# Special Edition ACVAINTAGE Plastics News from Haitian International

A Magazine of Haitian International | Issue 17/2018









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EDITORIAL

### **DEAR READERS,**

Handwritten signature of Assistant to the President & Director of Market Department Ye

In a twinkling of an eye, 2017 is coming to an end and 2018 is approaching.

The past year for Haitian Plastics Machinery is a year of both endeavors and innovation; it is also a year of both good harvest and hardships. In 2017, the order quantity and turnover of plastics machinery came to a new high and the share of sales volume increased largely in both domestic and international markets, which means that Haitian's international strategy has taken a big stride forward once again.

Looking into the future, there is still infinite space for development. On the one hand, the vigorous development of industries like automobiles, pharmaceutical and food packaging will lead to greater demands for injection molding machines; on the other hand, the development of peripheral technologies like servo control, quick mold change and robot will also bring new opportunities to digitalization and automatization, which can promote and improve the development of smart factories.

Implementing the strategy of "automatized small machines and two-platen large machines" in products, carrying out lean production in management, promoting informatization and intelligentization, consolidating the domestic market and expanding the overseas market, and strengthening pre-sales and after-sales services are not only the development orientations that Haitian International up-







holds but also the magic weapon for Haitian International to increase its market competitiveness.

Having been thoroughly tempered, Haitian will never stop pursuing excellence in the light of craftsmanship spirit. As you can see in this journal, the 20 years' development of Haitian two-platen machine that can be written into the annals of history; the groundbreaking Jupiter II that will make its debut soon; lean management that twelve branch plants have been always grasping; endeavors and hardships of employees... all of which are to make our products have higher price-quality ratio advantages in the world market and our global clients continue to gain profits and develop steadily. Haitian will be faithful to its aspiration which is to equip China and the rest of the world.

2018 will be another year full of hope and challenges. Thank you for your support and encouragement. We will continue to carry forward the cause and forge ahead into the future.

I hope we will stand and fight together as always to explore a broader world.



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### **TAKE OFF & FLY AWAY**

20 years of Haitian two-plate machines







As the popular large-scale machines in the international market, Haitian two-plate injection molding machines have been upgraded for several generations since concept preparation in 1998 and the output has increased from single digits to over a thousand in the past 20 years. These 20 years are extraordinary of innovation and development, which can be written into the history book of the manufacturing industry of China. By depending on the opportunity of the coming out of the newest Tianhong JUIII,, we have interviewed Mr. Gao Shiguan, the deputy director of the technical department of Haitian Plastics Machinery, who will introduce us the development history of the two-plate machines of Haitian.



### Question by the French engineer

In 2006, the mold center of Qingdao Haier Group purchased the first two-plate machine HTK3300 from Haitian for its mold testing and Gao Shiguan from the technical department of Haitian Plastics Machinery went to Haier Group to check on the usage situation of the machine, where he met a senior engineer of Plastic Omnium, an old auto parts manufacturer of France. This French engineer asked him two questions with interest, one is can you export this machine and the other is can it be used for the auto parts production?

It was a HTK two-plate injection machine of the first generation of Haitian, which is primarily used in the logistics and household appliance industry as its performance cannot yet meet the application requirements of the automotive field. For the questions of the French engineer, Gao Shiquan responded that "I'm so sorry, it is not for export temporarily but it will be in a few years". To his surprise that the engineer took out a pen to ask Gao Shiguan to sign on his name.

This French engineer may never know that what said by Gao Shiguan has already been realized in the later and the Haitian two-plate machines after upgrading and regenerations today are exported to all over the world with the annual output reaching near 1,0000 sets and the output value exceeding 1.3 billion Yuan, which is number one in the output in the world. Besides, in the high end automotive

field, Haitian JU series two-plate machines cover 80% of the market share in the country currently. which is also No. 1 in China. In 2012, JU two-plate machines entered into the plants of Yanfeng Plastic Omnium (Sino-France joint venture) for the automotive parts production, realizing the promise of that very year made to the French engineer. In the just past 2017 suppliers conference of Yanfeng Plastic Omnium, Haitian was awarded "the Special Contribution Award for the Tenth Anniversary".

