

# Visit Report

To : ZHAL  
 Cc : LIAW, FNM, CAAG, WNGJ, GUOS, XUEA, LINR,  
 FUJT, ZHAI, GUOC, YAVY  
 From : JIAW

Date of visit: 18 Jul. 2023  
 Date of report: 21 Jul. 2023

## Customer Name

Participants : Midea : Mr. Dai Jun (*R&D Chief Engineer*)  
 : EMS : Mr. Cheng Xiaodong (*R&D Engineer*)  
 : A. Zhang, W. Jiang  
 OEM : Midea  
 Sales responsible : ZHAL  
 Distributor : No  
 Location : Suzhou  
 Application : Mopping Machine  
 Segment Code : 421  
 Project number : 421-230720-1  
 Material : Pre-select Grivory GVN-5H  
 USP : High tensile strength and impact strength  
 Potential : 10 t/a  
 SOP : Q4 2023



### 1. Target of visit

Project discussion to obtain the application requirements.

### 2. Summary

- New design of roller bracket of mopping machine, customer is interesting in plastic solution for cost saving, but consider the strict work requirements, Zinc is the first indicate material.
- 3D file and requirements have been sent by customer for feasibility study.
- Design change is available for plastic solution, rough cost calculation with EMS Grivory is about 50% cost saving which is attractive.
- For fast evaluation, block will be sent to customer to CNC part for test.

### 3. Details

- Midea is developing new generation of mopping machine and to save the cost, they consider replace the metal bracket of roller to plastic.
- As EMS successfully developed 3 projects in clean robot with Midea, they ask us to provide plastic solution for the bracket.
- Material of bracket of last generation is aluminium, for cost saving, Midea consider to change the material to Zinc or plastic for new generation.
- Key requirement for the bracket is impact test: 0.5m/s speed @ 10,000 cycles, impact force:50N.
- Design change is needed and available for this project, but before we start analysis, block will be sent to customer to CNC part for testing.

#### 4. Actions

No.	Action	Resp.	Due date
1	Sent block to customer to CNC part	ZHAL	26 July. 2023
2	Follow up test and analysis	JIAW	30 July. 2023

#### 5. Attachments

N/A

Best regards,

JIAW