

WOK & PAN INDUSTRY Inc, Ltd.

I、 The Company

About Us

Company was founded in 1989 by Frank Tsai and soon he set up second factory in Shenzhen, China. In 1998, he invented the first important patent on folding table and more later. With these patents, our business quickly expanded.

Our China Factory covers 25,000 square meters (about 260,000 square feet) of working space and we have more than 100 employees. We have the single largest injection molded machine in South China. We are fully vertically integrated and we have our own tube milling line and auto-robot welding machines.

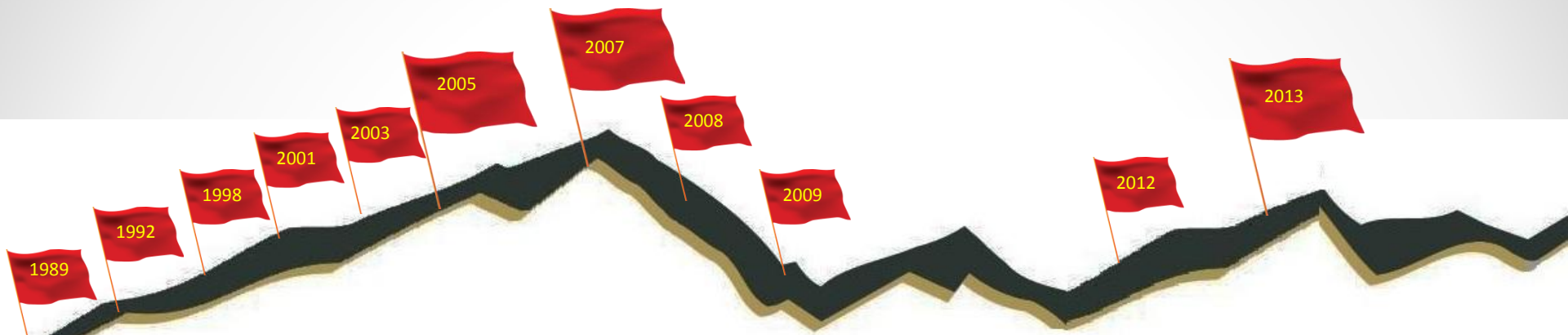
Due to anti dumping duty on folding chair against China manufacturers, our folding chair production line was moved to HCMC/ Saigon, Vietnam in 2003 and growing bigger and bigger thereafter. Our Vietnam factory covers about 20,000 square meters with 150 employees.

Both factories also passed all third party audits on SER, FCCA & C-TPAT. With our strong production background and tough QA team, we have 99% on time shipments.

Our raw materials suppliers are known worldwide e.g. Poly Resin from Formosa Plastic Taiwan, #1 in the world, Cold Coil from China Bao Steel, #1 in China, and Particleboard from Dare Global, the #1 in South East Asia. We have a solid relationship with these world famous raw material suppliers

We use ERP systems to combine materials used for two factories to ensure we get the most competitive pricing in the market. We are also EDI capable and we prepare safety inventory stock as well as work to shorten lead times for our customers

Historical Events



- 1989 • Company setup by Frank Tsai
- 1992 • Shenzhen factory setup
- 1998 • Folding Table patent granted & published by USPTO; Supply Dollar General
- 2001 • Award contracts of folding table from Makro EU & chair The Home Depot
- 2003 • Move folding chair production line to HCMC/ Saigon, Vietnam due to dumping duty against China
- 2005 • Award contracts of folding table from The Home Depot; Annual volume over \$20m
- 2007 • Award contracts of folding table from Office Depot, Big Lots; Annual volume over \$35m
- 2008 • Award contracts from United Stationers; Annual volume downed 50% due to economy recession
- 2009 • Award contracts of folding chair from Office Depot; table & chairs from Staples
- 2012 • Despite hard financial times, business expanded 30%
- 2013 • Vietnam factory reallocated and run production in April

Y2013 Sales Volume (\$):

30M

Key Products (% of total Volume):

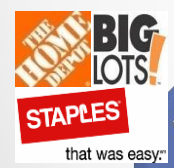
- Folding Chair: 45%
- Resin Top folding table: 25%
- Wood top folding table: 30%

Major Markets(% of total Volume):

- USA 65%
- Europe 32%
- Other 3%

Customer Brands:

- Home Depot: HDX;
- Metro Group: H-Line;
- Office Depot: Realspace
- Staples: Staples



True Value. COMPANY ORGILL

- North American Sales Team
- IP portfolio
- Product innovation
- Injection molded stronger than blow molded

- Huge tooling investment for new product development
- Injection molded products are not a majority of the general market yet.