### The extraordinary 20 years

The concept to manufacture two-plate machines of Haitian started in 1998 when the two-plate machine technology was still blank in the country and the global market was primarily depending on the European and Japanese products. After years of exploration and accumulation, Haitian researched and developed the first two-plate HTK machine in 2003 and put it into the market in the following year, which filled the market void. And it was since then that Haitian started its fast development road on

But actually the primary application field of HTK is the logistics and household appliance industry, which is a large gap from the popular two-plate machines of the world. In 2008, Haitian developed Tianhong JU series two-plate machines, which compared to HTK were greatly promoted in the technologies and the servo energy saving system was just one of the lightspots. But strictly speaking, JU are not the actual two-plate machines, which are called as "two and a half-plate" by the technical department, as they are transitional.

in 2012 as Tianhong JUII, which was a structural change and leaping innovation. The performance of the machines were highly improved no matter in the running speed, smoothness, synchronous braking accuracy, life span and stability, they were almost of the international advanced level with the production efficiency highly promoted. As the important generational chasing and closing to the similar products of the Europe, JUII marched to the global high end automotive industry market with extremely high cost performance. In respect of the domestic two-plate machine market, JUII covers 80% of the market share and is a definitely strong leader. It is also because of JOII that two-plate machines of Haitian win trusts of the international market with certain international influence. In the just past 2017, JUIIS covered the first market share with its high annual output of 1000 sets, which has brought positive



The 20 years of development road of Haitian twoplate machines is also the 20 years of the two-plate machine industry of China. From its taking off to the flying away, Haitian has put a strong ink to the As said by director Gao that the new good news is manufacturing industry of China.



the development of two-plate machines.

molding machine in Asia. The pure two-plate machines were developed that Tianhong JUIII will be put into the market. The research and development project of JUIII was firstly planned in 3 years ago and after technical experiment and test will be gradually put into the market in this year. The reliability, stability, and production efficiency of JUIII are all better than the second generation. If the second generation was to chase and approach the world top brands, the third generation is almost the top both in technology and technique and will be a brand new milestone in the two-plate machine field of China.

### "et two-plate machines to the end"

Under the circumstance that large-scale machines are applying two-plate models, it is the pursuit of Haitian to "carry out the two-plate machines to the

which JU66000 with a clamping force of 88000KN,

injection molding volume of 518000cm3 and cavity

depth of 9200mm, is the largest large-scale injection



## THE 12TH FACTORY BECOMES A BENCHMARK

The 12th factory of Haitian Group Plastics Machinery Group occupies an area of 420mu, and is mainly specializing in the production of Tianhong JU II series two-platen injection molding machine. All Haitian two-platen machines exporting to the world are delivered here. In 2017, the 12th factory manufactured over 1000 sets of Tianhong JU II series, which will be doubled in 2018.

As a benchmark factory of Haitian Group, the 12th factory sticks to the core management concept of lean production. The two-platen machine will be subject to over thousands of working processes, including rough machining, heat treating, metal processing, electroplate, painting, final assembly, adjustment and final product warehousing. The 12th factory establishes standard for each working process, thus to realize the supervision, improvement and goal achievement.

In general, the lean manufacturing and the quality control of the 12th factory can be summarized by six words: person (staff), machine (TPM), material (lean logistics), methods (technological standard) and measurement (gauge management).

### **Lean logistics**

Modularity (modularization) manufacturing is an outstanding feature in the workshop management of the 12th factory. The parts are firstly assembled into module, and then into components, which are finally installed into the whole machine. The modularity manufacturing mode promotes the lean logistics, optimizes the material configuration, saves the time of transportation, and greatly improves the working efficiency. Currently, parts transported by one forklift constitute the full material that is necessary to a module, thus to save time in fetching different parts in different locations. In addition, the lean logistics realizes the optimization of distance and time of each working circle, and supervises staff to work according to the standard.

#### Implementation of 6S all the time

Goods and materials are well placed in the 12th factory, and all tools are piled in order.

