

# Advantage

*Plastics News from Haitian International*

A Magazine of Haitian International | Issue 12/2014



## Further Step into Overseas Markets

### Exploring Asia Pacific Region

## More inside:



**Further Step Into Overseas**  
Exploring Asia Pacific Region



**Technology Is The Driving Force For**  
Sustainable Growth  
Nanjing Jianxun Mold



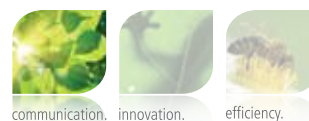
**Markets Successful Delivery Of JU66000II**  
Taizhou Sky Well



EDITORIAL

# DEAR READERS, DEAR CUSTOMERS, DEAR COLLEAGUES,

Chief Editor, Prof. h.c. mult. Helmar Franz  
Text: Prof. Franz



also with even more opportunities to introduce new and innovative manufacturing technology for better cost and higher quality.

By further developing and introducing our proven "Leadership has many dimensions" strategy, we are able to focus the attention and the efforts of our employees and suppliers and support customers on a real communication using the modern electronic media, but not limit communication to it -and building personal relationship and trust; pursuing our innovation to provide technology to the point - fast, with high quality and high reliability; and provide the basis for sustainable growth by new and efficient manufacturing facilities. This edition of our Advantage Magazine will provide you with more information on this development.

I am looking forward to meet and discuss with you at one of the before mentioned exhibitions or in one of our factories in Ningbo or overseas!

Sincerely yours,  
Prof. Helmar Franz

Just another record half year result has been posted by Haitian International recently at the investor- and analyst conference in Hong Kong end of August. For the first Half year of 2014 the highest sales and net profits in history were reported. This is a very special result for all of us – our customers, our investors, employees and suppliers since this first half of 2014 was full of uncertainties in the world and also in China. Worldwide we would have to consider the impact for instance of the conflict in Ukraine and the sanction policy from EU and USA followed by counter sanctions from Russia. We also have the Ebola crisis in Africa and the never ending instability in the Middle East, especially with the political crisis in Iraq and growing IS activities in the region. In India a change in government took place and new directions are expected to evolve as well.

In China social issues are on the top of the priority list now including fighting the existing corruption. Although leaders in economy and entrepreneurs understand – this policy will pay off in mid-term and it is absolutely necessary for a balanced development of the society in China; short term its economy is not as much in the fo-

cus this time as it used to be.

Despite of this worldwide unfavorable conditions, thanks to a great success of the second generation of all of our bestsellers, Mars, Jupiter and Venus we at Haitian once more outperformed the market by offering new and innovative solutions, which would help the processors to cope with their respective cost pressure. The overwhelming acceptance for Generation two alongside with the newly introduced Zeres fully electric machine with integrated hydraulics for mold core operation as well as the smaller 2 Platen Jupiter machines give us the confidence, that we will be able to gain new markets also in the rest of the year. We will have some very important local exhibitions, like Equiplas in Spain but we also will focus on Fakuma in Germany in October and IPF in Tokyo end of October with our new and innovative products.

The completion of the first parts of our new investments into the factory for large machines at Tong Tu Lu II and for Electrical machines at Chunxiao in Ningbo provides us with the capacities to have the fastest delivery in the industry and

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## LEADERSHIP HAS MANY DIMENSIONS

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Another new record

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## OUR TWO-PLATEN SOLUTION

Now extended to even smaller clamping force

08/09

## THE WAY TO SUCCESS IS ABOUT TO DO EVEN THE IMPOSSIBLE

Delivery of the world largest JU66000II

10/11

## TECHNOLOGY IS THE DRIVING FORCE FOR SUSTAINABLE GROWTH

An interview with Nanjing Jianxun Plastics Molds

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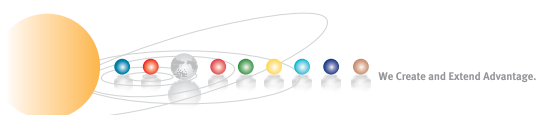
## FURTHER STEP INTO OVERSEAS MARKETS

Exploring Asia Pacific Region

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IPF and FAKUMA



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**ZHAFIR**  
PLASTICS MACHINERY