- Patents owned keep us free of IP infringement and law suits
- Automation of production

- Labor shortages in China
- Labor cost keep increasing

Supplier	OPP	Good	Better	Best	Premium
Banquet					

Leading	Average	Lagging

Factory Locations:
Shenzhen, China
Ho Chi Minh City, Vietnam



II、 The Factory

Office Location:

Gongming Town, Shenzhen, China

PH: (86)755-2717 5666 FX: (86)755-2717 5888 E-M: cwoknpan@szonline.net

Table Factory:

Hehong Hardware Products
(Shenzhen) Co., Ltd
Tangxing Road, Tangjia Village, Guangming,
Shenzhen, China 518132

Factory Staff:

120+

R&D Staff:

11

Chair Factory:

Innova Co., Ltd
Lot An 57, Road 14, Tan Thuan
Export Processing Zone, District 7,
Ho Chi Minh City/ Saigon, Vietnam

Factory Staff:

70+

R&D Staff:

1

Production Line View

Fully vertical Integrated Factory

Raw material :

- 1..Resin pallets
- 2..Wood
- 3..Metal Rolls

Tube mill



ALL Pieces made in Factory

Tubes,
Plastic Pieces,
PP Injection Pieces



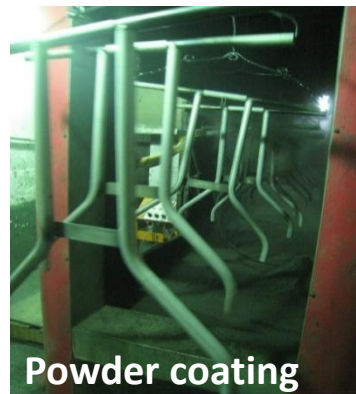
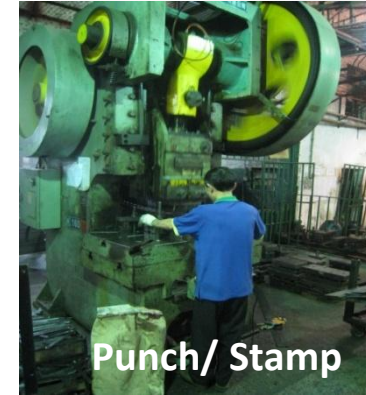
Production Line View

Some of Our Machinery:

- 5 350 tons Injection machines
- 7 1200 tons Injection machines
- 1 2200 tons Injection machines
- 5 Welding ROBOTS.



Production Line View



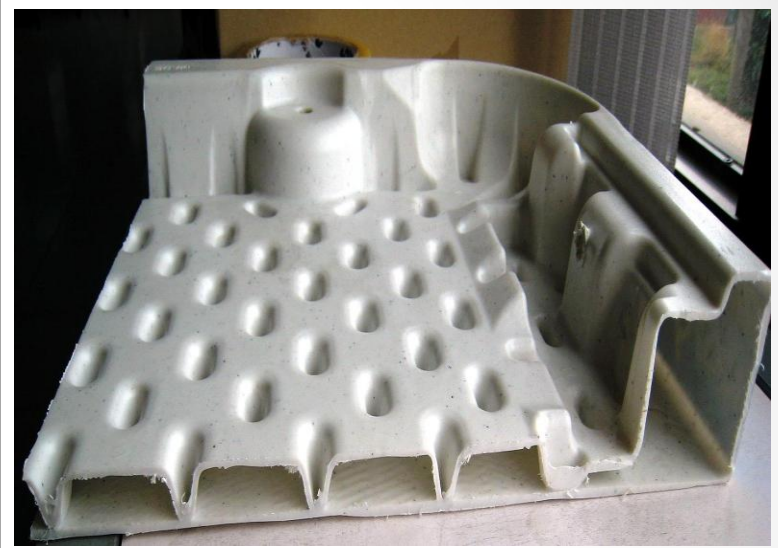
III、 Process & Material Comparison

Injection Mold vs. Blow Molded

Injection Molded

Blow Molded

Cut-Off View



Molded Process

After the mold tooling is closed, inside of mold is near vacuum so the melted resin is injected into the tooling to get the product shaped. This process must be assisted with high pressure.

