

The Birth of a New Receiver Manufacturer Kaifa in China Starts Production



■ Kaifa's administration building in Shenzhen, China

By the time this issue of TELE-satellite will be published, Kaifa will have been manufacturing satellites receivers for just a few weeks. When we paid them a visit, they were just finishing the installation of their assembly line and an initial test run was soon to follow. Who exactly is Kaifa and what makes this company think they're ready to step into the market as a satellite receiver manufacturer?

The first question we had was for Lidya Jin, Marketing Supervisor, and she explains to us how Kaifa came to be in existence: "Kaifa was founded in 1985 through an initiative by the then Minister of Chinese Ministry of Electronics Industry, Zemin Jiang who was the former President of China."

The first products manufactured back then were magnetic recording heads for hard drives. Production of electric meters started in 1995. A portion of these power meters are sent to India and totals roughly 5 million up to today. "We produce special electric meters for the Indian market, so-called Anti-Tamper meters", explains Lidya Jin. Kaifa also provides the Italian Electric Utility ENEL



■ This model in Kaifa's entrance lobby provides an overall view: the administration building with its production lines is to the left, a production building is to the right and in the back is employee housing. The employees come from almost every province in China and it helps them when the company can completely provide for them. When they marry, they move off of the premises. But Kaifa has also taken care of these employees by building apartment blocks outside of Kaifa's property. Jackie Yan is proud of the social measures that Kaifa has taken.

■ A look at the production building

with power meters. These power meters have been exceptionally designed. Up to now, Kaifa has delivered approximately 17 million of these meters to Italy.

Kaifa also manufactures media substrates of hard disk drives, cash registers, multimedia players, projectors PCBA, DRAM modules, USB memory sticks and even cell phones. But most of these products carry the Kaifa name, instead they carry the names of the companies that purchased their products. Kaifa considers itself an Electronic Manufacturing Service provider, with customers that include world-renowned names such as Seagate and Samsung.

Kaifa employs 8000 people and expects sales of two billion dollars in 2008. The largest shareholder of Kaifa is the company Great Wall Industries listed in the Hong Kong stock exchange in 1999. Great Wall itself belongs in large part to China Electronics Corporation, one of China's top 100 companies and China's largest IT firm with an expected sales revenue of approximately 10 billion US dollars in 2008.

Kaifa operates in two different locations with its main operations located in Shenzhen with 6100 employees on 80,000 Sq-meters. Its other location is in Suzhou on the Yangtze River Delta with 2100 employees on 14,800 Sq-meters and manufactures the PCBA (Print Circuited Board Assembly), which Samsung uses in their notebooks as well as PCBA for Seagate hard drives.

Kaifa is ranked second in the world as a manufacturer of HSA (Head Stack Assembly) with a global market segment of 10%. 215 engineers work in the R&D department, 100 engineers are respon-

sible for quality and system management with another 30 expatriats who are mostly responsible for Marketing and Management.

After this introduction to everything

that Kaifa produces, it's easier to see why Kaifa wants to start manufacturing satellite receivers. Marketing Manager Jackie Yan explains it to us in words: "About a year ago one of our largest power meter customers in India came to us and asked

us if we could also manufacture satellite receivers." This customer was so impressed with the overall quality and further development of Kaifa's products that it only seemed natural that Kaifa should also produce satellite receivers for this customer and its DTH project in India.

Naturally this is quite a fast start for a brand new satellite receiver producer. But of course there's more going on than just this one customer. Jackie Yan explains, "We are currently in negotiations with another large DTH operator who also happens to be from the Southeast Asia region and we are also waiting to start negotiations with a third customer."

And what about production capacity at Kaifa? GuangYun Zhu is their Satellite Receiver Production Manager. He says to us, "Right now we have production facilities which can produce 5 million satellite receivers per years."

While touring the fabrication facility we can clearly see why Kaifa holds such a high position in the EMS category: everything is exceptionally organized and the machines are state of the art.

But this is completely understandable: worldwide companies like Samsung demand nothing but the best quality. And it looks like it was a very good decision for Kaifa to step into the satellite receiver market.

■ Jackie Yan, Marketing Manager, is seen here showing us Kaifa's first satellite receiver model. It is being manufactured for a DTH provider in India. Jackie Yan is standing in front of a wall on which are calligraphies of the former President of China Zemin Jiang.

■ A portion of the products that Kaifa manufactures: to the left are power meters, in the middle are components for hard drives and to the far right are head stack assemblies for hard drives.



