

Meeting with Herramientas Lorenzo Salvador,s.l

Attendees

Herramientas Lorenzo Salvador,s.l

Mr. Miguel Gorrotxategi– General Manger of Herramientas Lorenzo Salvador,s.l

Gesac

Mr. Qiu Wei – General Manger of Carbide Division II

Mr. Li Kun–Manger of Precision Wear Parts Sales Dept.

Ms. Luo Yu–Manger of Carbide Production Workshop III

Mr. Chen Ming–Sales Engineer of precision Parts

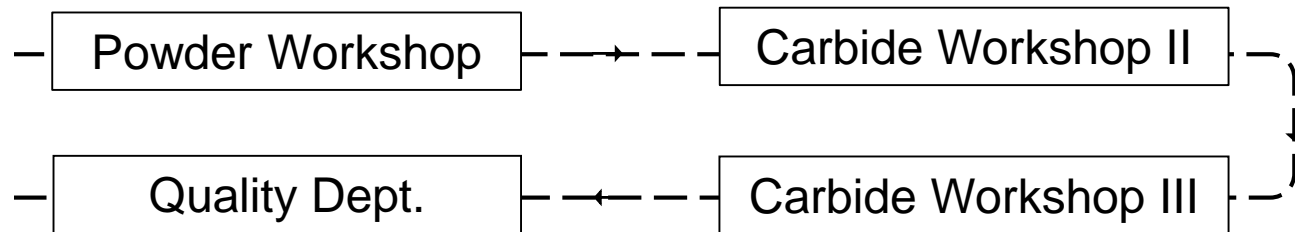
Mr. Ye Jiaxing- Technical Engineer

Ms. Tu Yanshui - Quality Leader

Agenda

→ Company and Division Introduction

→ Plant tour



→ Discussion

Discussion- Inspection

Inspection Request:

- **Material:** sampling according to raw material production batches
- **Dimension:** **2.5%** of each shipment is required for third-party inspection

Quotations from SGS:

Items	Inspection Standard	Testing equipment Model	Inspection cost
Vickers Hardness HV30	ISO 6507-1:2005	Future-tech FV-300	300 CNY/EA
Density D(g/cc)	ISO 1183-1:2019	Mettler toledo XP204	200 CNY/EA
Elongation	ISO 6892-1:2016	SANS CMT5305	330 CNY/EA
Yield Strength 0.2% (MPa)	ISO 6892-1:2016	SANS CMT5305	
Tensile Strength (MPa)	ISO 6892-1:2016	SANS CMT5305	
Chemical composition	ICP	Thermo ICP6300	2500 CNY/EA
Dimension Inspection	CMM	GLOBE 9158	100 CNY/Each Dimension

The third party inspection cost of dimension: **2600 CNY/unit** \approx **333 EUR/unit**

Total third-party testing costs of dimension: **2600x10000x2.5%=650,000CNY**

\approx 83,250 EUR

Whether future orders must be tested by a third party at a rate of 2.5%?

Discussion- Inspection

SGS Xiamen:

Items	Inspection Standard
Vickers Hardness HV30	ISO 6507-1:2005
Density D(g/cc)	ISO 1183-1:2019
Elongation	ISO 6892-1:2016
Yield Strength 0.2% (MPa)	ISO 6892-1:2016
Tensile Strength (MPa)	ISO 6892-1:2016
Grain Size/Defect	-

SGS Shanghai:

Items	Inspection Standard
Chemical composition	ICP
Dimension Inspection	CMM

Xiamen GESAC

Items	Inspection Standard
ELASTIC COMPRESSION (EC 1%)	ISO 8307:1991

See SGS Xiamen Inspection on site-8/7/2023

Discussion- Other requirement

Request for Packaging:

- Label(content?)
- Inner plastic boxes and outer wooden cases



Plastic boxes



wooden cases

Discussion- New Tolerance

- Received your request about **tolerance** on 7/19, our evaluation is as below:

SN	DIMENSION AND TOLERANCES OF CURRENT DRAWING	NEW DIMENSION AND TOLERANCES	GESAC Comments
1	DIAMETER 25 TOLERANCE (O A -0,1)	DIAMETER 25 TOLERANCE (0 To -0,05)	ok
2	LENGTH 135,25 TOLERANCE UNDER ISO 2678mk (+- 0,5)	LENGTH 135,25 TOLERANCE (+-0,1)	ok
3	LENGTH 3,09 TOLERANCE UNDER ISO 2678mk (+- 0,5)	LENGTH 3,09 TOLERANCE (+0,1 To 0)	ok
4	LENGTH 4,5 TOLERANCE (+-0,1)	LENGTH 4,5 TOLERANCE (0 A -0,1)	ok
5	DIAMETER 26 TOLERANCE (0 A -0,05)	DIAMETER 26 TOLERANCE(0 To -0,02)	Cannot meet, Machine accuracy cannot be achieved
6	LENGTH 247,01 TOLERANCE (+0,05to 0)	LENGTH 247,01 TOLERANCE (+0,01 To 0)	Cannot meet, For such a long size, the inspection error even exceeds 0.01, and the tolerance control at 0.01 is unreasonable

- If meeting top 4 new tolerances, the cost will increase by **12%**
- Lead time will increase **5 days**

Discussion- Capacity and Future Demand

Gesac Current monthly capacity: **2000** units/Month

Any increase in demand, kindly inform us **75 Days** in advance

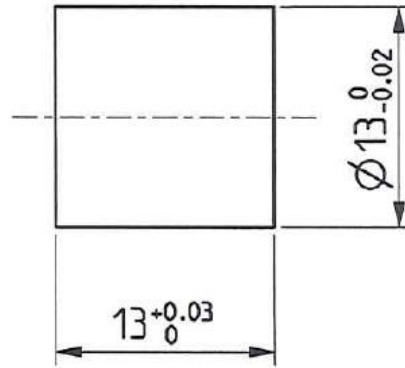
SN	Qty	Delivery date
1	100	Every 6 weeks
2	2000	
3	2000	
4	2000	
5	2000	
6	1900	

When will we get the order of first **2000 units?**

Order method	Lead Time
Place order of 2,000 units each time	8 weeks
Place order of 9,900 units at one time, Pick up 2,000 units each time	8 weeks for first 2,000 units 6 weeks for subsequent 2000 units

Discussion- Future Cooperation

- Drawing of the part with 750mm mentioned before
- Cooperate with other wear parts



Thanks !



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