

# Active Ac

A Magazine of Haitian International | Issue 19/2017

TIANJIAN

ASTICS MACHINERY





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Assistant president of Haitian And GM of market department Jingbo Ye

# EDITORIAL

# **DEAR READERS,**

Welcome to Chinaplas 2017 Guangzhou, the largest and top exhibition for plastics and rubber industry in China. This year in Guangzhou, Haitian International will present its latest innovative products and solutions from "Haitian Plastics Machinery" and "Zhafir Plastics Machinery", as well as "Haitian Smart Solution". With the highly efficient and energy saving injection molding machines and its peripheral products related to smart solution developed under the principle of "Technology to the Point", Haitian is able to provide to the customers

Point", Haitian is able to provide to the customers with a wide range of flexible solutions as well as comprehensive smart turn-key solutions, to provide the perfect balance between productivity and flexibility at lowest cost.

As confirmed by the customer in this magazine, Haitian has developed its innovation strategy of "Technology to the Point" with consistency, a high degree of integration and newly defined modularity, giving an extra dimension in flexibility. Such approach is defined based on our profound experience of internal practice as well as the in-depth knowledge about what the customers really need. Zhafir and Haitian machines therefore come equipped with all available standard international interfaces as options. In the future, our modularity will offer the processors even more possibilities through more flexible, application-oriented "Technology to the Point".

2016 was an extraordinary year for us as we have celebrated the 50-year anniversary of Haitian. Haitian International has made an impressive achievement at the same time with its business performance setting record high. In 2017, which marks the beginning of Haitian's second 50-year development, we will continue to stay customer-oriented by following the strategy of "Technology to the Point" and strive to explore the further possibility of "perfect balance between productivity and flexibility at best cost".

In closing, we sincerely hope that we could make use of the excellent platform such as Chinaplas 2017, to further enhance the communication and exchange with our customers, suppliers and business partners etc., to seek for mutual benefits. Finally, we would like to warmly invite you to our booth at Chinaplas 2017!

Sincerely yours,





**HAITIAN** 

📥 TIANJIAN

# HAITIAN 50<sup>TH</sup> ANNIVERSARY SUCCESSFULLY HELD

# HAITIAN INTELLIGENT MANUFACTURING, SCULPTING THE FUTURE

# **GOOD EQUIPMENT BRINGS HIGHER BENEFITS**

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# A VISIT TO THE WORKSHOP OF SUPERMAN TECHNOLOGY

# CHINAPLAS 2017 Exhibits at a glance

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# HAITIAN 50<sup>TH</sup> ANNIVERSARY SUCCESSFULLY HELD

From Dec. 26 to 27, 2016, over 2000 guests from across the country and the world gathered together and celebrated the 50th anniversary of the founding of Haitian. All the Haitian staff witnessed this important moment and shared the joy of harvest with the guests.

During the welcome banguet held on Dec. 26, President Zhang Jingzhang extended his gratitude to all the friends who have cared about and supported the development of Haitian over the years and expressed that Haitian's progress and accomplishment embody the effort and sweat of all the Haitian staff, and Haitian's prosperity and development are inseparable from the trust and support of all the friends. CEO Zhang Jianming said that Haitian has been holding the ideal of serving the country by engaging in industry over the five decades, has adhered to the pragmatic way of sustainable development and every industry has realized healthy and balanced development. With "New directions, courage and care" as the theme, over 2000 guests from all

over the world gathered together, looked back at the past, looked forward to the future and celebrated the 50th anniversary of the founding of Haitian at the welcome banquet.

On Dec. 27, guests including domestic and foreign agents, suppliers and customer representatives visited Zhafir Ningbo Plant in Chunxiao and twelve branch plants on Tongtu Rd. Plastics machinery, precise craftship, drive and metal forming industries under Haitian were all displayed at Haitian Show. 20 injection molding machines of "Zhafir", "Haitian" and "Tianjian" three brands from the plastics machinery sector displayed the production processes of various plastic products on the site. The applications cover automobile, household appliances, IT, medical and packaging industries. "Horizontal machining center flexible manufacturing system", "CNC lathe automatic production line" and "fixed crossbeam gantry machining center" form the precise craftship sector, "Hilectro robot controller", "Hilectro new energy electric forklift" and "Hilectro robot HTR-20" from the drive sector, and "HDC series cold chamber die-casting machine" from the metal forming sector presented all the guests Haitian's latest research and development results, many of which were newly developed models exhibited for the first time.