**HAITIAN**  
PLASTICS MACHINERY

**TIANJIAN**  
PLASTICS MACHINERY

2006

HAITIAN INTERNATIONAL  
became a listed company

2009

THREE BRAND STRATEGY  
with Zhafir, Haitian and Tianjian

2010

ACCOMPLISHMENT  
of the vision for the first time

2012

INTRODUCTION  
of the 2nd Generation

# LEADERSHIP HAS MANY DIMENSIONS

Communication, innovation and efficiency are the cornerstones for future developments of Haitian International. In focus: technology to the point for convenient customer solutions at a fair price. An interview with the Executive Director and CEO of Haitian International, Zhang Jianming and CSO of Haitian International Professor Helmar Franz.



More than 100.000 machines with the "Mars-Technology" sold

**Leadership has many dimensions. With this motto, you have declared the new strategic direction of Haitian International at the recent K-Messe. Efficiency underpins "sustainable growth." What does that actually mean?**

In our belief, continuously improving efficiency can be the only source of sustainable growth, meaning growth which would be resistant to market ups and downs within certain limits. It requires us to continuously question our manufacturing process and improve it by efficient use of all kind of resources, including electricity, raw material, resources like water, heat, air, and others. It also means increasing flexibility. Although our lead times are already unmatched in the industry, we must provide even better and shorter lead times to have a sustainable com-

petitive advantage. This also requires intelligent work shift models, further standardization, and complexity reduction including careful handling of inventories.

This has to be performed as a common and coordinated effort of R&D and manufacturing, which are two partners in this process.

We are in the process of building up two new factories, in Chun Xiao for all-electric machines and in Tong Tu Lu II for large two platen machines. Those two new factories will provide us with the opportunity to implement those process changes.

**The future direction in the area of "Innovations" is all-electric in small and two-platen in the large clamping force classes. This is an ambitious strategy in light of the successful hydraulic Mars series. How do you see the road ahead?**

Of course, we are excited by the positive response the MA II has received in the market, and as a result we already have sold more than 100.000 machines with the servo-hydraulic Mars System to the market since introduction. The success of Mars is the combination of energy efficiency, technology to the point and reasonable cost. We believe this success is still sustainable and we provide industry specific solutions for example, to secure further success in the market.

However, we still believe in the years to come, all-electric machines, especially for smaller clamping sizes, will dominate and take over the market, just because they will eliminate one challenge – hydraulic oil – from the process. Electric drives are now able to provide even better precision, energy saving and speed, than hydraulic drives.

The only argument, which at this very moment prevents all-electric machines from replacing the hydraulic ones is the cost of electric machines.

However – looking carefully to it, the price of an electric machine is a result of the technology it provides. At this time an all-electric machine is at the same time also a high tech machine.

But we think, this is not the end of all developments. We believe, if we design an all-electric machine with the technical parameters of a standard mass market hydraulic machine, and manufacture such machines in big numbers, we can also reach a similar cost structure.

And if this target is reached – all other advantages of an electric machine will add to it, silence and cleanness of operation amongst others.

There is still a way to go, but we strongly believe in it. On that path we have just now introduced our Zeres Series, integrating a small hydraulic unit for cores. In our believe this will allow many customers, who still operate a lot of molds with hydraulic core pullers to comfortably use their molds and at the same time get used to the superior advantages of an all-electric machine.

As a next step we will have a look to further development of our very successful Venus Series so to provide new and cost effective solutions for customers with more standard kinds of plastics parts to manufacture. But more to this may be later this year.



2013

2014

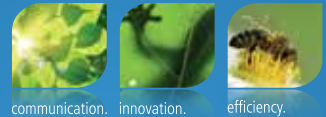
**NEW**  
Strategies and vision

**CONSOLIDATE LEADERSHIP**  
Trust through communication  
Technology to the point, Sustainable growth

SEPTEMBER 2014

# INTERIM RESULTS 2014

The business environment both internationally and domestically continued to be difficult and unpredictable in the first half of 2014. Nevertheless Haitian International was able to maintain its dynamic growth and make record results in terms of both revenue and profit. Customer orientation and efficiency will also be the focus of the company's activities in the future. Assembly plants and service centers will be constructed abroad, for example in India and Germany. The intention is to give the customer further specific advantages in terms of application and cost efficiency with new products and solutions.



