

Vehicle Parts

Essential sourcing intelligence

May 2012

US\$395

China supplier profiles

Detailed profiles of 59 companies with verified manufacturing and export credentials

Product gallery

Specifications and full-color images of 159 top-selling products

Industry trends

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



Supplier capability in China

VEHICLE PARTS

China's vehicle parts suppliers are positive of continued growth in the months ahead, although most expect increases in overseas revenue to remain within the 10 percent range. Only a number of midsize and large enterprises are anticipating a more significant double-digit jump.

Dampening many companies' optimism is the uncertain economic situation in two large markets, the EU and the US. Anti-dumping policies in these locations against certain China-made products are also limiting projections.

To increase the likelihood of export growth, many enterprises are exploring opportunities in the Asia-Pacific region. A number are looking at Central and South America, Africa and non-EU countries for added business.

Most suppliers, however, will continue to strengthen their position in the EU and the US.

Key findings

1. Prices are expected to continue climbing in the months ahead, driven mainly by higher labor costs and the appreciation of the yuan. In line with efforts to expand their customer base, however, many suppliers will limit adjustments to 10 percent.
2. Various cost-reduction measures are being taken to support this pricing strategy. One of these is increasing automation of the manufacturing process to boost productivity and reduce labor requirements. Another is to move certain parts of production to inland cities where manpower costs are lower.
3. In terms of R&D, most manufacturers are focusing on products supporting the "green" trend. Buyers can expect to see more LED automotive lights, turbochargers, catalytic converters and other technologies that will enhance fuel efficiency and emission control.
4. Many companies are also raising the aesthetic value of their designs. In switches and seats, for example, color selections are expanding to include shades matching or complementing a range of vehicle interiors.
5. To differentiate their designs further, many makers are incorporating add-ons that will enhance driver safety and convenience in their midpriced and high-end products. Such efforts have yielded heated vehicle seats and side mirrors with anti-fog features and LED lights.
6. Most suppliers will continue to target the aftermarket. There are a few, however, intending to focus efforts on the domestic OE segment.

Scope & methodology

This report covers lighting, brake parts, tires and the other major products of China's vehicle parts industry.

The categories are discussed in three sections, namely automotive lights, electronic and electrical components, and mechanical parts. For each line, details on the different types offered, their typical features and prices are provided. The latest trends in materials and designs are also discussed.

The Industry Overview touches on the challenges besetting the sector. It also identifies the steps most suppliers are employing to cope with the situation and enhance competitiveness.

To reflect the industry structure, the majority of the companies featured in this report are local, privately owned enterprises. More than two-thirds are based in Guangdong and Zhejiang provinces, two major production hubs.

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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Published by Publishers Representatives Limited (on behalf of Trade Media Limited)
 4th Floor, Century Yard, Cricket Square, Elgin Avenue, P.O. Box 32322 SMB, George Town, Grand Cayman, Cayman Islands
 c/o 22/F Vita Tower, 29 Wong Chuk Hang Road, Aberdeen, Hong Kong

ISBN: 978-988-15978-4-7

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Industry Overview

China suppliers of vehicle parts see exports remaining on an upward track, albeit climbing at a slower pace than 2011. Although there are several midsize and large operations looking forward to double-digit increases in revenue, most companies expect growth not to exceed 10 percent. Preventing a more positive outlook is the ongoing financial crisis in the EU and the slow economic recovery of the US. Anti-dumping measures in these areas against some China-made products are also a concern.

Nonetheless, the EU and the US are forecast to remain key export destinations. Many companies still consider the two areas attractive markets, even with the uncertain business environment, since they serve as the base for several carmakers. Vehicle ownership and use are also widespread.

To boost sales, suppliers are increasing penetration of the Asia-Pacific region. A number are exploring

opportunities in Africa, Central and South America, and non-EU countries.

Some enterprises are looking to expand their presence in the domestic OE and aftermarket segments. China's demand for automotive products has increased in recent years in line with the growing economy.

Under efforts to widen market reach, many companies are participating in international trade shows. Several are working with retailers and distributors in target locations, or transferring part of their production to nearby hubs.

Price increases will be kept to a minimum in the next half-year as suppliers compete for a greater share of the global market. Adjustments are expected to stay within the 10 percent range, driven mainly by higher labor costs and currency risks. Most suppliers see no significant surge in raw material spending.

To support this strategy and still achieve target margins, many enterprises are investing in automatic

Main production centers



Jiangsu
With a supplier base comprising joint ventures such as Wuxi Cummins, Jiangsu province is a key source of turbochargers and other engine parts. It is also a manufacturing center for tires and wheels.