At the exhibition, the Intelligent Manufacturing Business Department showed performance of processes and automation with the newly developed AGV and perfect integration of digitalization, automation and injection molding process with the intelligent manufacturing system integration, representing the new development trend of China's manufacturing industry. The display provided a good platform for deep communication and common development between Haitian and its clients, suppliers and other partners, and paved a grand blueprint for its strategic planning of pushing forward Industry 4.0 in the future.

Dazzling fireworks lit up the sky on the evening of Dec. 27, kicking off "Haitian 50th Anniversary



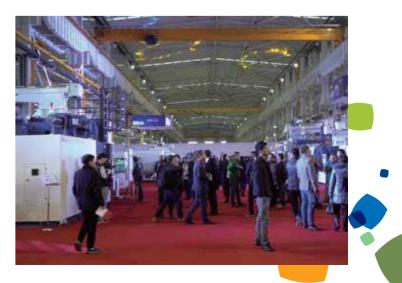


Charity Night" held at Beilun Sports and Arts Center. Leaders of Ningbo municipal and Beilun district government departments, guests from home and abroad and numerous Haitian cadres and staff gathered together joyously and enjoyed a wonderful audio-visual banquet. With charity as the theme, President Zhang Jingzhang donated RMB 50 million on behalf of Haitian Group and led 139 suppliers to donate more than RMB 8 million at the evening gala, supporting projects for people's well-being in Beilun and lunching the Coastal Metro Sports and Arts Center project. Director of Beilun District Hu Kui made a speech at the charity night and highly praised Haitian's extraordinary accomplishments and development results it has achieved over the past 50 years and its outstanding contributions to social responsibilities.

For half a century, Haitian keeps expanding while innovating its technology and enhancing the output value. The operation performance of the Group has taken a great leap forward in the recent twenty years, as the total assets of the group increased from RMB 339 million to RMB 20 billion, and the sales increased from RMB 239 million to RMB 12.5 billion. Haitian exported the first injection molding machine in 1989, and is now providing products for over 120 countries and areas around the world. Made by Haitian and Made in China is now becoming a world-renowned name card.

In the future, Haitian will devote itself in the improvement of core technology, and will actively promote the "Go-out" development strategy. It will further develop the global market of processing equipment industry. All staff of Haitian will inherit and carry forward the spirit of Exploring and Improving, and will make all efforts in realizing the great mission and dream of the renaissance of a great China.





# HAITIAN INTELLIGENT MANUFACTURING, **SCULPTING THE FUTURE**



Factory" System launching ceremony in Head- sive cooperation in the integration of plastics bile Internet terminal (mobile phone terminal) contents covers Internet of Things, Cloud applireal-time track.

signed the overall strategic cooperation agree- ment Cloud" platform.

Recently, Haitian Intelligent Manufacturing has the construction of "Plastics Machinery Equip-

plastic processing industry and plastic machinery industry have shown the trend of automatic, integrated, information-based and green development. Ningbo Haitian Intelligent Manusidiary of Haitian Plastics Machinery Group, and technical advantages without the injection molthe leading enterprise in the intelligent injection ding machine controller of Ethernet interface. molding industry in China, with the wide clients group and 50 years of experience, has improved the plastic industry 4.0, Haitian advocates the the intelligent product system according to the interconnection of "Thing-Thing" and "Humanactual demands through integration with Inter- Thing" which means to construct relevant stannet, and is accelerating "Internet +" to accele-\_rate transformation.

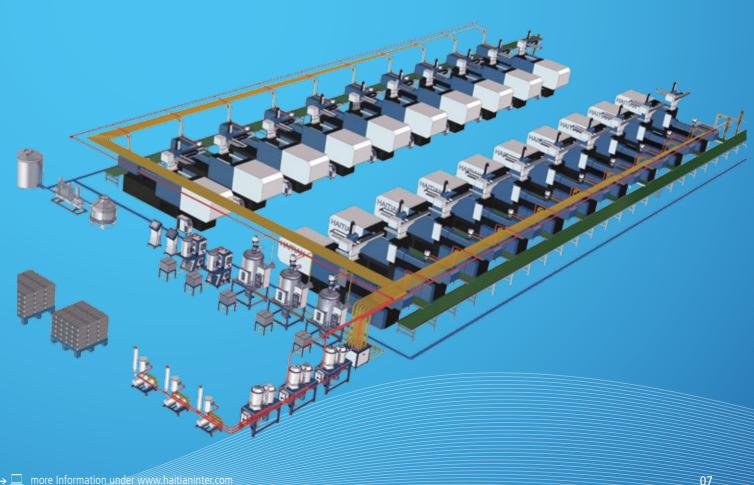
Haitian has realized, although the manufacturers are enthusiastic to industry 4.0, the injec- Haitian has proposed the theoretical system of equipment maintenance, remote assistance systion molding 4.0 can't be accomplished with intelligent injection molding in control level, one stroke, the rapid development of the indus- equipment level, management level and service try mainly depended on the cheap labor power,