## FINANCIAL HIGHLIGHTS

- New records for revenue and profit
- 14% growth in export
- Fully electric Venus achieves 49.7% growth
- Sales of two-platen machine Jupiter series increase by 53.1%

(RMB million)

2014 Interim

Sales	3,810.6
Gross Profit	1,230.3
Operating Profit	724.2
Profit Attributable to Shareholders	575.2



Energy saving all-electric:  
Zhaifir Venus Series increased in sales by 49.7%

Energy saving two-platen:  
Haitian Jupiter Series increased in sales by 53.1%

Energy saving servo-hydraulic:  
Haitian Mars Series increased in sales by 4%

# WELCOME

## JU4500 II —JU10800 II

Our two-platen solution is now also available with smaller clamping force



communication. innovation. efficiency.

The small and medium sized Haitian Jupiter II machines are an extension of the existing two-platen injection molding solution of the Haitian Jupiter-Series. With mature technology and reliable performance, these small and medium sized machines fill in the gap of the domestic market. The machines, with all parts being upgraded and improved in the base of the bigger machines, have a world class performance. The small and medium Jupiter machines are available with more options for the plastics processors.



### Haitian Jupiter<sup>2</sup> Series

4500 - 10,800 KN

#### INNOVATIVE TWO-PLATEN CLAMPING UNIT

- Compact two-platen clamping unit, more productivity in limited space;
- Optimized clamping cylinder design with tie bar suspension, enabling a more steady and faster operation;
- Optimized design of the fixed and movable platen, substantially improved the platen's rigidity and strength;
- Optimized tie bar diameter, remarkable increase of strength;



# Smaller Haitian Jupiter II Series



suitable for multi-cavity molds

## STABLE AND RELIABLE INJECTION UNIT



- Classic injection unit design based on Haitian's 40 years experience;
- Modularization and flexible— several screw and barrel alternatives for each machine to choose from,

## SAFE AND RELIABLE ELECTRIC CONTROL SYSTEM



- High performance KEBA2880 controller;
- Suspension-type digital measuring device, precise and reliable, no wear and tear, very long service life;

## HIGHLY PRECISE AND EFFICIENT HYDRAULIC UNIT



- Overall upgrade in system pressure, even faster response;
- New independent filter installation as a substitute for the standby filter system for better filtering results;
- Elimination of a pre-plasticizing pipe, more aesthetical and lower leakage risk;





# THE WAY TO SUCCESS IS TO DO EVEN THE IMPOSSIBLE

About Sky Well, the customer of the largest two-platen machine JU66000II

Sky Well Plastics ("Sky Well") is one of the leading manufacturers for underground drainage connectors in China. Located in Taizhou, Zhejiang province, one of the most developed areas for injection molding industry, Sky Well's production and R&D capacity is well ahead of its Chinese peers. Recently, Sky Well has obtained another No.1-title—the company is the first owner of the largest injection molding machine in the world, a JU66000II, which was delivered in the first half of 2014.

Mr. Ye Houfu shares with us his insights on how, despite fierce competition, the company has maintained its leading position by focusing on our philosophy "Survival through quality, development through innovation, efficiency through management, and trust through service". At the same time, he tells us about the delivery of the world's largest injection molding machine.

## Dynamic growth of the domestic plastic inspection well market

In recent years, the Chinese government has been promoting plastic underground drainage connectors (or plastic injection wells) as an ideal substitute for the conventional brick-made ones. The production of brick-made connectors is highly energy-consuming and results in CO2 emission, which causes environmental pollution. The production of plastic connectors is on the contrary very ecofriendly, and the products have a much better corrosion resistance as well as a longer service life; further, plastic inspection wells can put an end to drainage leakage and can prevent uneven settlement. Plastic underground drainage connectors became more attractive and popular due to their recyclability and environmental friendliness. Thus, through the recent 10 years of development, the application of plastic underground drainage connectors has been widely and effectively promoted in China. For instance, the on-going "sewage water treatment of major 5 rivers" project in Zheji-

ang is regarded as a demonstration pilot project.