The 6S management concept, including the sort, set, shine, standardize, sustain and safety, is easy to say but hard to persist in. the 12th factory attached great importance to the 6S concept.

Every morning, the leader of the workshop section organizes his section member to participate in a 15min' meeting, in which they summarize the work of the last day, and confirm the working task today. In addition, an on-site safety and environmental inspection is implemented once a week, and a conclusive meeting is held once a month. Through these methods, a timely supervision and improvement is realized. In respect to the after-sale service, upon receiving the feedback from customer, a meeting organized by the factory leader and participated by the staff from the after-sale service department, quality control department, manufacturing department and technical department, will be held to solve the problem through negotiation.

#### **Automatic and information manufacturing**

According to the Haitian 4.0 Concept proposed by President Zhang, the 12th factory actively promote the automatic and smart manufacturing. Take the automatic coating project as an example, you just need to push the work piece into the coating room and push the button, then the coating process will be completed automatically. Thus to reduce the usage amount of paint by 20%-30%, and to reduce the harm of paint to

human body.

The information manufacturing is another reflection of the lean production in the 12th factory. Haitian Group has been promoting the information management since 2011. All the staff information, the production progress information of parts, and all the work procedure information involved in the production of a machine, are all available from the database, thus to realize the systematization and datamation. The work progress of a machine can be obtained from a piece of electronic display board, thus to facilitate the production arrangement. Next, the MES will develop APP, through witch the customer can check the production progress at any time after placing the order.

## Independent innovation of equipment and modernization management of components and parts

One of the major reasons for the high cost performance of the products of Haitian International is that the company imports high precision equipment from abroad and creates its own new equipment of intellectual rights through imita-

tion, improvement and innovation and reduces the production cost from the origins. The equipment for the manufacturing of large machineries of the Factory is just the same way. Over 90% of the components and parts of high technologies in an equipment can be independently produced and only a small number of standard parts are purchased through the external suppliers. We can say that the Factory is exactly able to assemble a complete equipment to meet the production demands so as to realize the special delicate production mode.

In aspects of tool and measuring instrument management and maintenance, the Factory has abolished the traditional concept of "damaged to replace" by adopting the modernization management principle, which is used to replace the preventive maintenance in case of accidents. In the past, the tools and measuring instruments are manually inspected and today, through the management control room, information of each tools and measuring instruments can be searched, and also the installation time, degree of wear and maintenance frequency. As soon as one cutter is out of index requirements, the computer will give a hint for maintenance

or replacement.

The intellectualization, standardization and precision management mode have also put forward higher requirements on the operators. In the Factory, the maintenance work on the tools and measuring instruments is conducted by the professional personnel and the factory will regularly designate representatives to Japan to study on the maintenance, inspection and programming knowledge. The professional operation has significantly lowered the machinery fault and ensured the smooth production.

In the past four years, the factory as leaded by the factory manager Fang Jiangting, from its foundation to the current situation, the productive efficiency has been increasing at a rate of 25% annually. Manager Fang believes that "there is no best, only better". It is the goal of the factory to persist in delicate production and output increasing. In the future, the factory will continue to create more energy saving, low-noise and environment friendly injection molding machines.





 $\rightarrow \Box$  more Information under www.haitianinter.com

### **PURSUIT OF BEST QUALITY NEVER ENDS**

Interview with Xiamen Haosheng Plastic Co., Ltd.

Haosheng currently owns a total of 17 general injection molding machines including Haitian two-plate machines HTK1600 and HTK1250 and Tianhong JU series 1200 ton, 1850 ton, 2400ton and 150-1000ton.

Xiamen Haosheng Plastic Co., Ltd. is a foreign joint venture company co-invested by the foreign merchants and Xiamen Fourth Plastic Factory in August, 1992, which is a famous injection molding manufacturer in Fujian Province. By independently developing near a hundred types of products and forming a complete categories and a wide application range of injection molding product structure.

Xiamen Haosheng Plastic Co., Ltd. is a famous plastic processing company in Xiamen. When we comes into the plant, a busy scene will present itself in front of us. On the large-scale plastic products production station, we can find that the two latest HT upgraded JU2S machines have been installed in place and put into the tight production.

