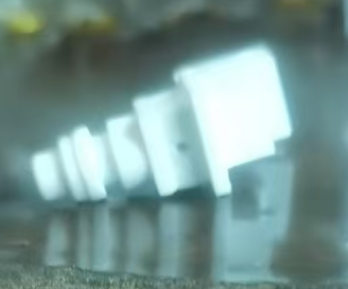
ALEX

***Cixi Xinyu***

Medical valve products, TR90 material. The customer makes related products for the first time, and the customer's friend recommends the use of TR90 material, and the customer makes it into an ivory white color. After understanding the market price of our TR90 material, the customer feels that the price of our product exceeds their psychological expectations. The customer communicates with the terminal, and first uses the PA66 material solution to make the product. The price of PA66 material selected by customers is 20+ tax included.

***Shaoxing Jinjiang***

The customer mainly makes steering gear and automobile chassis and other parts. As a T1 manufacturer, it mainly supplies Chery; As a T2 manufacturer, it mainly supports Shibao and Findreams Technology. The customer's current products are mainly metal products;

Plastic products: Ball joints use DuPont POM, 100P and 500P

Plastic instead of aluminum: BASF PA66+GF30 is used for the rocker arm, BASF PA66+GF series is used for the stabilizer bar. Our LV200 RC 6 material is used in a scaffold product, the product is exported to foreign countries, and the test has been completed. According to customer feedback, the project is temporarily shelved due to the abnormality of other supporting products in the terminal. The customer will notify our company of the next step of the follow-up progress of the project, and then negotiate the stocking matters. At present, customers use plastic instead of aluminum projects, and the material solutions are mainly based on BASF. In the future, our company can provide plastic instead of aluminum cases to customers, and there will be opportunities to participate in related projects in the future.

***Zhejiang Jiezhong***

Ingin side door bracket project: GV-5H material. Due to the high price of GV-5H material, Ingin selects Yuebeist YT650 material, and the price of Yuebeist material is 30~31 excluding tax. The shell part is made of YT650 material *(380gx4x10000 sets, 15t/m)*, and the end cover part has high requirements, using our GV-5H material. At present, the project has begun to be increased, and Ingin requires the use of GV-5H alternative material, XE4291 material. The customer reported that Ingin molder are using this material, and informed that the agreed price of 37 or 38 does not include tax. Mr. Sun of Jiezhong needs our company to implement the agreement price, and will purchase XE4291 materials in the future, with an annual consumption of 3~5 tons at the beginning. Subsequently, the annual consumption is expected to be 5~10 tons.

Provide XE4291 negotiated price to customers

***Faiveley Tech***

L20 G NAT material, customers have demand for Taiwan origin materials. The follow-up purchase volume is expected to be 100kg, and there are expected to be orders in October. At present, the customer's materials basically use foreign brands, mainly BASF, DSM, and other brand materials. At present, it is also being localized, and nylon products are starting to use KingFa materials. BASF PA66+GF25/35/50, DSM PA46 and other products. DIC, PPS+GF40, Japan customer products use, switching is more difficult.

***Ningbo Duohui***

Eco PPS medical motor skeleton project, M6510A material. At present, customers have received orders for 50,000 sets of PBT materials, and PPS has not had orders this year. Let's learn about the situation with Eco in the future. Jinda confluence tape-out project, TSG-30/4 V0 material,

At present, the project verification has been completed, and 200 sets of samples have been delivered in the early stage, and the project has not yet been mass-produced; At present, the materials are provided by Jinda. When the customer Ningbo Duohui purchases materials, the customer will come to our company to purchase materials.

APPLE

***Xinyuanhognda***

Inalfa used GV-5H BK to produce products loading test, there was no problem with the product in the morning and evening, but the product was worn at noon, so Inalfa want to replace it with GV XE10571 (GV-5H LF), at the same time, they also plan to test PEEK WG101, Xinyuan Hongda has provided the quotation for GV XE10571 according to the price of Qingdao Daedong.