After the mold tooling is closed, the melted resin flows into the tooling, then “blow” with hot air to make the products expanded into its shape. By this process, there need not pressure.

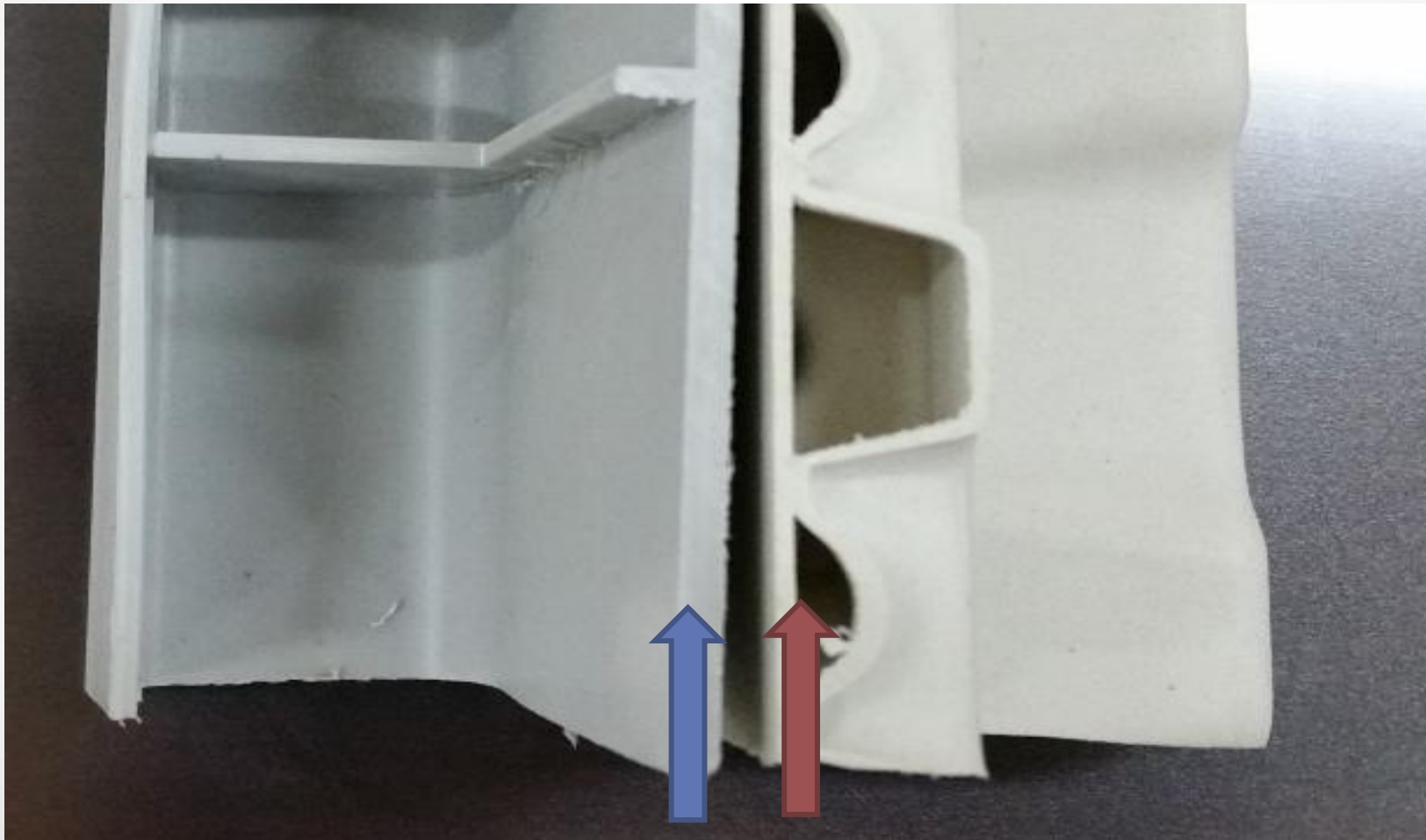
Material

Polypropylene (PP)