It's a honor for us to interview with Mr. Shi Sensheng, the general manager of Haosheng, whose elegance and agreeableness have brought us close.

Haosheng is the first client of us to use the twoplate machines of Haitian in Xiamen. As said by Mr. Shi that "we firmly believe that science and technology constitute the primary productive force and the new equipment can bring us new benefits. And the new advantages and benefits brought by the large-scale two-plate machines are beyond comparison for the regular injection molding machines". From 2005 to now, Haosheng has successively purchased 2 HTK two-plate half-type injection molding machines, 3 JU series machines and more than 10 hydraulic machines.

Haosheng, established in 1992, is developed from Xiamen Fourth Plastic Factory that was founded in 1958. By persisting in the principle of "be sincere and be careful", Haosheng has been engaged in the plastic processing industry from management and finance to the plastic raw materials without cheating on workmanship and materials or taking any unlawful means. "we strictly control the quality from every steps, as quality is the life to an enterprise and we can never pursue the development without a high quality". For the quality, Haosheng has its almost

Haosheng has a lot of stable clients and has set up legitimate and stable beneficial chains and deep cooperation relationships with them. The root reason is that they have the mutually agreeable values. As we know, only with consistent philosophies that we can cooperate with each other in a long time and search for mutual development. "We have also met certain clients who have asked us to take the shortcut in some production and financial procedures. For such clients of us, we can only give up on them as how can two enterprises with different values cooperate in a long time", said by Mr. Shi firmly persisting on the right values.

Be selective on the clients and even more discreet on the selection of raw material and machinery suppliers, which is considered from the aspects of quality and long-term development. Haitian, is the exact supplier that is deeply approved by Haosheng.

When we decided to purchase the first twoplate machine for the first time, the two problems including oil leakage and decreasing in the clamping force are bothering the entire injection molding and plastic processing industry and we would even to avoid this topic. "of course they were caused by the generally low level of the basic processing assembly, outdated designs and technologies and other various comprehensive elements. We have conducted long-term technical discussion with the engineers of Haitian and thought that with their hard working and sincere manners, the results would be totally different. So we decided to purchase and use the two-plate machines", memorized by Mr. Shi. During contact with the Haitian people, Mr. Shi has experienced and felt the mission and spirit to "equip China and equip the world" of Haitian Group.

The process to use the first two-plate machine was not so smooth and the major failure and structure defect of the machine have also caused a shutting down. As soon as known by the Haitian engineers, they got to the field to communicate actively and analyze and search

for the problems. After multilateral coordination of Haitian headquarters, the problems were solved immediately and the machine restored running perfectly. This event has strengthened our trust on Haitian and after that we have consecutively purchased several another two-plate machines and small sized hydraulic machines of Haitian. Not long ago, two brand new upgraded JU12000IIS and JU18500IIS two-plate injection molding machines have been installed and debugged and were officially put into production. The largest injection molding machine in the plant now is the 2400ton clamping force HT two-plate injection molding machine.



Internal graph of workshop



Internal graph of workshop



Mr. Shi Sensheng, Xiamen Haosen Plastics Co., Ltd.



Internal graph of workshop

Xiamen Haosheng Plastic Co., Ltd.



## "BEST RATINGS FOR PRICE, TECHNOLOGY, SERVICE"

The IAC Group is one of the global leading suppliers of automotive interiors. The group pursues a clear strategy: facts are relevant, as in the case with the Jupiter plus machines for its latest plant in the Czech Republic. Worldwide the company employs around 32,000 workers at more than 100 locations in 22 countries, with 83 manufacturing plants currently spread among 20 countries. We spoke with Plant Manager Jan Vondracek and with Ladislav Vitu, Head of Injection Molding at the new location, Preštice 2.



The new plant manufactures among others inner dash insulation by injection molding. This is an industry first technology to produce components that characteristically weigh 40% less compared with products made by conventional vacuum forming. The IAC injection molding method allows precise and reliable shaping of the lightweight-design dash insulation while giving consistent acoustical performance. In addition, the procedure enables a needs-based mass distribution adjusted to the acoustically very important areas in the component.