Xinyuanhognda purchased 300 kg of GV-5H BK raw materials for small batch testing this week, Next week, I will learn about the specific situation of the project with Xinyuan Hongda .

***Lechengjiaye***

The customer is developing the billiard table frame project, the product requires the burning cigarette to be placed on the surface without deformation. The sample test of GV-5H and HT2VZ-25X was provided to the customer, and the customer was satisfied with GV-5H after combining the temperature resistance and impact strength of the two raw materials, and is ready to send the sample to the end user for testing. After confirmation by the end user, they hope that we can provide 3-5 kg of raw materials to test the impact performance by themselves.

At present, the medical project uses PC 2858 PC 1805, the RV project is not many, and the previous skylight project has not made progress.

***Qichu***

The customer is ready to move all the factories to Shandong in October, so this time he plans to order 10 tons of HTV-5H1 BKraw materials first and deliver them to the Tianjin factory at the end of September, and the remaining 5 tons will be delivered to the Shandong factory in early November. Ivan replied that 10 tons of raw materials will be delivered to our warehouse, and the customer will pay the freight when they are delivered to the Tianjin factory and the Shandong factory. I am ready to propose this plan with the customer and check the inventory situation with the customer to confirm whether it is possible to ship 10 tons of raw materials together to the Shandong factory after the customer moves

***Robosen***

Grant introduced the application of raw materials to replace metal to Manager Zheng, Manager Zheng said that most of the gears are made of metal, and the company also has the idea of replacing plastics, but the previous test found that the stiffness of the plastic is not enough, and the accuracy of the plastic is not up to the requirements, and the product will run for a period of time There will be gaps, because the robot product is relatively small, the space is small, and the thickness of the product is small, generally requiring the torque to be about 300 megapascals, and the accuracy is at level 8. After testing with domestic PPS, it was found that the fit was not good, and the mold was being repaired, the PPS price was between 20-30

Grant took a sample of the metal gear, and if they need to test, we can refer to the recommended raw materials.

***Royalbaby***

The company mainly produces high-end baby strollers, Grant introduced the application of raw materials instead of metal to the customer, and showed a number of samples. The customer is interested in gear plasticization and crank plasticization, so he left the gear samples for reference. Meanwhile, he will find the die casting mold of crank and make a comprehensive evaluation on whether plastic is used instead.

Saddle and transmission and other accessories purchased finished parts, there are also outsourced plastic parts, the use of raw materials for PP ABS PC.

BRUCE

GORDON

***Shifeng***

TPE product package made of PA66-30% GF material, with a hardness requirement of 30A. Currently, the customer is using KRAIBURG TPE TC3PAN NAT genuine package from KRAIBURG. Empilon sale also expressed on site that they can try to develop a 30A hardness. The customer said that if the 30A hardness can be guaranteed, the price advantage is that the mold factory can decide to replace it immediately.

TPE product package LV-65 FWA material, deep-sea probe project. We recommend HA470 and HA6626B to the customer and have already quoted them. We visited the customer with Empilon sale and they also saw our development capabilities and various testing coordination conditions for TPE. Now they have decided that we will be responsible for the development of this project. The mold is currently under development and is expected to be completed in one month.

PA-50% GF BK material (substrate not specified), industrial diaphragm pump back cover project (Potential, color). The water pump interface requires a machine cut groove to install a soft rubber sealing ring. It is required that there should be no air holes below the machine cut groove to prevent water leakage and good barrier properties when the pressure is high. Last Thursday, I used domestically produced 50% GF material to test the mold, but the surface effect was severely affected by floating fibers and there were many air holes after machine cutting, similar to the situation where the drying material did not dry. I learned that the customer's quotation for this material is between 40 to 50 CNY. We recommend the customer to use our GV-5H to make this product and the approximate price is acceptable to the customer. The customer is willing to make an appointment for us to go to the site for testing on Monday. However, the customer's product is too large, with a weight of 1kg (length 23 \* depth 11.5 \* height 24cm) and a 460T injection molding machine. It should be necessary to bring a package of materials to test the effect. Can accept price <60