gradually disappearing today. It can't benefit the industry transformation to chase and imitate. The Chinese plastic machinery industry must seek for the suitable digital transformation road. We are Data interface standard is the technical base of dard from the root. In 2016, Haitian had invested a lot for drafting relevant standards, which had obtained good achievements.

level, and has promoted application, develo-

In 2016, with beneficial policies, the Chinese capital and innovation, but these advantages are ped the flexible, open and compatible interface and protocol. With the standard of site bus and information-based network interface protocol, Haitian is establishing the network covering injection molding machine manufacturing, pefacturing Technology Co., Ltd., as the core sub- worried about the peers who boast the OPC UA ripheral equipment, injection molding factory, injection molding production application and cloud platform.

> Haitian injection molding equipment automation integration, injection molding production information-based collaboration, injection molding engineering intelligent planning had obtained remarkable process in 2016, and the product modules such as production preparation, technique assurance, process monitoring, product disposal, tem and product management had been enriched and optimized.





In the 31st International Exhibition on Plastics & Rubber Industries with the subject of the Chinaplas Exhibition: Green Plastic Innovation, Intelligent Manufacturing in Future, Haitian Plastics Machinery and Haitian Intelligent Manufacturing will exhibit in the booth of 4.1 J01. Friends of all levels are warmly welcome to our booth, we are



orientation is very important, which means to promote the technical system, obtain information from different channels, and keep pace with the market.

Huaye is advancing rapidly when tightly holding the hand of market. Huaye provides the products which are jointly developed with the clients to ensure rapid flow and less rework, especially to the fast moving consumer goods, "fast" is the most important selling point. Generation 1 yoghourt cup was complete paper cup, Generation 2 yoghourt cup was plastic film covered with paper, but it was not eco-friendly, the Generation 3 yoghourt cup adopts beautiful IML product. In the fast moving consumer goods industry, the product upgrading must be fast, and latest technology must be adopted to increase the additional value of the product as "a tiger with wings added"

Although the main business is at home, Huaye is actively developing the overseas market, and strives in walking on two legs of domestic and foreign trade. Nearly 40% of ice cream mould products of Huaye are exported to overseas market, including Japan, South America and Europe. In the one hand, it is capable of achieving complementary technology, on the other hand, the ice cream industry is seasonal, the winter in the Northern Hemisphere is the low season of the cold drinks industry, but is the hot season of the Southern Hemisphere, therefore, it won't have obvious hot season and low season to Huaye after adjusting according to the season and region, thus ensuring the sales volume.

n the aspect of strategy, Huaye is planning to operate the Packaging Division independently, because the in-mold labeling for European and American countries occupies over 90%, the do-

# **GOOD EQUIPMENT BRINGS HIGHER BENEFITS**

VISIT TO YONGKANG HUAYE MOULD CO., LTD.

It is said that "sharpening your knife won't waste your time for cutting your faggot", which means the importance of tools and equipment, and the General Manager of Huaye Mould Mr. Ying Jianjun has a deep understanding on it.

Locating in Yongkang of Zhejiang, Huaye is the main producer of packaging products for Mengniu, Yili and Red Star with ice cream molds and soft package. Huaye ice cream molds, for over 30 years, boast very high reputation in the industry.

The core competitive force of Huaye is being dedicated to quality products. However, quality depends on equipment. "Good equipment brings better benefits", said General Manager Ying.

### **Cooperating with Haitian Zhafir**

Huaye launched in the soft package industry in 2009 through external suppliers. Later, we've found the problems in stability and delivery. Additionally, the development of enterprise requires "broadening and economizing" --- reasonably dropping the cost of production. Huaye made the decision to produce the soft package by itself. Ge-

neral Manager Ying reminded: "During the project planning in 2011, we contacted Haitian, and realized their strong strength of in R&D, additionally, Haitian Yongkong provided most support in technology and after-sale service".