## Promising market potential

According to the statistics, there is a total construction area of about 2 billion square meters per year for new buildings in China. If we calculate, that each drainage connector serves a construction area of 200 square meters, it results in a market capacity of 10 million drainage connectors for construction, 1.5 million drainage connectors for urban infrastructure, and 1 million rainwater inlet wells. According to the calculation above, it results in a market worth around 10 billion RMB.

## Does a huge market potential also mean fierce competition?

Mr. Ye: Exactly. Currently, there are more than 20 manufacturers for plastic drainage connectors in China. As raw material, they mainly use PP, PVC or PE. Regarding the production, different processes are used, such as injection molding, rotational molding and even welding etc. However, adapted by the leading suppliers, including Sky Well, injection molding is the most popular process.

## So, what makes "Sky Well" products more competitive than others?

Mr. Ye: Just Our company philosophy speaks for itself: "Survival through quality, development through innovation, efficiency through management, and trust through service". First of all, the "Sky Well" plastic drainage connectors are patented products, developed independently by ourselves. Our super large plastic drainage connector for urban infrastructure filled the gap in the domestic market. The way to success is to do even the impossible. At the moment, we are one of the few companies, which can offer a full range of products with the widest coverage of specifications. We also played a leading role in

settings standards for the industry in China. Beside its abundant range of products, Sky Well also pays attention to high product quality and convenient after-sales services for its customers. Of course, quality is always our top priority, thus we ensure it by strictly supervising each step of the manufacturing process as well as further through various tests and inspections. Finally, we try to reduce our customers' after-sales service costs to a minimum, hence we respond actively and effectively to solve their problems according to their maintenance and repair requirements.

*The world's largest injection molding machine – a JU6600 II/51800 – is now located at an independent "Sky Well" workshop. Mr. Ye tells us, that the order for this machine, which was already successfully delivered in the first half of 2014 and is now in its tuning period, was placed in the second half of 2013. With this giant machine, "Sky Well" will be able to manufacture disposable plastic injection wells for urban infrastructure with a diameter of 1.5 meter, made of modified PP.*

## It is also very challenging for the machines to manufacture such big parts. Why did you choose a Haitian Jupiter machine?

Mr. Ye: The size and shot weight of this part are extraordinarily large; therefore there are special requirements regarding the mold height and the plasticizing unit. To my knowledge, no domestic supplier had ever manufactured such a large machine before. As we had no experience to learn from, we checked several domestic suppliers who at least in theory were able in terms of their R&D capacity, available production facilities, tools etc. to meet our requirements. Of course, other suppliers also told us that they would be able to manufacture such a big machine, but it was only, when we visited the Haitian production base in Ningbo, where we saw a series of spectacular



machining centers in the workshops, that we were confident about this project. Thus, without any doubts, we placed the order with Haitian. I would say the result is "win-win cooperation".

This largest two-platen machine is based on the technical platform of the Haitian Jupiter second generation, which with its already improved innovative technology is already well established in the market. More importantly, during our in-depth communication and extensive exchange with Haitian, their product philosophy of providing technology to the point was really appealing to us, which further strengthened our confidence

in this choice. As we have seen later, it was a wise decision.

**Sky Well has been a loyal customer of Haitian. Are you satisfied with the performance of the Haitian machines that you are currently operating with?**

Mr. Ye: So far we have more than 60 Haitian machines in total, including around 50 machines below 800 tons. Actually, until 2000, we used injection molding machines from other domestic suppliers, but after several tests and profound comparison, we replaced all machines

with Haitian servo drive machines to produce pipes. When we started to produce big pipes in 2010, we also bought 8 machines from another well-known domestic supplier; however, after careful comparison, we decided for the future to only buy Haitian Mars machines. Within all these years, the stable performance of Haitian machines as well as its convenient and professional after-sales services impresses us deeply and naturally makes us a loyal customer. This kind of trust obviously also played an important role when we decided to choose Haitian to manufacture our 6600 ton machine.