***Jierong***

Visited a customer and received a Wacoma stylus project that requires Mitsubishi materials PC H3000R-BK and POM+CF ET35E. After providing a quote to the customer, they responded that our POM had no objections, but H3000R BK at 52.7CNY was a bit too expensive and had some doubts about our quote. The customer also consulted the original factory's 3000R BK material and received feedback that it was around 35 CNY.

Understand the current TPE project of the customer, who is interested in our PCR and bio TPE products. The customer has often inquired about this type of project before, but the price of TPE for PCR is too high and they have been unable to bid for orders. The same situation applies to bio machines. Due to our development capability for this type of product and our current supply pool, customers will prefer our Youtuo for TPE and other elastic products in the future, including the existing TPE 60A ear hook, which can also be arranged to use our trial.

***Yingbao***

Visited a customer and obtained the application of TPE/TPU hair and neck care. We need to consider two options for TPU-90A: TPU-9778 and TPE-PAX82. Due to the prolonged chemical contact between the customer's product and water, shampoo, dye paste, etc., it requires better hydrolysis and chemical resistance. At the same time, considering the requirement of not wanting to dry the material, it is recommended that the customer consider TPE more. We have already provided a quotation to the customer. As the product is an old one for replacement, we estimate that the customer will be able to try our two models next week. There is a demand for orders this month.

***Xiesheng***

The customer received a new project material selection: transparent medical basin. The customer requests anti blue light and anti chemical disinfection. We recommended TR90 material to the customer, but they only saw the label of chemical resistance on our physical property table, without a clear indication of blue light resistance. We hope to have materials that meet the anti blue light requirements tested or specified for customers to recommend again. Send details to QiLei and Thomas.

GRANT

***Huang Guan Wen ti***

Face to face communication with the customer, I saw that the customer's product badminton shaft is injection molded with carbon fiber, and the customer uses domestically produced PA66+20% CF. The customer believed that the material's performance was not a problem on site, but was concerned about the instability of the domestic material's performance and recommended the corresponding material. TSC-20/4 EC BK was recommended, and the customer prepared the sample for verification.

In addition, the mold for the badminton racket made by the customer is still under repair, and we will try GCL-4H BK again later.

***Huizhong*** *(EMS Raymond Collaborative Defense)*

EMS Raymond and I had a face-to-face communication with Director Yan from Huizhong Instrument. Showed samples and cases to clients. During this period, the customer also raised many questions about EMS materials. Understood that the customer developed plastic ultrasonic water meters mainly because the Brazilian and South African markets require plastic ultrasonic water meters. At the same time, they also want to integrate plastic pipe sections and other parts together to reduce product prices. Like the built-in tube of an ultrasonic water meter, but this product has high size requirements, with a range of ±5. Currently, the customer is using polysulfone materials. The customer is currently considering PPS and PPA materials. We introduce to our customers that PPA has better low-temperature resistance than PPS, and the torque at the screw thread is also greater. I mainly learned that the customer has a test with a weight of 32kg and 100’000 water hammer tests, which have relatively high requirements for material strength.

However, Huizhong Instrument Procurement went to EMS in March this year, which was brought by Tony. Manager Huang and Huizhong have also been in contact and visited. The client originally planned for a small batch by the end of the year, but due to an urgent project, the progress will be delayed. Because procurement also supports the use of EMS materials, in this communication with the customer, they will be more inclined towards EMS materials. However, GV-6FWA and HT1V-4FWA, including Dongli and Celanese PPS materials, will be tested simultaneously at that time. Last year, the customer's annual sales volume of ultrasonic water meters was 700’000 units. EMS Jason Jin made a report on ultrasonic water meters, stating that there may be 9 million units by 2026. This is why EMS attaches great importance to this market. The customer believes it is very possible because the ultrasonic water meter costs only about 300 yuan per unit.

