown, which is convenient for the analysis of the utilization ratio of machines.

3. "Go Factory" offers clear visual interface to display the production information and running state of machines **on computers, mobile phones and electronic display boards**, which is convenient for us to obtain relevant information fast and solve problems in time.

4. "Go Factory" can collect machine data, more correct, **reliable and timely** than manpower, thus to save labor.

5. The rich big **data reports**, such as OEE and machine utilization, save lots of my time on statistics, and the correct and reliable data greatly help the KPI evaluation of employees.

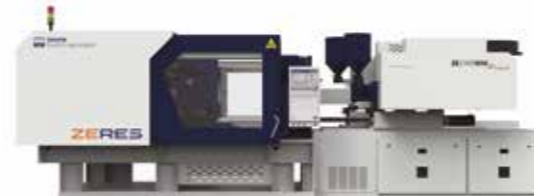
Thanks to the favorable experience, Yongxin Metal have bought more Haitian injection machines and all installed "Go Factory" system recently to expand production.

We wish Yongxin Metal a prosperous future!



Welcome to Chinaplas 2019 with "Technology to the point"

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Space- and energy saving

AUTOMOTIVE

Haitian JU III Series

CHINAPLAS PREMIERE: Haitian JU III Series has significant improvements to the previous machine generation and provides more advantages for many different molding applications. No matter large parts, such as trash bins and logistics boxes, or high-precision automotive parts and high-tech parts with high surface quality, JU III Series provides the best solution for customers. As a product with "Technology to the Point", the further development of the JU Series focuses on flexibility, simplification and ease of control in the application.

Machine type.....JU4500III/2230

Application Interior panel of automotive door
 Part weight 150 g
 Cavities..... 1
 Material ABS
 Cycle time 40 s

JU
Check more details about the Jupiter III Series



Excellent price-performance ratio

PACKAGING

Haitian MA/F Series Fast Cycling solution

CHINAPLAS PREMIERE: The Haitian Mars Series introduces its fast cycling version "F". The new range is engineered to produce high efficiency plastic packaging products. With an injection speed of up to 500mm/s, the MA/F provides high and consistent process stability especially for extremely thinwalled and light products. With "Technology to the point", the new MA/F is the perfect balance between productivity and cost efficiency to expand the scope of action for our customers.

Machine type.....MA3800F/1280

Application 750ml Food Box
 Part weight 14 g
 Cavities..... 6
 Material PP
 Cycle time 4.5 s

MA
Check more details about our bestseller Mars II Series



Electrical precision for multi applications

TECHNICAL CONSUMER GOODS

Zhafir ZE-M Series Multi-Component Solution

CHINAPLAS PREMIERE: Zhafir Plastics Machinery showcases its multi-component electrical solution – ZE-WM. With the experience of electrical solutions for over two decades, this machine provides top-end solutions to multi-component applications. With a fundamental experience of electrical drive technology, the multi ranges from Zhafir combine precision processing and "Technology to the point".

Machine type.....ZE2300WM-210h/120h

Application Back cover of smart watch
 Part weight 0.5 g
 Cavities..... 4
 Material Transparent PC+PC
 Cycle time 45 s

ZE
Check more details about the Zeres Series M



Excellent price-performance ratio

AUTOMOTIVE/OPTIC

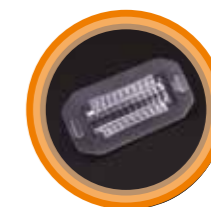
Zhafir ZE Series with Liquid Silicone Molding System

Professional LSM based on Zhafir electrical solution is able to produce high precision silicone products at high pass rate. Thanks to the clean and highly efficient process of electrical drives, the Zhafir Liquid Silicone Molding system is able to meet the strict requirements of clean production environment in such fields as medical, communication security and baby products.