Analysis & Test Center



- In 1995, set up Material Science Lab
- In 2002, set up a reliability lab
- In 2003, Reliability Lab got certificated by CNAS (China National Accreditation Service for Conformity Assessment)
- In 2007, Material Science Lab & Reliability Lab passed the CNAS certification.

- Capabilities list :
 - > Reliability Lab
 - Environmental Test
 - Safety Test
 - Mechanical test
 - EMC (EMI, EMS) Test

- > Material Science Lab
 - IC test
 - Surface analysis test
 - RoHS test (XRF)
 - Water content Test



▶ Anechoic Chamber



▶ EMI Test System



▶ Surge Immunity Test



▶ Fast Transient Immunity Test

Kaifa Confidential

Aug 2009

■ Lidya Jin, Marketing Supervisor, is showing us here the certificates that Kaifa has received from various institutions for its Quality Assurance. Kaifa has been certified as public technology platform in China.

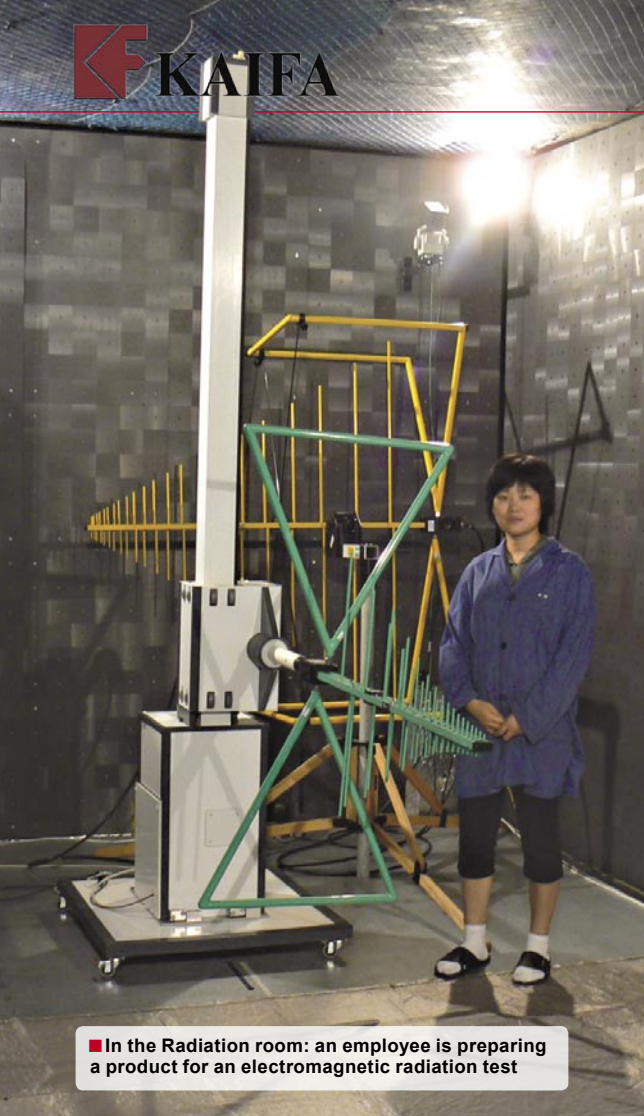
In the Reliability Lab



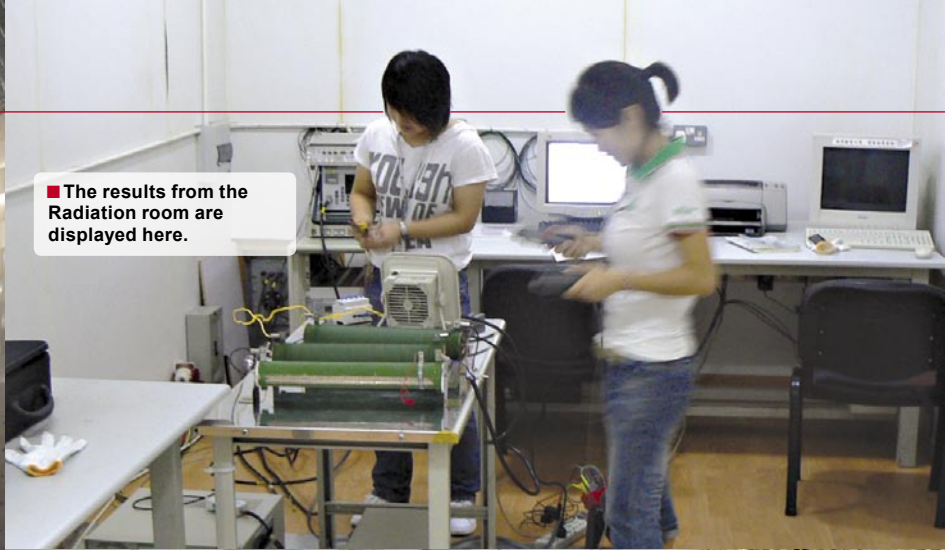
■ This machine conducts shaking and vibration tests; the machine behind it performs drop tests.

