

Overview

- Projects : Parts for facilities / Customized machine parts / Consumable parts / Mold parts
- Products : jigs, mold parts (plate/punch/cam slide) , machine components, ceramic parts, blocks, frames, inshoot, trays, plates, collets, chuck jaws, holders, suction nozzles, gauge, jetting nozzles
- Suppliers : Vietnam –Hanoi, HCM. China –Dong Guan area. Japan -Osaka area; USA - various (TN, KY, OH).
- Quality control and technical support by Itsuwa staff and engineers in Vietnam and China.
- Required Estimate Information: Drawings, quantity, material, surface treatment, lead time, target price
- Inventory Operation : Up to three months for consumables

- **Proposal Strengths:**

Cost savings through production in VN and CN;

Small size custom parts that can be handled by hand, parts that require lots of processing;

Prediction of customer's needs even if drawing is different.

*Language on DWG: English (inch) & Japanese (mm), Chinese : OK



Suppliers (Vietnam)

Supplier B (Hanoi)

- Found in 2008
- Capital: 3.5 mil USD
- Employees: 200
- Main Customers: Canon, Yamaha, HONDA, Samsung, Panasonic
- Equipment: 20 machining centers, 12 milling machines, 6 wire-cut machines, 5 EDM, 5 grinding machines

Tolerance up to 2 μ m ※May vary depending on sizes
Lead time : 20-30 days



Supplier I (HCM)

- Found in 2010
- Capital: 5.5 mil USD
- Employees: 252
- Main Customers: P&G, Brother, Fujitsu, LIXIL, MABUCHI MOTOR, NIDEC, MiSUMi
- Equipment : 72 machining tools

Tolerance up to 5 μ m ※May vary depending on sizes
Lead time : 32-35 days



Supplier P (Hanoi)

- Found in 2006
- Capital: 5 mil USD
- Employees: 180
- Main Customers: Panasonic, DENSO, ADVANTEC, Canon, Yamaha, Samsung
- Equipment : 21 machining centers, 12 milling machines, 8 wire-cut machines, 3 grinding machines, 1 bending, welding and tapping

Tolerance up to 10 μ m ※May vary depending on sizes
Lead time : 7-25 days



Higher
Precision



Lower
cost



※ VN supplier is able to support drawing modification and create new drawing as well.

Suppliers (China)

Supplier J (Dong Guan)

- Found in 1997
- Employees: 450
- Customers: FOXCONN, NIDEC, TDK, MSI
- Equipment: 12 machining centers, 14 milling machines, 2 wire-cut machines, 5 electric discharge machines, 8 grinding machines, 1 bending, tapping, and sandblasting.

Tolerance up to 2 μ m ※May vary depending on sizes
Lead time : 25-35 days



Supplier H (Dong Guan)

- Found in 2002
- Employees: 200
- Equipment: 6 machining centers, 4 milling machines, 1 wire-cut machines, 6 grinding machines, 4 tapping and drilling, tapping, and sandblasting

Tolerance up to 2 μ m ※May vary depending on sizes
Lead time : 15-25 days



Supplier K (Dong Guan)

- Found in 2018
- Employees: 40
- Equipment: 5 machining centers, 7 milling machines, 5 wire-cut machines, 4 electric discharge machines, 5 MITSUI grindings, 1 welding.

Tolerance up to 2 μ m ※May vary depending on sizes
Lead time : 10-25 days



Higher
Precision



Lower
Cost

Supplier comparison

1-5 (Min-Max)	Precision	Cost	Lead time	Quote
VN-Supplier B	4	3	3	2 (7-9 days)
VN-Supplier P	2	5	5	4 (3-5 days)
VN-Supplier I	3	3	2	3 (4-6 days)
CN-Supplier J	5	1	1	5 (2-3 days)
CN-Supplier H	4	2	2	5 (2-3 days)
CN-Supplier K	3	3	3	5 (3-5 days)

Less Specialized

- Large-sized frames and plates: Low manufacturing cost and high shipping cost
- Additional processing to aluminum frames
- Subzero treatment, TD treatment
- SLD MAGIC, YXR33, DCMX ⇒ **Alternate materials proposal**

Inspection



at Supplier
(Regular visit by Itsuwa staff)



ITSUWA VN/CN
(checking inspection data / inspection / packing quality)



ITSUWA USA
(random inspection / re-packing)

Product Images

Supplier B



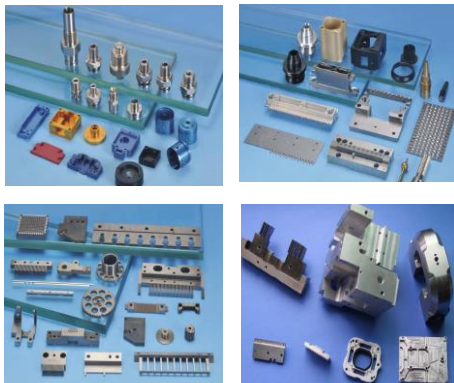
Supplier I



Supplier P



Supplier J



Supplier H



Supplier K