Machine type.....ZE1500-210

Application LED lens of automotive lamp
 Part weight 10 g
 Cavities..... 2
 Material Dow MS 4022 liquid silicone rubber
 Cycle time 80 s

ZE
Check more details about the Zeres Series





Tongtu Road Plant - currently the largest factory of Haitian International

“A Pioneer of Reform”

Mr. Fang Jiangting, GM of Haitian International’s Tongtu Road Plant

Mr. Fang Jiangting, the factory manager of the Tongtu Road Plant, seems some kind of impersonal and distanced to many people. He pays high attention to the rules and standards and is strict with all details from formulation to implementation, supervision and improvement, thus well-known for his strictness. Actually, he himself also thinks he is a perfectionist. “I think that management is somewhat simple, that is, to urge everyone to strictly follow the standards. Rules of play and standards are the basis to guarantee quality and efficiency.”

However, people familiar with him all know that he is actually warm and conversable. Mr. Fang Jiangting has many hobbies, for example, sightseeing tour, mountain hiking and social media. He also likes to communicate with young people. People around him like to exchange ideas with him.

The Tongtu Road Plant, which covers an area of 280,000 square meters, is a “jumbo” factory with nearly 1,000 employees. This is, amongst others, the production base of Haitian Jupiter Series. Over 1,000 large-sized IMMs were produced here in 2018. Since he was appointed to set up the factory in 2014, Mr.

Fang Jiangting always has been caring for its growth. As a benchmark factory of Haitian International, Tongtu Road Plant sticks to the core management concept of lean production. One machine will be subject to over thousands of working processes, including rough machining, heat treating, metal processing, electroplate, painting, assembly, adjustment and final product warehousing.

Inhouse screw manufacturing



Mr. Fang Jiangting, General Manager of the Tongtu Road Plant

Tongtu Road Plant establishes standard for each working process, thus to realize the supervision, improvement and goal achievement. For more than four years, the production here has been increasing by almost 25 % every year.

Improvement is always possible

Mr. Fang Jiangting attaches great importance to the concept of lean production, and regularly organizes workshop section meetings to solve problems timely. He thinks, “And he continues to focus on permanent optimization: “Improvement is endless. There is no best, but it always goes better and better.” Excellence, he says, is the result of hard work, loyalty and wisdom. He is convinced of this.”

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Manufacturing of two-platen Jupiter Series



Manufacturing of two-platen Jupiter Series





Example of in-house tie bar manufacturing with efficient FMS lines (above) and immersion basins (left)



FMS Lines for component manufacturing




Excellence comes from diligence, loyalty and wisdom. 33 years ago, Mr. Fang Jiangting started as a machine operator and assembly worker on two shifts and accumulated rich practical experience at production line. Since 1995, he has been elected as workshop director and taken up management positions ever since. Later on, he successively served as the factory director of Dagang Plant, Haitian Road Plant, and Zhafir Plant, and now the factory manager of Tongtu Road Plant. His management work has been lasting for more than 20 years. Mr. Fang Jiangting, good at studying, is extremely busy for recent years, he manages the factory while coordinating relevant experts to sum up experiences and write books.

Determination and innovation

Being decisive and innovative is the outstanding characteristics of this popular factory manager. As early as 2001, he set up Haitian's first IMM assembly-line, which facilitated the large-scale production of small-sized machines. After that, he set up production lines for subassemblies and electrical parts.

In 2009, he set up logistics system and MES system in subassembly workshop and final assembly workshop after taking over Haitian Road Plant. In 2012, he re-structured all workshops in Zhafir Plant and formulated new working process standards and set up MES system. Over the years, Mr. Fang Jiangting has made outstanding contributions to the standardization and informatization of production management.

For this innovative and dynamic Haitian "veteran", his wonderful story is still going on.




Tongtu Road Plant
280,000 qm



"Rules of play and standards are the basis to guarantee quality and efficiency"



Manpower
1,000 employees



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Check out the Tongtu Lu Plant in VR on our booth at Chinaplas

WE CREATE AND EXTEND ADVANTAGE.

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9

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