

Connectors & Cable Assemblies

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September 2011

US\$495

China supplier profiles

Detailed profiles of 47 verified suppliers and contact details of an additional 12 exporters

Product gallery

Specifications and full-color images of 123 top-selling products

Industry trends

Coverage of current issues, plus insight into products, pricing, R&D and supply centers



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Supplier capability in China

CONNECTORS & CABLE ASSEMBLIES

China's connectors and cable assembly industry is poised for continuous growth as makers boost production and R&D capability to push the line up the value chain. The first initiative is also under efforts to meet rising demand from North America, Europe and emerging markets. Expansion plans are under way to boost yield by as much as 20 percent.

R&D work emphasizes the shift to variants supporting the latest standards, including HDMI 1.4, USB 3.0 and SATA III. New interconnect types are being explored as well. Companies are also enhancing product performance, with compact and modular designs, fine pitch, improved reliability, high frequency and longer operating life as the key goals.

Suppliers expect these to widen the line's penetration in both traditional and new applications. Among the major adopters are the consumer and automotive electronics, PC and communications sectors.

Key findings

1. China continues to be an important sourcing hub for connectors and cable assemblies, ranking second to North America in terms of global supply share.
2. HDMI, USB, DisplayPort, board-to-board and RF interconnects top makers' portfolios, driven by robust demand from the consumer electronics, communications and automotive segments.
3. Customization remains a key trend. Manufacturers also ensure products follow international standards such as UL, CE, VDE and CSA.
4. North America and Europe will continue to be the major export destinations, with 80 percent of interviewed companies planning to boost shipments there in coming months. Others will explore opportunities in the Asia-Pacific region, the Middle East, Central and South America, Africa and Russia.
5. Export prices are projected to increase in the months ahead. Thirty-seven percent of profiled enterprises associate this to rising material costs, while almost the same number point to higher labor outlay. Many will limit adjustments to 5 to 10 percent to preserve their customer base. A few are opting to retain quotes or even reduce them to attract orders.
6. Notwithstanding the challenges, the majority of respondents are optimistic of higher export sales in coming months. More than one-third expect growth to exceed 20 percent.
7. Amid upbeat projections, most interviewed makers are planning to raise capital investment in the following months.

Scope & methodology

This report covers the major products of China's connectors and cable assembly industry, namely HDMI, computer product and RF interconnects, and wire supplies. For each category, details about the different types offered, their common features and price determinants are provided.

The Industry Overview elaborates on issues affecting production and exports. It also identifies the common strategies manufacturers are employing to boost sales and enhance overall competitiveness.

To reflect the industry structure, the majority of the suppliers featured in this report are local, privately owned enterprises. Taiwan-, Hong Kong- and Mauritius-invested businesses are also covered.

The province of Guangdong is the main production center. Reflecting this structure, about 40 percent of featured

companies are based there.

To produce this report, Global Sources interviewed a wide range of suppliers. Rather than focus simply on high-profile makers, we compiled a representative sample of large, midsize and emerging manufacturers. All profiled companies are export-oriented professional suppliers that are verified by Global Sources.

Each supplier is confirmed to be authentic with a legally registered business. All companies are visited three or more times by Global Sources to ensure they are export-ready and have real offices and products.

The listed contact person has been verified to represent the registered company. In each case, companies were required to answer specific questions designed to verify their manufacturing and export credentials.

All profiled suppliers participated in a

survey designed to provide insight into price trends, sales outlook and target markets in the next six to 12 months. All survey questions are single choice. Results were calculated based on the actual number of valid responses to each question.

Global Sources supplier rankings

★★★★★

Suppliers are ranked using a 6-star ranking system. Companies with a higher star ranking provide more business information and verification reports on their Global Sources online homepages.

Suppliers rated 5 or 6 stars have a Credit Check report from First Advantage or Sino-Trust and a Supplier Capability Assessment report provided by Bureau Veritas online.

The rankings are correct at the time of publication and may be subject to change.

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Aliner Industries Inc.



INQUIRE NOW

Aliner generated \$20 million last year from sales of connectors and cable assemblies, \$8.2 million of which came from exports. Shipments went mainly to the Asia-Pacific region, which accounted for 75 percent of total export volume.