Machine in the customer's workshop



#### About Sky Well Plastics

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Nancheng Industrial Zone, Huangyan District,  
Taizhou, Zhejiang 318020  
P.R.China  
[www.tianjingpai.com](http://www.tianjingpai.com)

Founded: November 2000  
Annual turnover: 50 million RMB  
Personnel: 300 employees  
Raw Materials:  
PP, PET, PE,  
Polypropylene  
Specialization:  
Plastic underground drainage connectors  
Certification:  
SGS, NSF, AS/NZS, ISO9001 etc.



Mold area



Workshop inside



# TECHNOLOGY IS THE DRIVING FORCE- FOR THE SUSTAINABLE GROWTH

An interview with Mr. Xiang Jianhua, General Manager of Nanjing Jianxun Plastics Molds Co., Ltd

## Dedicated to provide comprehensive solutions for injection molding applications with special requirements

Micro-molding, complex structure or glossy surface parts as well as parts made of special material etc. – all these are the future trends of the injection molding industry. In particular, the assembly of parts and the system's requirements of the medical and other industries constitute tough challenges in terms of development, production and finally assembly as well as quality assurance of the respective products. Through extensive research and control regarding plastic raw material, mold flow analysis, mold design and manufacturing as well as the injection molding process, we are committed to offer our customers a comprehensive solution for injection molding with special requirements.

## To convert new technology into productivity

Since its launch, I have been very interested in the Zhafir Zeres series. The hybrid design is a perfect solution to the external pump station. I have always been a big fan of new technology. For instance, when the 3D printing technology was just introduced and passionately debated several years ago, we had already bought a 3D printer. Currently, we are already able to apply this technology skillfully and integrate it into our production, for example to quickly produce samples or special mold parts, which are impossible to realize within the traditional process. I am convinced: Technology is the first step of productivity and will fuel a company's sustainable growth.

## Customer-oriented

80% of our existing customers are among the world's top 500 enterprises, such as Emerson – the well-known European kitchenware supplier,

Honeywell – the U.S. cabin goods tycoon, and Faurecia, which is the world's sixth largest automotive parts supplier. In terms of industries, 70% of our current customers are from the automotive industry, others are from the medical and even the military industry. We became this customers' supplier only by being highly customer-oriented. In general, "quality", "productivity" and "added value" are the customer's major concerns. We are actively involved in our customers own R&D, assisting them to find solutions to various difficulties relating to molded parts. Further, we also strictly control the quality of the parts as well as the delivery time. Thanks to an excellent presale communication and cooperation, we have established a long-term partnership with our customers and are recognized as a trustworthy partner.

## A loyal customer of Haitian

All of our current injection molding machines are from Haitian or Zhafir, including some Haitian hydraulic machines and Zhafir full-electric machines. We decided to go with Haitian not only because of its reliable repeatability precision, but also because of its convenient after-sales service and support in comparison to foreign brands. Haitian and Zhafir machines convince by a balanced comprehensive performance and their excellent price performance ratio. While selecting our machines, we had three main concerns: first, the performance, especially the repeatability precision; second, the efficiency, which is mainly indicated in the cycle time; third, energy conservation and management cost. Luckily, the Zhafir full-electric machines fulfill all these expectations. From the very first full-electric Zhafir machine ordered in 2008 until the recently just purchased hybrid Zeres machine – all along, we are entirely convinced.

## Expectation on the future injection molding machine



Mr. Xiang Jianhua, general manager of Nanjing Jianxun Plastics Molds Co., Ltd.

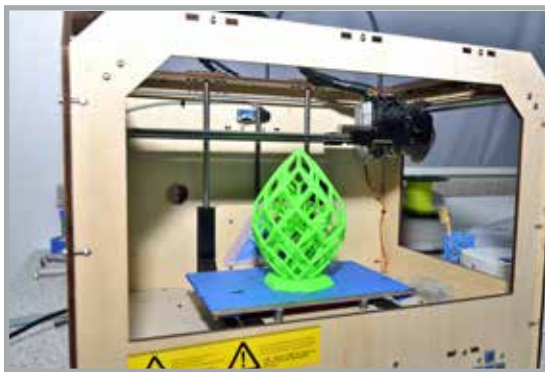
The future market will be increasingly mature and specialized. New materials, new process requirements and even new technologies will improve and challenge the injection molding market at the same time. For instance, high injection speed, complex motion sequences and the integration of the peripheral system etc., have already emerged as key demands within the current market.

