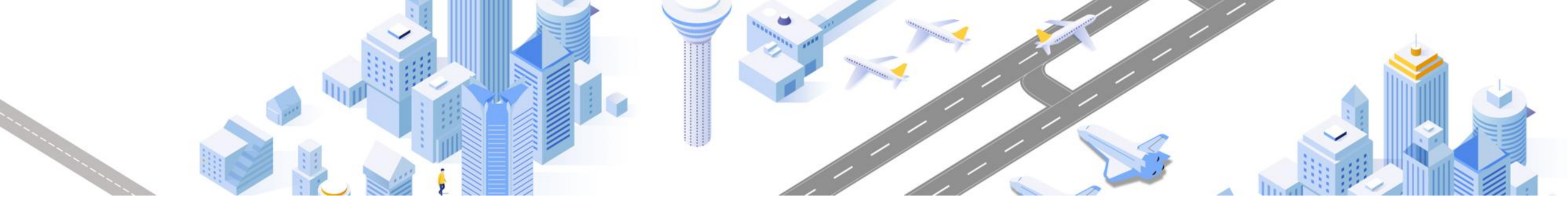

Proposal for Custom Parts／Jigs／Fixtures

ITSUWA USA INC

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).

Procurement

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

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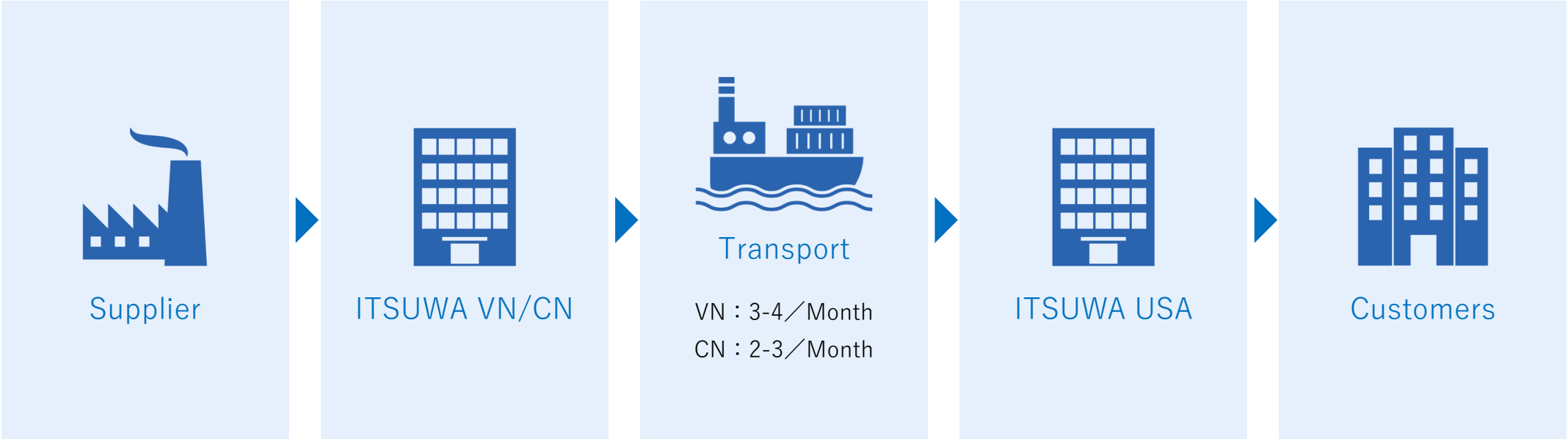
Overview



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Suppliers (Vietnam)

Higher Precision ⟷ Lower cost

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 μm ※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 μm ※May vary depending on sizes
Lead time：32-35 days

Supplier P（Hanoi）

Found	in 2006
Capital	5 mil US
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 μm ※May vary depending on sizes
Lead time：7-25 days

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

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Suppliers (China)

Higher Precision ⟷ Lower cost

Supplier J（Dong Guan）

Found	in 1997
Employees	450
Main 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 μm ※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 μm ※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 μm ※May vary depending on sizes
Lead time：10-25 days

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Supplier Comparison

※1-5 (Min-Max)

	Precision	Cost	Lead time	Quote
VN-Supplier B	4	3	3	2 (7-9 days)
VN-Supplier I	2	**5**	4	4 (4-5 days)
VN-Supplier P	3	4	**5**	3 (5-7 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

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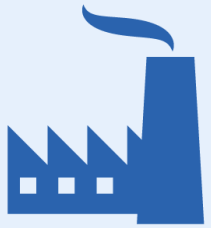
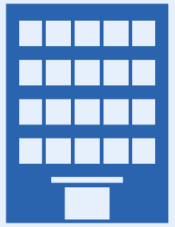
Inspection



at Supplier

Regular visit by
Itsuwa staff



ITSUWA VN/CN

checking inspection data／
inspection／packing quality

ITSUWA USA

random inspection／
re-packing

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Product Images

Supplier B（Hanoi）

Supplier I（HCM）

Supplier P（Hanoi）

Supplier J（Dong Guan）

Supplier H（Dong Guan）

Supplier K（Dong Guan）

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END

itsuwa