■ Zico is one of the most experienced engineers at Kaifa. Here he is showing us an Aging Chamber. He explains, "Products are kept in here for one week at 70° Celsius." Five of these chambers are in use in the Reliability Lab.

■ An engineer working on the Surge Immunity Test Machine



■ In the Radiation room: an employee is preparing a product for an electromagnetic radiation test



■ The results from the Radiation room are displayed here.



■ Immunity Tests are conducted here

The Birth of Satellite Receiver Production



■ This is Guang Yun Zhu, Satellite Receiver Production Manager. Everything is ready; production can begin in just a few days!



■ This test station is located right alongside the production line. An employee is practicing on the test station using a satellite receiver circuit board. They are still test circuit boards but it will soon be regular production line boards that pass through this station.

TELE-satellite World

[www.TELE-satellite.com/...](http://www.TELE-satellite.com/)

Download this report in other languages from the Internet:

- | | | |
|------------|------------|--|
| Arabic | العربية | www.TELE-satellite.com/TELE-satellite-1003/ara/kaifa.pdf |
| Indonesian | Indonesia | www.TELE-satellite.com/TELE-satellite-1003/bid/kaifa.pdf |
| Bulgarian | Български | www.TELE-satellite.com/TELE-satellite-1003/bul/kaifa.pdf |
| Czech | Česky | www.TELE-satellite.com/TELE-satellite-1003/ces/kaifa.pdf |
| German | Deutsch | www.TELE-satellite.com/TELE-satellite-1003/deu/kaifa.pdf |
| English | English | www.TELE-satellite.com/TELE-satellite-1003/eng/kaifa.pdf |
| Spanish | Español | www.TELE-satellite.com/TELE-satellite-1003/esp/kaifa.pdf |
| Farsi | فارسی | www.TELE-satellite.com/TELE-satellite-1003/far/kaifa.pdf |
| French | Français | www.TELE-satellite.com/TELE-satellite-1003/fra/kaifa.pdf |
| Hebrew | עברית | www.TELE-satellite.com/TELE-satellite-1003/heb/kaifa.pdf |
| Greek | Ελληνικά | www.TELE-satellite.com/TELE-satellite-1003/hel/kaifa.pdf |
| Croatian | Hrvatski | www.TELE-satellite.com/TELE-satellite-1003/hrv/kaifa.pdf |
| Italian | Italiano | www.TELE-satellite.com/TELE-satellite-1003/ita/kaifa.pdf |
| Hungarian | Magyar | www.TELE-satellite.com/TELE-satellite-1003/mag/kaifa.pdf |
| Mandarin | 中文 | www.TELE-satellite.com/TELE-satellite-1003/man/kaifa.pdf |
| Dutch | Nederlands | www.TELE-satellite.com/TELE-satellite-1003/ned/kaifa.pdf |
| Polish | Polski | www.TELE-satellite.com/TELE-satellite-1003/pol/kaifa.pdf |
| Portuguese | Português | www.TELE-satellite.com/TELE-satellite-1003/por/kaifa.pdf |
| Romanian | Românesc | www.TELE-satellite.com/TELE-satellite-1003/rom/kaifa.pdf |
| Russian | Русский | www.TELE-satellite.com/TELE-satellite-1003/rus/kaifa.pdf |
| Swedish | Svenska | www.TELE-satellite.com/TELE-satellite-1003/sve/kaifa.pdf |
| Turkish | Türkçe | www.TELE-satellite.com/TELE-satellite-1003/tur/kaifa.pdf |

Available online starting from 29 January 2010



■ Here we have to wear plastic shoe covers and a blue smock since. Here we see Engineer Deng. He is with Kaifa for five years and is one of the most experienced engineers with these machines. He explains to us: "We are using SMT automatic machines from Siemens and Fuji."



■ The finished circuit boards are tested here.



■ What can no longer be recognized by the naked eye is made visible in this X-ray machine. Tong Qing Xu is the engineer for this machine and he explains to us: "Six employees are alone responsible for Failure Analyze Testing in Advanced SMT Lab."