It is said by General Manager Ying: "During equipment procurement, we also concern other brands in electric molding machine and injection molding technology. Haitian has 50 years of experience in injection molding machine which is seldom, and is worthy of our respect. We also believe such professional enterprise. In addition, it requires long time running-in to replace the supplier. Huaye insists on "Sincere for You, Common Development", which is the attitude to both clients and suppliers.

In 2012, after comparing the equipment stability, after sale service and price, Huaye purchased the Zhafir packaging machine unit in 2012 due to the production stability and the eco-friendly property and the energy saving performance of motor. Currently, we have possessed 7 in-mold labeling production lines (Zhafir VE/p automatic product lines).

Huaye has fulfilled the technical transformation, and achieved quality, smart and controllable production, which can also meet the higher demands of clients. Undoubtedly, Huaye has grasped the good opportunity and completed the quick and splendid transformation.

### Future: having more voice with big size

General Manager Ying is far sighted to the future development. It is very difficult to have a thorough grasp of an industry, and the competition of every industry is very sharp, therefore, market



General Manager Ying of Huaye





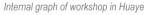
From the left to the right: first generation —third generation cup Internal graph of workshop in Huaye



Internal graph of workshop in Huaye

mestic market is also warming gradually, however, the low strength of domestic producers has dropped the population it. Huaye is ambitious, "We will construct production base in the client's terminal to achieve seamless connection. solve the problems in timeliness and logistics loss, and drop the operation cost. Then, we may expand the scale and strive for more voice in the industry."

Haitian Plastics Machinery is sincerely wishing the brilliance of Huaye on the road of scale.





## Huaye

Huaye Mould Co., Ltd. No. 6 Jintong Road, Yongkang, Zhejiang Province Postcode: 321300 Established in: 1995 Current staff number: 120 Professional field: Ice mould, flexible package injection molding machine: 7 sets of Zhafir VE/p automatic production line

# **RESPONSIBILITY IS MOST IMPORTANT**

AN INTERVIEW TO MR. JIN, GM OF KINGS INDUSTRIAL



Internal graph of workshop in Kings Industrial

Responsibility contains profound significances instead of a simple word. More efforts should be made for being responsible. Reputation is formed via constant accumulation, and is the enormous intangible asset to the enterprise.

During the conversation with the General Manager of Ningbo Kings Industrial Co., Ltd. Mr. Jin, I was deeply impressed on his comprehensive and deep understanding on "Responsibility"

### "Responsibility" is put at the first place in the culture of Kings

Established in 1994, till present, Kings is eyecatching in mold manufacturing and low voltage electrics with high recognition in the industry. Mr. Jin said: "My focus is the industry operation. Although Kings had the opportunity to enter into the real estate industry and got rapid development decades before, I was worried to lose 'concentration'. Kings is still a strong boy, and can enjoy healthy development with high potential, and shall not lose the foundation for the tem-

# porary benefits."

A lot of enterprises at home had tasted the sweetness of real estate, and reduced the original business or transferred to brand OEM after setting down the entity economy, it is very reqrettable in the eyes of General Manager Jin who holds the opinion that the foundation for the long-term development of industrial enterprises is the quality product, which is also the direction of the enterprise to actualize the value.

### Fortune for the society is the measurement to Enterprise value

"The value created by the enterprise is not the total value of products but the contribution and fortune to the society" General Manager Jin said: "The value to human is not measured with assets. The social contribution of the people is most important. The final economic value is created by others if one has invented the things to create value, then the people shall be proven to be useful since the source of the economic value

# is from here '

Mold manufacturing in Zhejiang is very development, Kings Industrial is working with clients and peers to tackle technical difficulties, General Manager Jin feels satisfied when client gets successful with Kings mold.

"Now, Kings is tackling the difficulty to substitute the housing of metal auto lithium battery with polymer material molding technique to improve the performance of battery, drop the cost and benefit the environment. After mass production, it will greatly reform the power system of new energy auto, accelerate the population and bring enormous value to the whole industry. However, it is very difficult due to the restraint in raw materials and molding equipment. In the aspect of material, we are cooperating with relevant enterprises, and in the aspect of molding equipment, we expect the technical support from Haitian and Zhafir."

Enterprise shall be responsible to product and focus on R&D and sales

To the product quality, General Manager Jin looks self as the strictest client to find the demerit of product through role reversal, thus making improvement for the product. Client shall not be looked as the inspector.