Next steps: Keep in touch with customers and follow up on the progress of the ultrasonic water meter project.

***Beijing IDC (visited with Apple)***

We had face-to-face communication with Mr. Fan and Manager Gao, and the client also wanted to have a clearer understanding of our materials, so we provided a detailed PPT introduction to the client. And display samples of materials. Through communication, customers have gained a better understanding of EMS materials. At present, the customer has stated that the performance test of the valve ball and handle of the safety valve product using HT1V-4FWA BK material is satisfactory, but the appearance is not yet ideal. Inform the customer that we will go to the mold factory in Yuyao Baogang as soon as possible to continue working and strive to solve this problem as soon as possible. In addition, the customer also mentioned that they have a HVAC valve core reinforced with PPS fiberglass material. Currently, there is cracking in the bonding wire under 10kg pressure in 120ºC hot water. It is suggested to use HT1V-4FWA material for verification. In addition, the customer also recognizes GV-5H material. Recently, they mentioned that they have a new project that also uses GV-5H and nylon 66 fiberglass reinforcement material. The main customers of the safety valve also explained their reasons for wanting plasticization, mainly because upstream customers want to further reduce costs. Manager Gao stated that they believe this project is just a warm-up, and there will be more opportunities for plasticizing the main brass in the future, which also depends on the acceptance of plastic shells by foreign customers. Establishing contact between Apple and customers, making it easier for new projects to come and coordinate in a timely manner in the future.

Next action: Keep in touch with the customer, mainly assist them in helping the mold factory solve the appearance problem of HT1V-4FWA BK first.

***LeSen Robot (Visit with Apple)***

I had sufficient communication with the R&D personnel and learned that in addition to making small toy robots, Lesen is also currently working on large service humanoid robots. The small toy type robots currently being developed mainly aim to replace aluminum alloy 7075 gears with plasticized components. The customer has already opened plastic gears, but the current results are mediocre, both in terms of accuracy and the torque they can withstand. The price range introduced by the customer is between 60-90, preferably around 60-70. The gear accuracy requirement is level 8, and the customer provided metal samples. The customer said that we can provide materials with good strength for testing on existing molds. The gearbox has a 6-stage transmission, and further communication is needed before deciding which material to provide for sample verification. In addition to cost reduction, customers also want to reduce weight, but they have high requirements for gear accuracy and material strength.

In addition, the humanoid robot made by the customer has a new product that is a gearbox matching screw. The screw length is about 7CM and has been developed as plastic. The two components need to be assembled and slide smoothly with low noise and good smoothness. Currently, PPS+GF is used, but it is not smooth and has high noise. It is necessary to adjust the accuracy of the mold. Suitable materials can also be recommended. Suggest using XE 10571 in combination with GVX-35H. The precision requirements for the screw rod are not high, mainly because creep and fracture cannot occur during operation, and good smoothness, low noise, etc. are needed.

Next steps: Keep in touch with customers and assist in following up on projects with Apple. First, strive for the opportunity to test the sample.

***Beijing Youbei (visited together with Apple)***

I have also had sufficient communication and interaction with the client, and have shared some project opportunities. The customer is mainly positioned as a children's bicycle, and is constantly expanding into new models from primary school, middle school, and beyond. At present, a factory with a production capacity of 2 million units has been built in Tianjin, positioned as a mid to high end and sold globally. At present, domestic sales and exports are each half.

I provided a detailed introduction to the characteristics of EMS as a substitute for metal materials and the application of related bicycles to the customer, and showcased many practical samples.

The customer currently has plasticizing ideas for brake levers, brake cylinder bodies, variable speed gears, crankshafts, etc. and has new products that they would like to directly evaluate using our materials. They will send metal components to Apple, and the crankshafts (die cast aluminum) will communicate with the Ningbo mold factory to see if there are any die cast metal molds that can be changed to plastic test molds for sample testing (GVL).