The cooperation between injection molding machine manufacturers and research institutes for raw material will become more essential. When the mold technology and machine performance reach their maximum within the injection molding process, the importance of raw materials will be more significant.





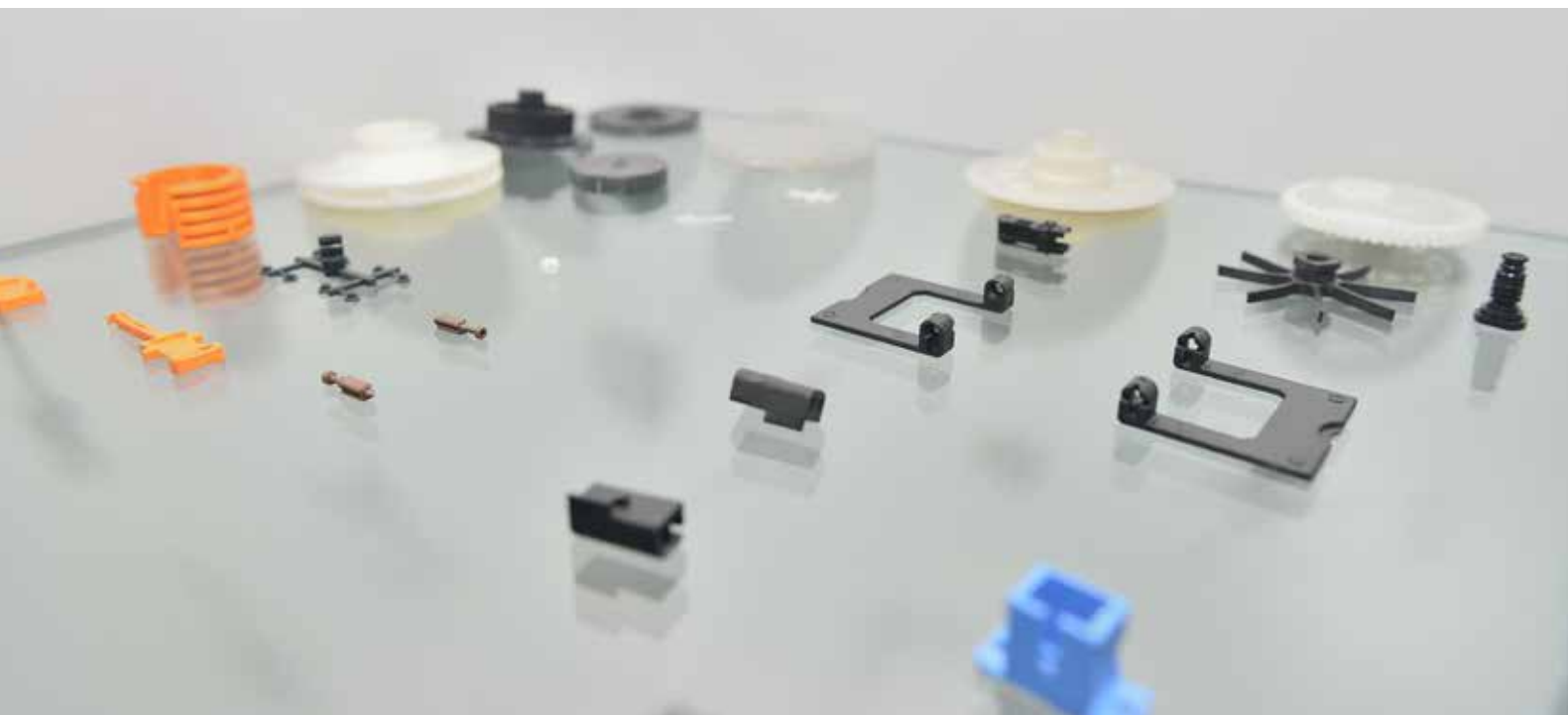
Injection molding workshop



3D printing



Injection molded parts



Precise injection molded parts



Automotive parts

### Nanjing Jianxun Plastics Mold Co.,Ltd

Nanjing Jianxun Plastics Mold Co.,Ltd

[www.topgear.mouldsnet.cn](http://www.topgear.mouldsnet.cn)