Polyethylene (PE)

		Injection Molded	Blow Molded
Advantages in Injection Molded		<p>High density: Due to its molded process and one layer structure, so it's more impact resistant: when dropped onto ground, there'll be no deformation.</p>	<p>Low density: Due to its molded process and two layer hollow structure, so it's less impact resistant: when dropped onto ground, the corner will be broken.</p>
		<p>Short cycle time: Due to its molded process, the cooling system can be added inside the tooling. Therefore, at production, products can be cooled to save cycling time so capacity is greater.</p>	<p>Long cycle time: Due to its molded process, the products have to be cooled down naturally, so the unit cycling time is much more longer than injection molded, which means less capacity</p>
		<p>IP Issue: Will not be involved in Intellectual Property (patent) problem</p>	<p>IP Issue: Will be involved in IP problem: being sued</p>
Disadvantages in Injection Molded		<p>Market share: As it is a new process for folding table production, few customers know about this technology.</p>	<p>Market Share: For years blow molded table exist in market so all customers know this process.</p>
		<p>Investment high: Due to the complicated process, the equipment and tooling costs are much more higher.</p>	<p>Investment low: The equipment and tooling costs are much less so it's affordable by most investor.</p>

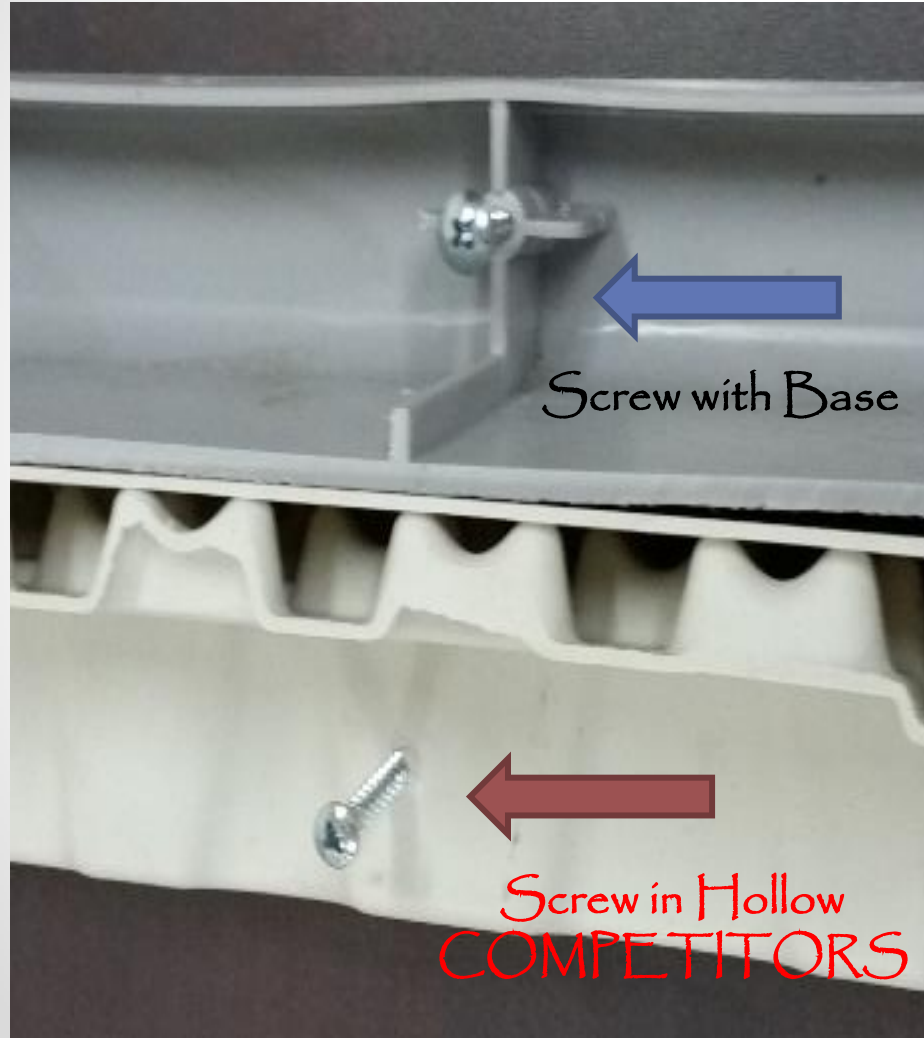
Our Product is THICKER



Injection

Blow

Our Product is STRONGER



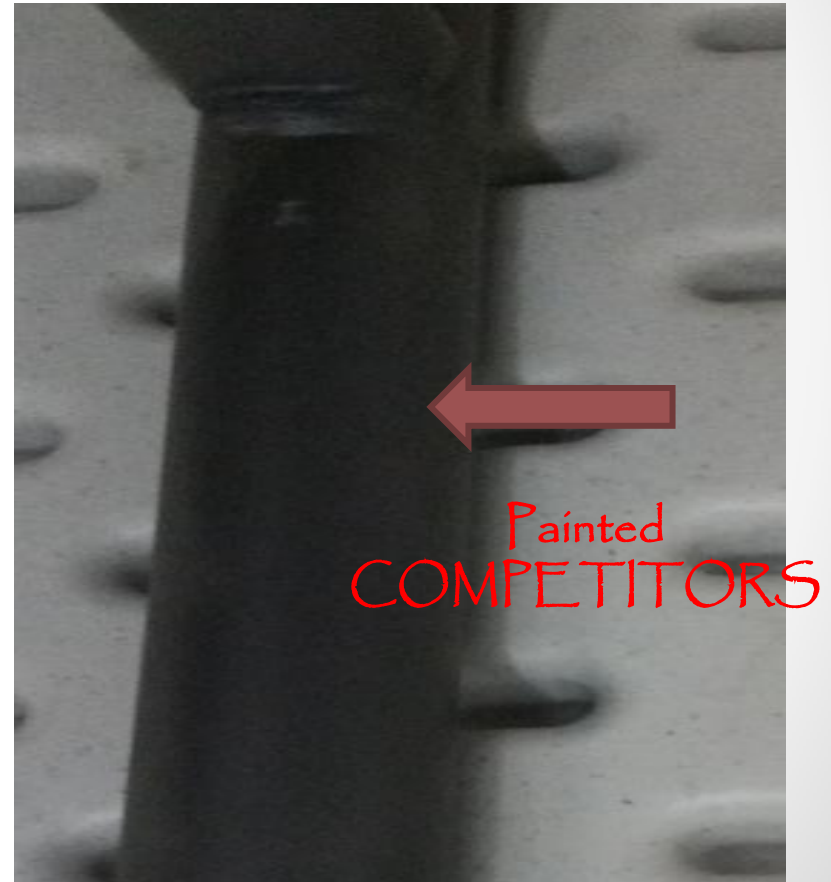
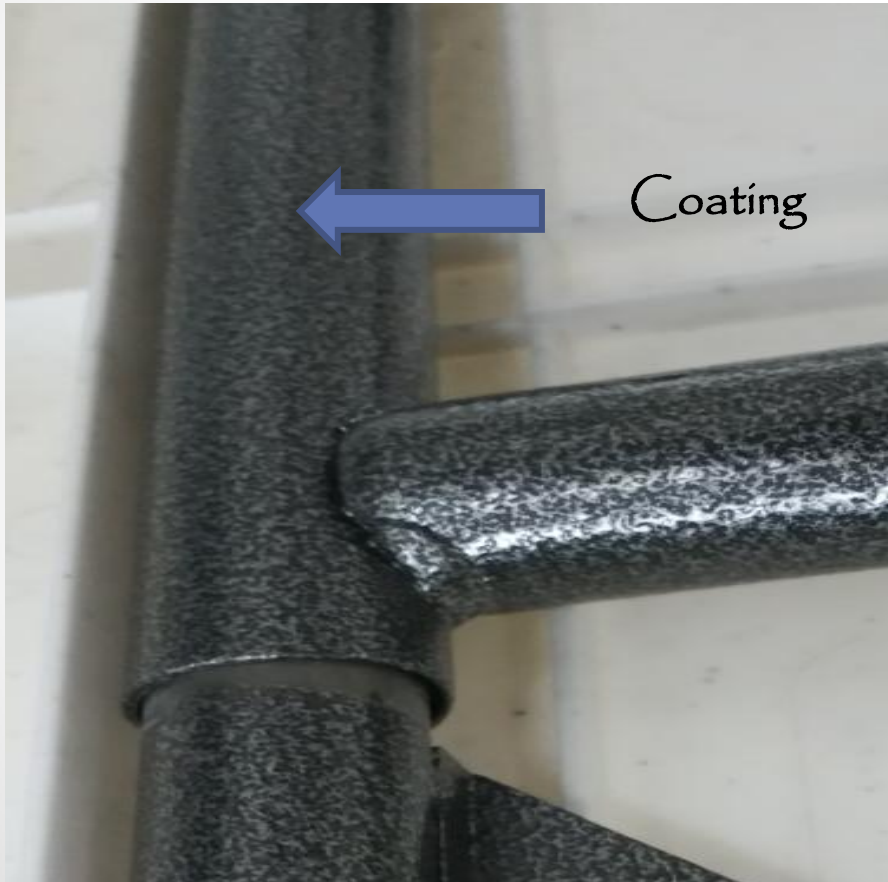
Our Product is SAFER