In addition, the customer's bicycle battery box product has already been molded in Dongguan using PA66+30% GF material, which requires V0 flame retardant material. At present, the warpage is very serious, reaching 4-5mm, and the customer expects to control it at around 0.5mm. There are also sealing requirements (you can inquire about Rex's project situation), and XE11119 (GVX-5H V0) is recommended. The customer stated that this has materials that can be verified.

The customer stated that the density of the aluminum alloy used in the development of the battery box is too heavy. In addition, there are impact tests, etc.

The customer said that the bicycle business orders were good this year, but last year was relatively bleak. Customers prefer car models that come with Ximano and Subaru accessories.

Next action: Follow up on the progress of the customer sending metal samples (suggest assisting the customer with mechanical analysis and recommending a mold factory), communicate with the crank and Ningbo mold factory about the mold situation, and evaluate the battery box sample plan.

Market information:

1. The unit price of ultrasonic water meters is only about 300 yuan, and large-scale bidding has already begun in Shenzhen, China *(involving plastic ultrasonic water meters, some water companies also indicate the use of EMS nylon materials).* Shanghai just had a pilot bidding for ultrasonic water meters worth about 20 million yuan this year. Once big cities start using ultrasonic water meters in large quantities, the domestic market will further open up. EMS estimates that there will be at least 800t/year potential in this market by 2026. EMS uses LBV-5FWA material in electromagnetic water meters, which is a typical customer of Shenshusi. There are also customers in China who use LV-5H BK, but due to the high price of electromagnetic water meters, the market volume is relatively small. The bicycle battery box cover is also an area worth paying attention to, as the metal solution is relatively heavy. Developing plastic materials requires strength, low warpage, and flame retardancy. Application, customer, comeptior and competior material mapping including segmentation

JONATHAN

***TK***

Meta F01 F02: The volume of these two months is mainly Meta's distribution, among which there is a low-spec version of the product with the same material, but the content is reduced. The new two colors belong to the extended version, Meta will choose 1 from 2 colors, but the amount will not be large. Meta is developing carbon emission and weight reduction materials.

Meta AR: EVT，The mass production model has not yet been opened, and it cannot be mass-produced this year.

Bigscreen AR: The quantity is very small, only 30,000-40,000 sets a year.

The customer has a POM package project, requiring a TPE hardness of 45A. After communicating with tony, two schemes were initially recommended, but TK has not fully received the project.

***Bakeilai***

Air suspension: In the test, it is expected that the air nozzle will choose HTV-3H1 BK, but the shell may use Asahi Kasei's PA6+15GF, but the material has not been decided, the customer recommends that we can find upstream customers - Shuangge to communicate.

Rotating shaft gear of solar substation: the upstream is Jiaxing Jinming, the material specified in the drawing is DuPont 101L, the speed is not high, but when the peak temperature is 55℃, the size changes to the card teeth, the product weight is 30g, and the month is 70,000-80,000 sets, he hope that we can recommend the materials and test. The customer is currently using Solvay PPA+45GF AS 1145 HS materials, auto parts, 3T a year, initially reverse developed and copied Bosch materials, the price is more than 80 including tax, but this year, considering the cost reduction, if we have option to recommend, i have recommended HT2V-45H BK to the customer. The customer should communicate with the upstream whether to test.

Next step: Follow up on these three project opportunities.

***Shuangge***

The upstream customer of Bakeilai,Through door-to-door visits to meet the procurement, mainly understood the material selection of the suspension project. This project tested 3-4 types of materials, all of which were imported materials, and the final result has not yet come out. Customers' injection parts will be placed in Bakeilai, mainly for air suspension, new energy electronic water pump, water valve and other products, with the right to select materials, to show customers the case of EMS materials in related applications.

Next step: keep in touch and strive for technical exchanges after receiving the technology.