"The new products of Kings must be repeatedly tested before trial production. I am also one of the clients" General Manager Jin said: "Products of a lot of enterprises are directly sold before overall verification, which may cause dissatisfaction and drop the reputation."

General Manager Jin is the technical-oriented enterpriser, besides the technology for own products, he also provides reasonable suggestions to the suppliers. Kings has established strategic cooperation with several suppliers to improve the technology each other.

General Manager Jin said: "I keep focusing on the machinery and lathe industries, I am proud that the Chinese equipment rivals the European and American products."

Kings has a story when manufacturing mold for a German enterprise, the product was the mold of pump body, during early stage communication, the plan of Kings was denied by German side which required adopting the German design plan. After technical research, it was found that the German design was very complicated with great risk, which would cause the problem in continuous production. Kings strived for the opportunity of "try" for several times, and finally produced the perfect product in the eyes of German with economic mold, and earned high praise from the client

Later, serious disagree occurred in technical communication of the other mold, Kings proposed that the design problems would cause the





failure of mold, but the client insisted on the German design, and Kings refused the business since both parties couldn't reach consensus. It was proven by fact that the estimated problems occurred for the mold developed by other factories. Three months later, the German client returned to Kings and adopted our plan, which succeeded at one time. At last, Kings became the only designated mold supplier of the client.

General Manager Jin said: "I felt that the value of Kings was shown in this case since Kings had dropped client's cost and was recognized by the foreign client, which was of high significance."

# **Responsible to suppliers**

"Kings is responsible to suppliers. The development of enterprise is closely related with the partners and suppliers which have formed the powerful team. The enterprise may lose stable supply to press the suppliers. The benefits and enterprise are from win-win with the suppliers."

Kings boasts good reputation with quality products and timely delivery. "King had a French client with the payment condition is to pay off within 30 days, later, we received the payment 40 days later without any prior notice." General Manager Jin said: "I said sincerity was important to business, but they neglected in the communication, I asked them if it was acceptable if Kings delayed the delivery without prior notice. We could negotiate with moderate adjustment if there was problem, but we must be punctual and keep the promise. Finally, we obtained understanding from the client, and cooperated happily in the aspect of payment. We brave to ask the clients to settle on time, and we keep promise to our suppliers."

Enterprise and employees have "Cooperative Relation





roduct displav wall

"Responsibility" has extended to the employees level in Kings. The relation between enterprise and employees is cooperation instead of employment. The enterprise should strive for achieving win-win with employees. Under the conditions of labor and talent shortage, Kings has never worried about the problem of employees.

"Salary is only one part, enterprise shall make employees work happily without psychological burden." General Manager Jin said, "the faithful and diligent employees are the fortune of enterprise since the enterprise fortune is created by employees."

Kings possesses only 400 employees, but has invested nearly ten million to construct three 4000m2 well decorated employee dormitory buildings with basketball court, badminton court, fitness house and movie room, and has organized the events such as team tourism, ceremonies and the campaigns of helping and supporting the poor.

The conversation with General Manager Jin shows his understanding and action to responsibility. What we have seen in the factory are the orderly product line and happy employees.



# **A VISIT TO THE WORKSHOP OF SUPERMAN TECHNOLOGY**



Zhejiang Superman Technology Co., Ltd. (SID) is specialized in the R&D, manufacturing and sale of shaver and personal care electric appliances. Currently, SID has become the international famous brand in the industry with the products exporting to more than 50 countries and regions. Combining the quality products, innovative technology, complete marketing network, good operation system and considerate service system, SID has developed into the leading enterprise in the Chinese shaver industry.

Insisting on the outline of "Leading Steps, Super Products" and the idea of "Satisfying Users", SID is constantly developing and innovating the products and improving the product quality. When guiding us to visit the SID factory, the Director of SID Engineering Department Mr. Chen Wugang introduced: "The comprehension of SID on quality is dimensional, to the production of parts and accessories, the equipment and raw materials are the sources, and the management is the foundation."

All injection molding machines in the injection molding workshop are arranged orderly, the workers are operating carefully to produce plastic parts and accessories of SID products.

Mr. Cheng told us: here are 50 traditional injection molding machines. In recent years, SID is replacing the old with Haitian servo energy-saving injection molding machine MA Series which can save over 30% energy and greatly drop the cost and improved the competitive force of SID products. After upgrading, the products made with the injection molding machine feature better stability and the defective index has dropped greatly.