In the months ahead, the supplier will continue to focus on the area and expects this to improve overseas

revenue by 10 to 20 percent.

The Taiwan-invested company has more than 800 sets of advanced CNC and CAM machines. It can produce 11 million units each month but currently averages 8 million.

The maker specializes in RoHS-compliant RF products for car electronics and medical applications. It boasts IPR for RF switching connectors.



Model: Aliner RF Cable Series

MOQ: 2,000 units

Description: RF cable assembly; SMA, RP-SMA, TNC, N connector; for telecom system, RF/microwave, wireless infrastructure applications

Company facts

Year established	1994
Business type	Manufacturer
Company ownership	Taiwan-invested
Head office location	Taipei (Taipei)
Factory location(s)	Taipei (Taiwan); Kunshan (Jiangsu)
No. of full-time employees	450
Annual sales (all products)	\$24.0mn
Annual R&D spending	\$350,000

Sales & output: Connectors & cable assemblies

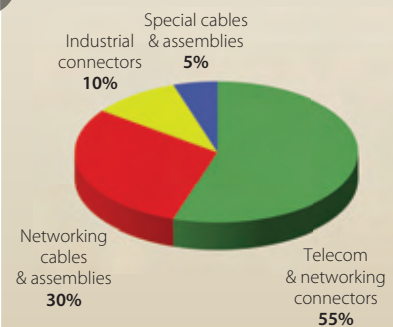
Annual sales	\$20.0mn
Share of total sales	83%
Annual export sales	\$8.2mn
Total monthly capacity	11,000,000 units
Average monthly output	8,000,000 units
Capacity utilized	73%
Average monthly exports	850,000 units
Export ratio	11%

Contact details

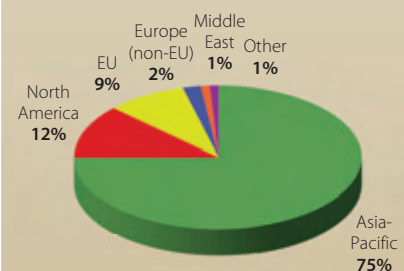
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See more popular export models in the [Product Gallery](#).

Exports by product



Exports by market



PRODUCT GALLERY

A/V cables & assemblies



Changzhou Avi

(profile page 33)

Model: LM01-1002

MOQ: 500 units

Description: HDMI 1.3 cable assembly; PTFE insulation; 19-pin connectors, 0.5mm pin pitch, brass or phosphor bronze contact, silver-plated brass shell; 0.4mohm contact, 100Mohm insulation resistance; 1 to 4N insertion force; 500V dielectric strength; 1kV withstand voltage



Changzhou Kangda

(profile page 34)

Model: QK-8522

MOQ: 3,000 units

Description: HDMI 1.4 cable assembly; 19-pin connectors; up to 5Gbps bandwidth; <6mohm contact, >1,000Mohm insulation resistance; 8 to 18N insertion force; <50V withstand voltage; -40 to 85 C operating temperature



Changzhou Kangda

(profile page 34)

Model: QK-8017A

MOQ: 3,000 units

Description: SCART cable assembly; <5.8mohm contact, >1,000Mohm insulation resistance; 8 to 18N insertion force; <50V withstand voltage; -40 to 85 C operating temperature; 8mm cable outer diameter, 1.5m length; for set-top boxes, TVs, VCRs; CE, RoHS



Changzhou Kangerda

(profile page 36)

Model: K8322EHG72B25

MOQ: 1,000 units

Description: HDMI 1.4 cable assembly; 30AWG wire; 19-pin gold-plated type A male connectors, 360-degree rotation; 7.3mm cable outer diameter; in black



Changzhou Kangerda

(profile page 36)

Model: K8322FHG68B25

MOQ: 1,000 units

Description: HDMI 1.4 cable assembly; 30AWG wire; 19-pin gold-plated type A male connectors, 180-degree rotation; 6.5mm cable outer diameter; in black



Changzhoushi Wujin Miqi

(profile page 38)

Model: ES11601

MOQ: 500 units

Description: HDMI cable assembly; 19-pin male connectors; 1.5m cable length

Sample page

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