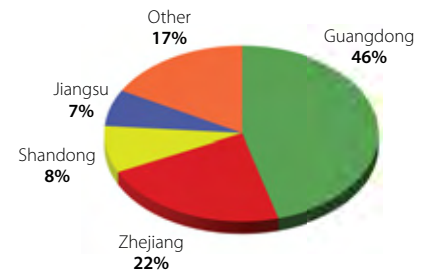
Shandong
Shandong province is the leading source of vehicle tires, accounting for approximately 50 percent of national output. Brake parts and other mechanical components are also major products of the hub.

Zhejiang
Zhejiang province contributes more than one-third to China's export revenue from vehicle parts. Among the major products of the hub are wheel rims, brakes and other mechanical parts, and lighting systems.

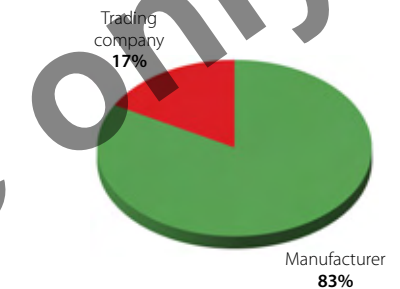
Guangdong
Guangdong accounts for up to 35 percent of China's sales from shipments of automotive parts. The province is strong in vehicle lighting systems and electronic components.

Industry composition

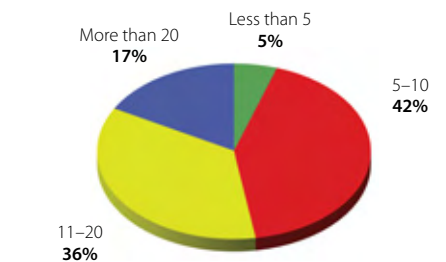
By location



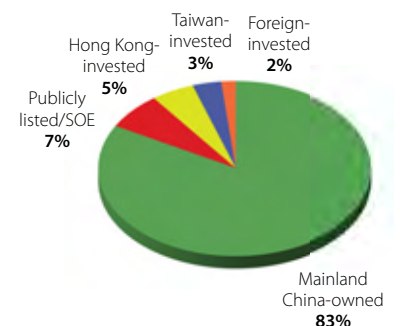
Business type



Years established



Company ownership



Data: All surveyed suppliers

SUPPLIER MATRIX

Company	Location	Years established	Total sales \$mn/yr	Export sales \$mn/yr	R&D spending \$mn/yr	No. of full-time staff	Capacity units/mth	Average output units/mth	Average exports units/mth
[REDACTED]	Jiangsu	6	1.0	1.0	0.09	112	3,500	2,500	2,500
[REDACTED]	Guangdong	8	2.2	2.0	0.20	75	100,000	80,000	65,000
[REDACTED]	Beijing	16	8.0	8.0	0.50	900	65,000	50,000	50,000
[REDACTED]	Beijing	29	3,000.0	2,000.0	10.00	5,000	10,000,000	7,000,000	4,500,000
[REDACTED]	Guangdong	32		0.2		400			
[REDACTED]	Jiangsu	25	40.0	40.0	3.00	200	200,000	165,000	165,000
[REDACTED]	Shandong	10	130.0	60.0	2.00	1,000	220,000	200,000	100,000
[REDACTED]	Guangdong	9	0.7	0.6	0.08	430	5,000,000	480,000	360,000
[REDACTED]	Guangdong	14	4.5	2.5	0.10	380	120,000	75,000	40,000
[REDACTED]	Guangdong	14	9.0	6.0	1.00	300	200,000	150,000	100,000
[REDACTED]	Guangdong	9	4.0	1.0	0.40	300	300,000	80,000	50,000
[REDACTED]	Guangdong	10	1.2	0.7	0.50	890	500,000	40,000	24,000
[REDACTED]	Guangdong	3	0.5	0.4	0.03	20	12,500	10,000	7,000
[REDACTED]	Guangdong	10	1.6	1.5	0.29	200	500,000	400,000	300,000
[REDACTED]	Hong Kong	9	0.5	0.4	0.25	300	100,000	750	380
[REDACTED]	Guangdong	8		10.0		20			150,000
[REDACTED]	Guangdong	14	2.0	1.5	1.00	2,000	3,000,000	1,500,000	1,125,000
[REDACTED]	Jiangsu	6	2.7	2.7	0.13	100	800	760	760
[REDACTED]	Guangdong	28	6.6	3.6	0.66	480	200,000,000	90,000,000	49,500,000
[REDACTED]	Guangdong	9	16.0	15.0	5.00	500	32,000	12,000	10,000
[REDACTED]	Guangdong	8	11.0	9.0	0.10	185	400,000	300,000	270,000
[REDACTED]	Zhejiang	17		18.0		40			150,000
[REDACTED]	Zhejiang	7	7.8	6.3	0.20	151	600,000	550,000	460,000
[REDACTED]	Anhui	18	0.9	0.6	0.26	220	500,000	350,000	250,000
[REDACTED]	Guangdong	20	10.0	3.0	0.50	250	240,000	200,000	60,000
[REDACTED]	Jiangsu	19		5.0		55			3,000
[REDACTED]	Zhejiang	19	31.5	18.0	0.05	930	1,200,000	1,000,000	500,000
[REDACTED]	Fujian	12	37.0	26.0	1.00	1,200	400,000	375,000	258,400
[REDACTED]	Fujian	14		0.5	0.50	12			10,000
[REDACTED]	Taiwan	28	4.0	3.2	0.01	50	100,000	80,000	64,000
[REDACTED]	Zhejiang	7	8.0	8.0	0.25	150	50,000	40,000	40,000