Locking System



Our Product is NICER



IV、 Product Offer

Best Seller: Wood Tables

- Veneer laminated CARB PII PB Top
- Steel frame with powder coating finish
- Sizes available in 8Ft, 6Ft, 5Ft & 4Ft
- Worldwide patents
- Color available in Oak or Mahogany
- Meet BIFMA/ EN/ ISTA standards



Veneer Series - 6ft



Melamine Series-6ft

- Melamine laminated CARB PII Top
- Steel frame with powder coating finish
- Sizes available: 8Ft, 6Ft, 5Ft & 4Ft
- Worldwide patents
- Color available in Oak or Mahogany
- Meet BIFMA/ EN/ ISTA standards

- * 16mm High Density ParticleBoard w/ High Pressure Laminated, or MFC Top
- * Frame of Heavy Duty Spec, auto-locking mechanism
- * Powder coated steel frame



Table, Folding, 6ft

Overall size: 72"L x 29³/₄"W x 29"H
182.8cmL x 75.6cmW x 73.7cmH
Folded size: 72"L x 29³/₄"W x 2"H
182.8cmL x 75.6cmW x 5.0cmH
40' Container load: 720pcs



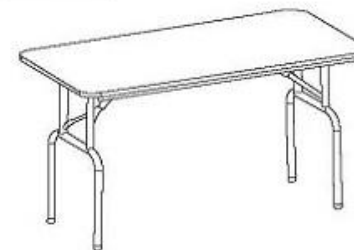
Table, Folding, 5ft

Overall size: 60"L x 29³/₄"W x 29"H
152.4cmL x 75.6cmW x 73.7cmH
Folded size: 60"L x 29³/₄"W x 2"H
152.4cmL x 75.6cmW x 5.0cmH
40' Container load: 800pcs



Table, Folding, 8ft

Overall size: 96"L x 29³/₄"W x 29"H
243.8cmL x 75.6cmW x 73.7cmH
Folded size: 96"L x 29³/₄"W x 2"H
243.8cmL x 75.6cmW x 5.0cmH
40'HC Container load: 550pcs



Table, Utility, Folding, 48x24

Overall size: 48"L x 24"W x 29"H
122cmL x 61cmW x 73.7cmH
Folded size: 48"L x 24"W x 2"H
122cmL x 61cmW x 5cmH
40' Container load: 1200pcs

Best Seller: PP Tables

TBL-072



TBL-040



TBL-048



SET-004P

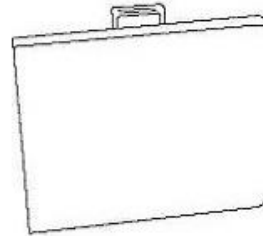


- Light weight but sturdy PP injection top
- UV coated top to avoid fade
- Worldwide patents;