Area: 3000 M<sup>2</sup>

Personnel: 75 employees

Total assets: RMB 16 Mio

Main Products: Automotive parts

Plastic Machinery:

Zhafir Venus: 7 units

Zhafir Zeres: 1 units

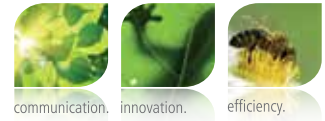
Haitian Mars: 5 units



# HAITIAN INTERNATIONAL

## FURTHER STEP INTO OVERSEAS MARKETS

### EXPLORING ASIA PACIFIC REGION



Haitian Vietnam

As indicated by the recently released interim results of 2014, Haitian International achieved a sales revenue of 3,810.60 million RMB for the first half of 2014, exceeding the number for the same period of 2013 by 5.2%. Export sales increased by 14% and reached a new record of 1,204.7 million RMB. Factors contributing to this result are not only the sales growth in emerging markets such as Turkey and Brazil, but also a continuing gain of market share in high-end markets such as USA, Korea, or Thailand.

Haitian International's Vietnamese subsidiary was established in May 2010 as a wholly owned company. It has a total area of 25,300 square meters and for the time being, the workshop occupies an area of 6,500 square meters, with a production capacity up to 1,000 units per year. Thus it provides a strong support for the sales in Southeast Asia.

After years of development and dedicated service, Haitian Vietnam has tremendously improved the image of Haitian among the local customers and even strengthened their trust toward products made in China generally. While steadily increasing its local market share, Haitian Vietnam is also faced with challenges such as how to further improve the local companies'

trust toward Chinese products, how to better communicate with the foreign investors in Vietnam, and how to further improve the reputation and image of Haitian in the Vietnamese market.

As an emerging market in Southeast Asia, Vietnam is not only attractive to Chinese manufacturing companies. It also continuously attracts numerous companies from Japan, South Korea, Malaysia, Indonesia etc. to establish factories there. The increase in the number of foreign-invested companies in Vietnam also leads indirectly to an increasing number of potential customers for Haitian. For instance, processors for daily commodities, motorcycle parts, shoes, stationary goods, medical and hygiene products etc.

Naturally, the expansion into an overseas market presents a number of uncertainties. One of the major challenges is how to effectively communicate with local customers and how to address their diverse requirements. Mr. Mei Quanlong from Haitian Vietnam told us about a customer, a well-known local manufacturer of commodity goods for daily use. This customer had never before used Haitian products though he had heard of them. He bought a 3300 T Taiwanese machine, but the performance was far

below his expectations. After several rounds of detail-oriented pre-sale support, this customer intended to buy a 1600T machine from Haitian. As a trial, he first bought two Haitian machines with medium clamping force to test. After using these two machines, he was convinced by the easy operation as well as by the perfect after-sale service, and further ordered another 1600T machine from Haitian. "We also took the chance and invited the customer to visit our headquarters in Ningbo. After looking into the large-scale production and its sophisticated management, he was even more convinced and has become a loyal long-term customer since then", Mr. Mei said proudly.

Another Haitian customer is a well-known South Korean company, which is one of the largest toy makers worldwide. When the company first established itself in Vietnam, 60 machines were bought from Hyundai, South Korea. When Haitian Vietnam learned about this company and the fact that it had only recently entered the Vietnamese local market (and thus was not familiar with it), Haitian shared some very detailed information on the local market situation. Later on, this South Korean customer ordered more than 10 machines from Haitian. Subsequently, Haitian organized some on-site training for the customer



Haitian Vietnam

and helped him to test and debug the machines. Thanks to the customer-oriented approach, the customer's trust was gained and a long-term partnership established.