"However, operator and other workers such as materials conveying, materials feeding, logistics, technique engineer and mechanical repair technician are required. Although it can reach our requirement on quality, it is still out of date under the modern production mode." Mr. Cheng said: "we have constructed a new injection molding workshop with unmanned automatic production."

We also visited the other building and appreciated the new scene, all injection molding machines here were arranged tidily, and the space



Workshop

between the machines was also compact. Mr. Cheng explained: "it is the unmanned production workshop with centralized material feed; the products made by the injection molding machine will be transferred to the next work station with the manipulator and auxiliary equipment. With over 2000 plastic components, it is inevitable to cause neglect with the traditional management. Today, as the rapid development of intelligent manufacturing technology, we are capable of achieving centralized monitoring and control through Internet. Additionally, we may effectively utilize the production workshop, and with very high efficiency."

"When planning this project, the experience engineers of Haitian Intelligent Manufacturing have provided powerful technical support, including single injection molding machine and the running of the whole workshop system, including the auxiliary manipulator and product logistics, after several technical communications, Haitian provided the systematic solutions"

"Therefore, we finally adopted the Haitian 'Go-



Workshop





the running cost of workshop is also dropped Factory' intelligent manufacturing comprehensive solution" Mr. Cheng said: "currently, the solution is still under installation and debugging, and will put into normal production soon after"

> SID automatic workshop will be put into production in the second half year, we are expecting to meet SID next time.

Showroom



# MA II /p Series



1700 / 2100 / 2700 / 3300 / 3900 / 4800 kN NEW EDITION HIGH PERFORMANCE

# Haitian Mars II /p Series

Mars High Performance edition enhance the application field of the best seller Mars Series: overall upgrade in design, substantial improvements in addressing problems such as oil leakage and limited service life of machine in fast cycle time injection molding. Modern manufacturing process and advanced injection control enables fast response and highly stable performance of the machine. It can be widely applied in the plastics processing industry, especially for applications as thin-wall parts and it also provides increased mold space with high cavities.

Machine type	MA2700 II /750p
Application	Spoon
Part weight	1.8 g
Cavity	32
Material	PP 311MK40T
Cycle time	8 s





A I Series



1,200-20,000 kN ROTATING-SHAFT MULTI-COLOR MACHINE

# Haitian lapetus II Series

The IA II /p (rotating shaft multi-color machine) has been developed for applications requiring multi cavity two color/component molding. The cavities are rotated using the centre core mechanism for increased effeciency and flexible mold design.

 Machine type
 IA2500 II /p-j

 Application
 air outlet buttonr

 Part weight
 6.4 g

 Cavity
 2

 Material
 PC+ABS XCY620

 Cycle time
 40 s



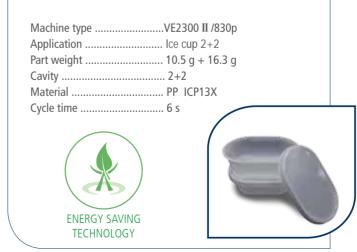
# VE II /p Series



# 1,500-4,500 kN PACKAGING MACHINE

# Zhafir Venus II /p Series

The strongest sales driver for the Zhafirbrand continues to be the Venus Series. The "p" version of the second generation of Venus machines, specially designed for the manufacturing of packaging and mass-produced packaging-componens. Available in clamping forces from 1,500 to 4,500 kN and with injection rates of up to 350 mm/s, this is a very economical and energy-saving solution for high-speed components in the standard sector.





# ZE II S Series



400-13,800 kN

# NEW ELECTRIC SERIES WITH INTEGRATED HYDRAULIC

# Zhafir Zeres II S Series

The Zeres offers all the advantages of electric injection molding technology: precision, energy efficiency, independent parallel movement throughout the whole cycle, and, not least, easy maintenance. Servo-electric drives for injection, dosing, and mold movement ensure a high level of dynamics. In addition, an integrated hydraulic unit for minor movements the Zeres for applications with core pulls or standard precision parts.

Machine type	7F1200 II S/300
Application	
Part weight	19 g
Cavity	2
Material	PC ALS01
Cycle time	60 s







. Haitian Plastics Machinery manufacturing hall in Ningbo, China



Zhafir Plastics Machinery in Ningbo

Haitian International Germany

# 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 Holdings Limited

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