***Chico***

TSS/4 BK order: There is no demand in the next few months after Tyco's latest forecast, and it is still taken from Yaowei（our trader）, but Yaowei has not taken goods for 2 months, which is indeed a serious reduction in orders. Insulin pump TPE: the shell containing PC FR6011 with a hardness of 45A is not required for medical certification. The customer tested the TPE of Dapulin, but failed the sealing test due to insufficient resilience after being placed in water for a month. After consulting Tony, the high resilience specification HAN359 was recommended and the physical property table was sent to the customer.

***Benxu & Mingqian***

BenXu reported that the mold of HTV-5H1 door lock gear project has been moved from the customer. This time, through visiting the upstream customer, Mingqian, i learned that the mold has been moved to Kunshan Meisichuang. But Meisichuang has cooperated with EMS GuoJinlong on autoprojects, and i has received the purchaser from Meisichuang, and plans to visit next week for face-to-face communication.

MARCO

***ZhongShan DeMa：***

The current order AG-30/2, GV-5H, HTV-6H1 still have demands. Most of their materials are decided by their customer, they do not have so much material decision. EMS material is not their first consideration only if it is specified since EMS material is not cheap. The projector said that their end user will request them to low down cost for the first 3 years at beginning of the project, so they are always facing the cost pressure these years. So their margin is getting less and less for these years as the projector introduced. Domestic material is using more and more in automotive market now, they will first consider the domestic material if it is not specified as the projector introduced. Domestic material has the price, the lead time, and payment term advantage than foreign material.

***ZhuHai XiBiTe：***

XiBiTe finished the first modification of the mold, and they tried 390-90 and 360-90 in the new mold, they found 360-90 is better tough feeling and sealing than 390-90. We are told that 360-90 probably will be selected to use in this project, but they need to modify the mold again and continue to try.

They will continue to do the mold trail next week. They will inform us when the mold trail is done.

***DongGuan Kenta：***

The purchaser manager wants us to speed up the quotation time, since they also need to response to their customer, they will lose their chance if the quotation is too late sometimes. They are satisfied the quality of EMS material, just the price is a little high than others. The purchaser manager has good relationship with Hogo.

***ShenZhen Rich/LaFrance：***

Target: Follow up TR90 UV Blue L10300.03 project

The boss and the purchaser want us to give them 30 days payment term. We explained to them that we do not give payment term at the beginning of the business, but they said LaFrance give them 30 days payment term and they want to keep it the same.

***ShenZhen JiaMai：***

Customer finished the dimension stability test for GV-5H, but it failed. The dimension stability test is that: Assemble the part with no air leak, and put the whole assembly part into water for about 3 days, and test the air leak by their test equipment. So customer can not use GV-5H since the valve is very strict in the air pressure, and it must not leak. PPS GF40 from Polyplastics which they are using now does not leak for this test. The strength and the screwing test are better than PPS GF40 from Polyplastics as the projector said, it is only the dimension stability test worse than it. Their valve is high frequency which is up to 300HZ. Customer already know the performance of GV-5H, and they will consider this material for further other applications.

***DongGuan JingSheng：***

JingSheng already finished the small mass production for XE3996 BK, the part is already qualified by SONY. They will use this material in their next new project which is in similar application. The XE3996 natural actually is to differentiate the part with the black one, but they did not get good natural part for XE4027, so KeKeTe suggest JingSheng to use XE3996 BK to instead of the natural. KeKeTe will do the color match to white with natural material and white MB, actually KeKeTe does not want to do that since the color of natural material is not consistent for each in-coming lot and they need to adjust the color every time, it gives lots of trouble and waste to them. JingSheng is discussing with their end user about this replacement.

***ZhuZhou BOGE：***

Target: Follow up TR55/LV-4H oil container project.