Mr. Vondracek, Mr. Vitu, Preštice 2 is IAC's newest plant and has only just been opened. What makes this location so important in comparison to other IAC sites?

Ladislav Vitu: "Our people know-how and production skills are very good. That is why the Czech republic has become IAC's center of excellence for overhead products."

Jan Vondracek: "It's true that currently IAC Preštice 2 has only 90 employees, but its clear goal is to grow and to employ as many as 700 by 2019/2020. The second phase of construction in manufacturing is already being planned so as to cater to new projects that are already in the pipeline."

As a T1 supplier you have to deal with particularly high demands, and not just in terms of quality. Do you focus more on flexibility or on productivity?

Ladislav Vitu: "Certainly these are very big chal-



lenges for us too. We respond to them with systems that are designed very specifically for the applications. Take for example just the dash insulation, where the individual process steps are coordinated in detail with each other and even the equipment is designed very specially."

Jan Vondracek: "However, we try to stay flexible. Our approach is whenever possible to have the same suppliers in the individual process stages. This means machines of the same standard, uniform technologies, uniform processes and greater efficiency of operation for our people. This makes it somewhat easier."

## That's where the Jupiter Plus Series certainly fit into the picture. How was the decision in favor of Haitian International actually made?

Ladislav Vitu: "That happened purely for rational and logical reasons. We created the particular specifications that we needed for our door panels and asked for several quotes."

Jan Vondracek: "If, you are talking about prejudices against Chinese machine manufacturers – for us they just don't exist. As a matter of principle, we decide on the basis of facts; in this we are professional and clearly focused."

Ladislav Vitu: "Of course, we have made sure that the machines work for any kind of door panels or for other, similar applications such as trunk trim."

### How important to you were technical options?

Ladislav Vitu: "Our options list was as short as possible. It really was limited to the essentials, such as having enough heating channels or, say, a hydraulic needle valve nozzle."

Jan Vondracek: "An advisory committee then

made a clear decision in favor of the Jupiter Series, with the best ratings in terms of technology, service, and price. The proximity to Haitian International Germany and their big replacement parts warehouse was also an important factor, of course, as was also the extensive experience of the Mapro team."

## Currently you have integrated one 2,800 tons clamping force Jupiter II Plus and two of 1,600 tons each. Have you been satisfied with their performance so far?

Ladislav Vitu: "We are very satisfied. The bigger one produces the inner dash insulation for premium vehicles. On the smaller Jupiters, we run a trunk panel for the mid-range."

Jan Vondracek: "At the same time, all machines are equipped with extraction robots, 6-axis robots for the big ones and linear robots for the smaller applications."

### Speaking of robots, what do you at IAC think about the topic of Industry 4.0?

Jan Vondracek: "I think that generally speaking the basic idea behind it is very good. On the other hand, I also see that a lot of people talk about it without exactly knowing what it actually means. They use the terminology just because it's "in"."

Ladislav Vitu: "At IAC we simply try to integrate individual elements into our processes in a sensible manner, without making a big deal out of it!"

We thank you for speaking to us.



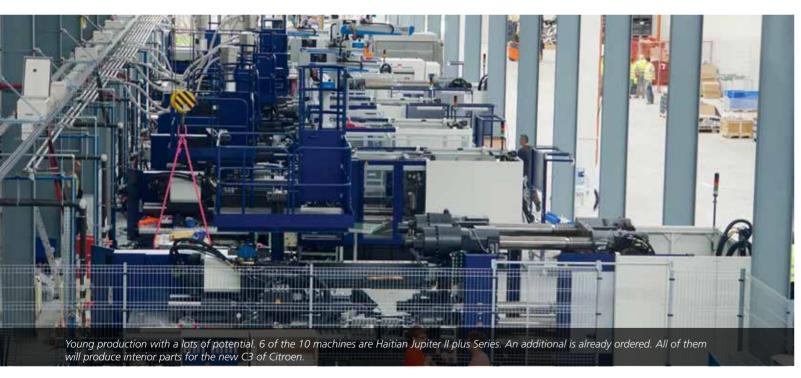


In the meantime, IAC Preštice 2 has ordered three more Jupiter II Plus machines (21000, 13000, and 10800 kN) in order to fulfill a project that had been won for door panels for the premium sector. And since Mr. Vondracek is known to favor uniform standards, the Jupiter family should at least have a strong hand to play when future projects are awarded.