Mr. Le Andun from Haitian Vietnam shared with us a story about a Chinese customer, who operates in Vietnam and, to increase his production capacity, replaced all of his second hand machines with Haitian machines. Mr. Le got to know this customer by chance in 2010. Initially, they were in contact only via telephone. The customer is mainly engaged in the production of stationery goods and had, at that time, 7 or 8 second hand injection molding machines in his factory. His business model includes production, assembly and sales. After being in touch for two years, the customer had a good opportunity to develop new products, giving Haitian the chance for a face-to-face meeting. Eventually, the customer bought an IA machine from Haitian and was very satisfied after testing it. While using this machine and enjoying a strong after-sale support from Haitian, improved production led to the rapid growth of the business. Such satisfactory cooperation also helped to build a strong friendship. In the following two years, the customer replaced all his second hand machines with Haitian machines. Currently, he operates with around 20 Haitian injection molding machines and has become a key supplier of stationery goods in Vietnam.

In 2012, Haitian also established a service center with 14 service engineers in Thailand. Apart from improving the local after-sales service, this service center also acts as a showroom and a spare parts warehouse etc., which substantially improved the pre- and after-sales support standard across Thailand.

Haitian International's strategic plan for Southeast Asia includes the improvement of its service for local customers and development in-line with growth in the regional market generally.

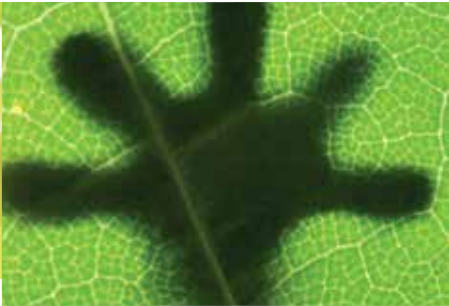


Workshop Inside



Team of Haitian Vietnam

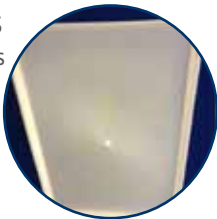
# EXHIBITS OVERVIEW



## FAKUMA EXHIBITS

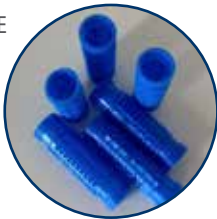
### Haitian **Jupiter**<sup>2</sup> Series

Machine type ..... JU6500 II /2950  
Application ..... Tray  
Part weight ..... 800 g  
Cavity ..... 1  
Material ..... ABS  
Cycle time ..... 30 s




### Zhafir Zeres Series

Machine type ..... ZE 1200 / 300  
Application ..... Irrigation connector  
Part weight ..... 1.4 g  
Cavity ..... 24  
Material ..... HPDE  
Cycle time ..... 10 s







Innovation

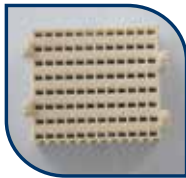
# IPF

EXHIBITS



## Zhafir Venus<sup>2</sup> Series

Machine type ..... VE1200 II /430h  
 Application ..... Socket connector  
 Part weight ..... 1.38 g  
 Cavity ..... 4  
 Material ..... LCP  
 Cycle time ..... 11 s



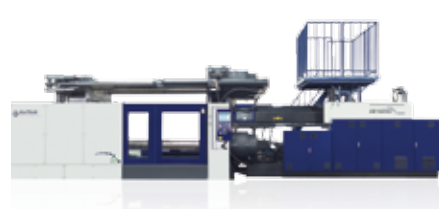
## Haitian Mars<sup>2</sup> Series

Machine type..... MA1200 II /410  
 Application ..... Salad bowl  
 Part weight ..... 83 g  
 Cavity ..... 1  
 Material ..... PP  
 Cycle time ..... 25 s



## Zhafir Zeres Series

Machine type ..... ZE1900/640  
 Application ..... Lamp base  
 Part weight ..... 41.7 g  
 Cavity ..... 2  
 Material ..... ABS  
 Cycle time ..... 30 s



## Haitian Jupiter<sup>2</sup> Series

Machine type ..... JU6500 II /4500  
 Application ..... Automotive part  
 Part weight ..... 288 g  
 Cavity ..... 2  
 Material ..... PP+EPDM-T20  
 Cycle time ..... 55 s





Haitian Plastics Machinery  
manufacturing hall in Ningbo, China



Zhafir Plastics Machinery  
manufacturing hall in Ebermannsdorf, Germany



Zhafir Plastics Machinery  
manufacturing hall in Ningbo, China



## 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.

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product portfolio.