Customer is using desiccant dryer for HaiTian, the material is pre-dried for about 8 hours, but the part has water flow mark, so the moisture is too high. We stop the trail and continue to pre-dry the material for about 24 hours. We try again for the next day, and the moisture is still too high even though it is already pre-dried 24 hours, so the desiccant dryer for HaiTian is something wrong, it does not work.

We decide to pre-dry one bag material in Times Ltd. Where we did the mold trail there. The mold trail change to Saturday. To be continue in the next report.

REX

***Dongxinda***

Quotation for bicycle project

application: wiring bracket between Stem and handlebar，the wire is to control gear shift.

OEM: SRAM.

Materials: GV-5H or BGZ-50/2, end-user will choose one of them.

Weigh of part: 2.5g.

Demanding: 100~500kg.

I had quoted GV-5H: 65rmb/kg and BGZ-50/2: 48rmb/kg since customer asked me to send them price before Tuesday, but I had told them this a general quotation, we will send them correct price after we check with EMS.

***Xinyuan***

Follow up status of project.

Maniple project: customer have a successful trial this time and didn’t find flash in the parts, they already have bought one bag of TR90 for PV, it will get further news at the end of Sep. Connector of medical, parts had passed testing, but it is still being certified.

***Voke***

Follow up sim racing project

Wheel, includes 3 parts, will finish opening tool at the end of this month, and will have a trial with GVX-65H.

Arms:opening tool in progress, expects to finish at next month, customer said they will have a trial with both GVX-65H and another material PA6630GF from local compounder call Tingtao new materials, because Astesk ask voke to provide a cheaper materials for choose. And Astesk will choose which one is cost effective. When I check with the PM if PA66+30GF, he said they had told Astesk it is risky with PA66+30GF but Astesk still want to have a try since the cost.

Base: opening tool in progress, expects to finish at next month, customer said they will have a trial with PA6630GF which also from Tingtao new materials, so the PM suggest we provide PA66+30% for trial, because Astesk thinks it would be enough for this base. I replied we will check and recommend our PA66+30GF for trial, and we will also provide PPH for trial, but he is concerned that the molding shrinkage if suitable, because they open the tool base on PA6630GF.

Voke had bought 200kg GVX-65H for the trial of wheel and arm.

Regarding the price of PA6630GF from local compounder call Tingtao new materials, it is about 25rmb/kg, I had got the TDS of this material.

Next step: follow up the status of opening tool and check with Thomas and marco to recommend PA66+30GF for arm and base, still need to apply samples for trials.

***JSUN***

Find opportunities.

Customer focus on making tool and injection, industries including automotive, electric power, electronic appliances, medical and other fields, mainly including precision metal stamping die, precision injection mold. Introducing our products and applications on NEV. Customer mainly use matrials from Chimei ABS and POM from Dupont, PA from BASF, but I failed to get the volume and price. There is a new project of battery from CATL, which needs some PA with antiflaming, but the buyer didn’t give me more details. She asked me to send her some PDF about Battery and she will forward them to PM.

Next step: send PDF to buyer and need to try to contact with PM directly.

***Santuole***

Follow up details of project and quotation.

1. application: structural parts of smart house.

2. End-user: Siemens.

3. demanding: 1T/year.

4. material:HTV-5H1 Natural

Next step: follow up feedback from customer.

***Dnake***

Find opportunities on Building intercom equipment

Cusotmer chooses 763 to replace 540 because of 763 is better at cracking, but 763 doesn’t have F1 certification. When we recommended PC 945U which has antiflamability and F1 certification, but customer is concerning the stress crack, they think PC is not as good as ABS at stress crack, because there is a O-ring along with cover. After checking with Ryan, I double checked with customer about what is the most important factors for this project, customer replied 763 is good at stress crack but doesn’t have F1, they want to find a workable material which is including antiflamability and F1, and it is good performance like 763. Since customer havn’t used PC for those kinds of applications, they need to have a internal check, because they don’t have long term testing item about this application. Share the TDS of 945U for R&D.

Next step: follow up the feedback about 945U.