## "LOTS OF POTENTIAL TO GROW"

Central equipment purchasing, uniform standards: Eurostyle Systems is at its new plant in Slovakia again with a stringent decision-making culture - and the Jupiter II Series. Top quality through flexible production is the clear benefit, despite enormously strong competitive environment. The plant in Slovakia Bánovce nad Bebravou is the youngest daughter of Eurostyle Systems. The group has currently 11 plants and 4 tech centers, annually producing about 100 million automotive components (quality level 9 PPM) and has an annual turnover of 260 million euros. Decisions of project procurement and respect of equipment purchases are made at the headquarters in France. Haitian machines play a "surprisingly" good role in building the new plant, explained by Plant Manager Jozef Odskoc and Production Manager Peter Kmetko.



To date, Liptovsky Mykulas was the only Eurostyle site in Slovakia. The plant specializes in vehicle interior, for example, manufacturing door panels or consoles, but also grille or strainer for the exterior area. Its clients include both suppliers such as Faurecia, Lear or MöllerGroup and carmakers such as PSA, VW, Audi and TPCA. In 2012, approximately 70 employees provided a turnover of 6 million euros. Due to the continued

good order situation, the headquarters decided to build a second site in Slovakia to respond even faster and more extensively to customer requests.

### Location in strong automotive region

By the end of 2015, the Eurostyle Systems Bánovce s.r.o. was registered, headquartered in the strong automotive area of Horná Nitra. Within 50 km there are more than 200 plastics processors located, making it an extremely confident choice of location. When asked about the possible lack of specialists, Eurostyle Systems responds (still) relaxed: "It is true, especially in this region, there are plenties of automotive and too few qualified professionals. An experienced technician knows his worth and doesn't

infrequently drive wages up. So far, however, we were lucky to find the right people," says Jozef Odskoc. "Maybe it is because we clearly focus on employee satisfaction." The company is located on the site as a financially sound, future-oriented employer with great potential. Peter Kmetko states, "We begin precisely at first. Who now goes on board, will later be a part of the core team. In addition, we see people as people and not as personnel numbers. This convinced many."

### Jupiter for the initial project C3

At the moment, the complete factory is in the installation and testing phase and has 30 employees. All machines and molds are "examined thoroughly" so that they can begin mass production in September. By this time they are planning to be comprised of about 60 employees. Currently, the machinery is composed of 10 machines, 6 of which are Haitian Jupiter II Series

"Before I started at Eurostyle, I did not know Haitian at all. But I know appropriate competitive products. The Jupiter II machines are still producing test parts, and I cannot therefore be conclusively assessed, but so far they provide remarkably great results, "says Peter Kmetko, Production manager and technical head of Eurostyle Systems Bánovce s.r.o. "The setup of the Jupiter is surprisingly very good. Especially the servo-hydraulic drive which promises good energy values." At the moment they focus on standard injection molding applications with downstream assembly and use the method of vibration welding (see info box\*\*). They process mainly standard polymers such as PP, PA PC ABS or POM.

### A unifom standard in all plants

The planned annual consumption of raw materials is around 1,000 tons. Projects are assigned to certain sites and how the appropriate machin-

line. With our setup we have a lot of potential to grow and we want to be well prepared. Therefore, there are already concrete plans for expansion of the current 3,000 sqm to 6,000 sqm of production space. "

Flexibility as an essential strategy

According to the requested opinion about the value of increased flexibility — keyword "Technology to the point", the Production Manager demonstrates to us a few handles that cannot be handled by a robot in his opinion. "An unmanned production would be unthinkable in these types of applications, because some sensitive processing steps must be performed manually. Flexibility for us is an essential strategy. The Jupiter II together with the Sepro Automation form a very reliable unit. The cooperation with the Haitian Service Partner Mapro was explicitly part of the factory tour as 'highly praised flexibly and professionally".