Aopec Automotive Parts Co. Ltd



INQUIRE NOW

Founded in 2006, Aopec specializes in automotive components. Products include relays and battery isolators.

Last year, the company posted sales amounting to \$1 million, all from exports. Overseas shipments averaged 2,500 units monthly.

North America was the top market, with 40 percent of overseas deliveries going to the area. The EU absorbed 35

percent of shipments, while the Asia-Pacific region took in the rest.

Aopec can produce 3,500 units of the line each month. Its manufacturing facility is in Kunshan, Jiangsu province. The company has more than 100 full-time employees. The workforce includes a team for product development and related tasks, which received an allocation of \$90,000 last year.



Model: 708

MOQ: 2,000 units

Description: Automotive relay; 30 or 40A resistive contact rating; 12 or 24VDC coil rated voltage; 26x26x24.2mm; 35g

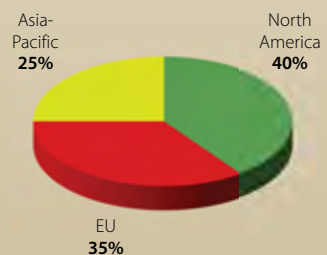
See more popular export models in the [Product Gallery](#).

Exports by product

Electronic & electrical components
100%



Exports by market



Company facts

Year established	2006
Business type	Manufacturer
Company ownership	Mainland China-owned
Head office location	Kunshan (Jiangsu)
Factory location(s)	Kunshan (Jiangsu)
No. of full-time employees	112
Annual sales (all products)	\$1.0mn
Annual R&D spending	\$90,000

Sales & output: Vehicle parts

Annual sales	\$1.0mn
Share of total sales	100%
Annual export sales	\$1.0mn
Total monthly capacity	3,500 units
Average monthly output	2,500 units
Capacity utilized	71%
Average monthly exports	2,500 units
Export ratio	100%

Contact details

Business contact	PAN Vicky
Phone	(86-512) 5525-9176
Fax	(86-512) 5525-9476
E-mail	sales@aopec.cn aopecrelay@globalsources.com
URL	www.aopec.cn www.globalsources.com/ aopecrelay.co
Address	2F, 1508 Huanqing Road, Kunshan, Jiangsu, China

PRODUCT GALLERY

Automotive lights



Auto Plus
(profile page 33)
Model: E101B
MOQ: 50 units

Description: Turn signal light; ABS; 0.5W; 12VDC; <20mA; 50,000hr service life; red, blue or yellow; 150x45x16mm; 65g



Auto Plus
(profile page 33)
Model: E120
MOQ: 50 units

Description: Side marker light; ABS; chrome-plated; 1.1W; 12VDC; <20mA; 50,000hr service life; red, blue or yellow; 9.2x2.3x1.8cm; 25g



China Auto Parts & Accessories
(profile page 35)
Model: CAPAC-006-10001
MOQ: 100 units

Description: Headlight; aluminized BMC reflector; PC lens; 55W fog lamp; 3.1kg; for Mazda 2005 vehicles; CCC



China Electronics
(profile page 36)
Model: H4 H/L Conversion Kit
MOQ: 100 sets

Description: HID xenon conversion kit; two bulbs and ballasts; 3,500 lumens; 35 to 55W; 12 or 24V; 12 to 36-month limited warranty



China Electronics
(profile page 36)
Model: 9005
MOQ: 100 units

Description: Xenon bulb; 35W output power; overheating, short-circuit and over/low-current or -voltage protection



Dongguan Chong Xiang
(profile page 40)
Model: CXL-CL20122012I
MOQ: 200 units

Description: Automotive LED bulb; 380 to 420 lumens; 3W; 12V; 250 to 300mA; 50,000hr service life; for brake and signal lights

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