I also visited:

Hongtong sanitary: they produce shower valves and used PPA from Teju, the demanding is around 3t/m and the price is under 30rmb/kg, they think our materials is very expensive, according to their product positioning, not our target customer now.

Antongdianzhuang: customer focused on auto wire harness, one of supplier of BYD, but I failed to find the key person, will keep following up to find opportunities.

XIHAO

***Sulian***

First, Sulian started to rotate vacation one after another this month, the material consumption is slow, the FOC will drop this month. in addition, I will communicate in advance to confirm the production time when XE3795 is in production, so that the EMS technology can look at the production of the batch of material on site. Second, Sulian automobile has resonant cavity of the new project inquiry, OEM: Brazil Volkswagen. The annual volume of the product is about 3t. Requirements can be laser welding. Requirements recommended light-absorbing and light-transmitting 2 specifications PA6 + 30GF black material, has recommended BG-30S BK 9832/78 and BG-30S BK 9697 specifications, has also been provided TDS to the customer, now the price has not been reported to the customer.

***Torch new one***

We visited Torch New One's purchasing with the owner of the mold factory, and learned that the customer's project is a surgical device used in hemorrhoid surgery, because it has to be in direct contact with the human body, so it needs to have a biocompatible PC, and the product is currently in the re-development stage, and it is expected to be mass-produced in 2026. We will follow up the progress of the project.

***Dachang***

The Google VR project that the customer received at that time, after evaluation, did not meet Dachang's production requirements and profits, it was a money-losing product, so it did not take this case. Dachang's technical engineers in Chongqing did not know who took the case. In addition, Chongqing Dachang does not have the power to select materials, basically by the headquarters in Taiwan to specify down.

***Zhengze***

The customer's product defrost grille has 2 symmetrical lines in the production process, the process and mold have not been solved, I went to the site to consult with the mold engineer, due to the Zhengze is a temporary change of machine production, so it may be due to the difference in the machine, and the material has nothing to do with it.

Johnny

***Dongguan T- Link Plastic Product Co. Ltd***

Visiting purpose: Seeking for TPE opportunity and introducing Empilon

Two opportunities

1. Kitchenware, request as below

* Over mold with PA66+GF （Ascend R515H BK）
* Hardness 65A
* FDA 177.2600 approve

Potential ： 3MT /Y

Next step: Need 5KG sample for trial ，Quotation for 500KG

1. Food box Sealing

* Over mold with PP
* PRE COLOR
* Hardness 65A
* FDA 177.2600 approve

Potential： 20-30MT /Y

Next Step: Need quotation 1-3-5 MT

***FoShan GaiJia Bottle Cup***

Visiting purpose: Introduce Empilon TPE

Customer main product: Aluminum cup with TPE sealing

Current problems encountered: The customer hasn't found the suitable material yet .

Product usage requirements: 125ºC temperature steam sterilization after 25 minutes to meet the requirements of the national standard .

Next step: Provide 5KG sample

***GUANGDONG BINOVO MANUFACTURING***

Visiting purpose: Introduce Eutop and Empilon.

Basic information of customers: Main produces knife, dog toy and creative lamps. Most of them are export products, the main enduser are Outdoor edge and Nite ize.

Two opportunities:

Handle for knife, Shore 75A ，over mold with ABS or PA66+30%GF

Competitor：Haosu

Potential： 20-30MT/Y.

* Plastic tennis ball

New product development

Requirements: 85A, transparent, good mechanical strength

Next step： provide 10KG samples

***Wiko***

Wiko mainly produces kitchen ware and garden shear，their biggest customer is Zwilling.

What kind of plastic they are using ？

1. PP
2. PA6+GF from KingFa
3. TPE from Veryone
4. Silicone rubber from blue star

For TPE

* Over mold with PP ，the hardness is 65A , 20 MT/Y , the price is 16/KG VAT
* Over mold with PA，the hardness is 65A，3 MT/Y , the price is 28/KG VAT