with two-platen technology. Another JU6500II plus has recently been ordered. Overall, the clamping force range at Eurostyle is 900-9,000 kN and the Jupiter II plus machines with 5,500, 6,500 and 9,000 kN occupy the larger clamping forces. They were ordered to produce interior components for the new C3 model from Citroen - the initial project for the Eurostyle Team, as a T1 supplier for cockpit, spars and other parts.

ery looks is basically decided by the Technical & Development Center in France. "This approach creates a uniform standard in all plants and ensures that projects can be freely assigned depending on skills and capacities. And because the projects in France are being developed so that colleagues have the best view, who can do what best," explains Jozef Odskoc, and added: "There are a few new projects in France in pipe-



### Info Box\*\*

With vibration welding, the mold separates under defined pressure and after some time moves towards each other until the plastic in the contact zone plasticizes and there is a melt flow. The cooling of the seam is also carried out under pressure.

## A LIVE TIE BAR RECORD IN THE **ASSEMBLY SECTION OF HAITIAN**

Profile: Ye Liwei, team leader of after-electroplate section of steel part workshop in 12th factory, called by people as the live tie bar record

### Work of Ye Liwei

Tie bar is the key component among all the parts in a injection machine. In Haitian Plastics Machinery Group, a monthly production of tie bar reaches about 14000 pieces. All the tie bars are produces by No. 3 steel part workshop in the 12th factory.

From the rough finish of steel material to the final molding, a tie bar will be subject to over ten working processes. Ye Liwei is the team leader of after-electroplate section of steel part workshop in 12th factory. After completed the process in grinding machine, the tie bar will go through the processes of initial polishing, electroplating, secondary polishing, fine threading, cleaning, packaging, warehousing and delivery, and all these processes are managed by Ye Liwei. All tie bars used by workshops of Haitian around the world are ordered by the domestic and for-

eign trade department from Ye Liwei. He shall integrate orders, arrange the production, realize the batch production and timely delivery the products. He is guite familiar with over hundreds types of tie bars, and is therefore called the live

The work is not easy. He shall be familiar with tie bar of different types, and shall coordinate, supervise and follow up the relevant processes, thus to realize seamless connection. In addition, Ye Liwei is also responsible for the allocation of parts, tools and test piece of all the processes. Diligence and circumspection are the key elements of his job.

In No. 3 workshop, Ye always comes the first and leaves the last. He arrives at the workshop at seven o'clock in the morning and starts his work soon: checks out the working progress of the previous day, arranges the work according to

orders, follows up the working progress of each process, communicate with new staff on the material processing, etc. Even at after-work time, he may need to deal with emergency work. Before he finishes the work at night, he would check the number of finished products and make a tour around the workshop before returning home.

In general conditions, Ye Liwei arranges the production according to the timing of order. However, due to the limited capacity, the demand always exceeds the supply, and sometimes there is a temporary rush to get the goods earlier. Under such condition, Ye Liwei will act as a peacemaker to coordinate the needs of both parties.

Thanks to his proper arrangement, timely delivery and precise work, Ye Liwei owns good reputation in Haitian. He said that, the only thing that makes the work successful is concentration.



Ye Liwei has been working in Haitian Group since 1992. He has worked on lathe, drilling machine and warehouse management successfully. In Mar, 1992, the 12th Factory was established, and he was hired to work here. Upon arrival, he was not guite familiar with some working processes, and the tough job brought his with great pressure. However, with strong responsibility, he made all efforts and well integrated learning and working,

such kind of life and work, he said that, though my work and life is insipid, but I think is make some sense, and it is rather a rewarding work housed and to be delivered.



When being asked that do you feel boring about when you see these perfect pull rods are ware-

In respect to the goal in the future, he just laughed simply and said, to do my work better.











Haitian Plastics Machinery manufacturing hall in Ningbo, China



Zhafir Plastics Machinery in Ningbo



### **Proximity to customers create advantage**

Because of the permanent availability of important customer services, replacement parts and service features, our customers are always able to develop clear competitive advantages and to use them lucratively, both now and in the future.



Haitian International Germany

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