- Third party lab test applicable
- Size available in 8ft, 6ft, 5ft & 4ft



Resin Table, Folding, 6ft center folded
Overall size: 71"L x 30"W x 29"H
181cmL x 76cmW x 73.7cmH
Folded size: 71"L x 30"W x 4³/₄"H
181cmL x 76cmW x 12cmH
Top: Made of PP Injection molded
Frame: Powder coated steel Frame
40' Container Load: 630pcs



Table, Resin Folding, 6ft
Overall size: 72"L x 30"W x 29"H
181cmL x 76cmW x 73.7cmH
Folded size: 72"L x 30"W x 1³/₄"H
182cmL x 76cmW x 4.5cmH
Top: Made of PP Injection molded
Frame: Powder coated steel Frame
40' Container Load: 988pcs



Table, Utility Resin Folding, 48x24
Overall size: 48"L x 24"W x 29"H
122cmL x 61cmW x 73.7cmH
Folded size: 48"L x 24"W x 1³/₄"H
122cmL x 61cmW x 4.5cmH
Top: Made of PP Injection molded
Frame: Powder coated steel Frame
40' Container Load: 1200pcs

Best Seller: Chairs

CHR-001P



CHR-023



CHR-017



CHR-450



- Light weight but sturdy PP injection top
- UV coated top to avoid fade

- Resin seat & back for all-weather
- Meet BIFMA/ EN standards

Chair size (open): 18"W x 21¹/₄"D x 30¹/₄"H
45.7cmW x 54cmD x 76.8cmH

Chair seat size: 15"W x 16"D

38.1cmW x 40.6cmD

Chair back size: 16¹/₂"W x 13¹/₂"H

42cmW x 34.3cmH

Seat & Back made of PP Injection molded

Frame: Powder coated steel frame

Container load: 495 cartons/ 1,980pcs per 40'

Pallet: 2,112pcs, 96 pallets per 40' HC



Chair size (open): 19¹/₂"W x 21"D x 33¹/₂"H
49.5cmW x 53cmD x 85cmH

Chair seat size: 16"W x 15"D

40.6cmW x 38.1cmD

Chair back size: 19"W x 6¹/₂"H

48.3cmW x 16.5cmH

Seat & Back made of PP Injection molded

Frame: Powder coated steel frame

Container load: 352 cartons/ 1,408pcs per 40'

Pallet: 1,440pcs, 92 pallets per 40' HC



Chair size (open): 17³/₄"W x 19¹/₂"D x 31¹/₄"H
45cmW x 48.9cmD x 79.4cmH

Chair seat size: 15¹/₂"W x 15¹/₂"D

39.4cmW x 39.4cmD

Chair back size: 17³/₄"W x 6¹/₂"H

45cmW x 16.5cmH

Seat & Back made of PP Injection molded

Frame: Powder coated steel frame

**Color available: Wedding White, Gray, Charcoal,
 Black, Neutral, Chocolate**

40'HQ Container load: 540 carton/ 4,320pcs

Dolly pack, 60 dolly, 4,800pcs





Chair Size (Open): 18.2"W x 18.5"D x 30.5" H
46.2cmW x 47cmD x 77.5cmH

Chair Seat Size: 15.75"W x 15.75"D
40cmW x 40cmD

Chair Back Size: 18.2"W x 8.5"H
46.2cmW x 22cmH

Seat & Back made of coil steel in powder coated finish
(then with PVC Vinyl or Fabric padded on top)

Frame made of steel in powder coated finish

Container Load: 710 carton/ 2,840pcs per 40'HC

Pallet: 2,200pcs, 100 pallets per 40'

Chair Size (Open): 18.2"W x 21.2"D x 31.5"H
46.2cmW x 54cmD x 80cmH

Chair Seat Size: 15.75"W x 15.75"D
40cmW x 40cmD

Chair Back Size: 18.2"W x 8.5"H
46.2cmW x 22cmH

Seat & Back made of coil steel in powder coated finish
then with PVC Vinyl padded on top

Frame made of steel in powder coated finish

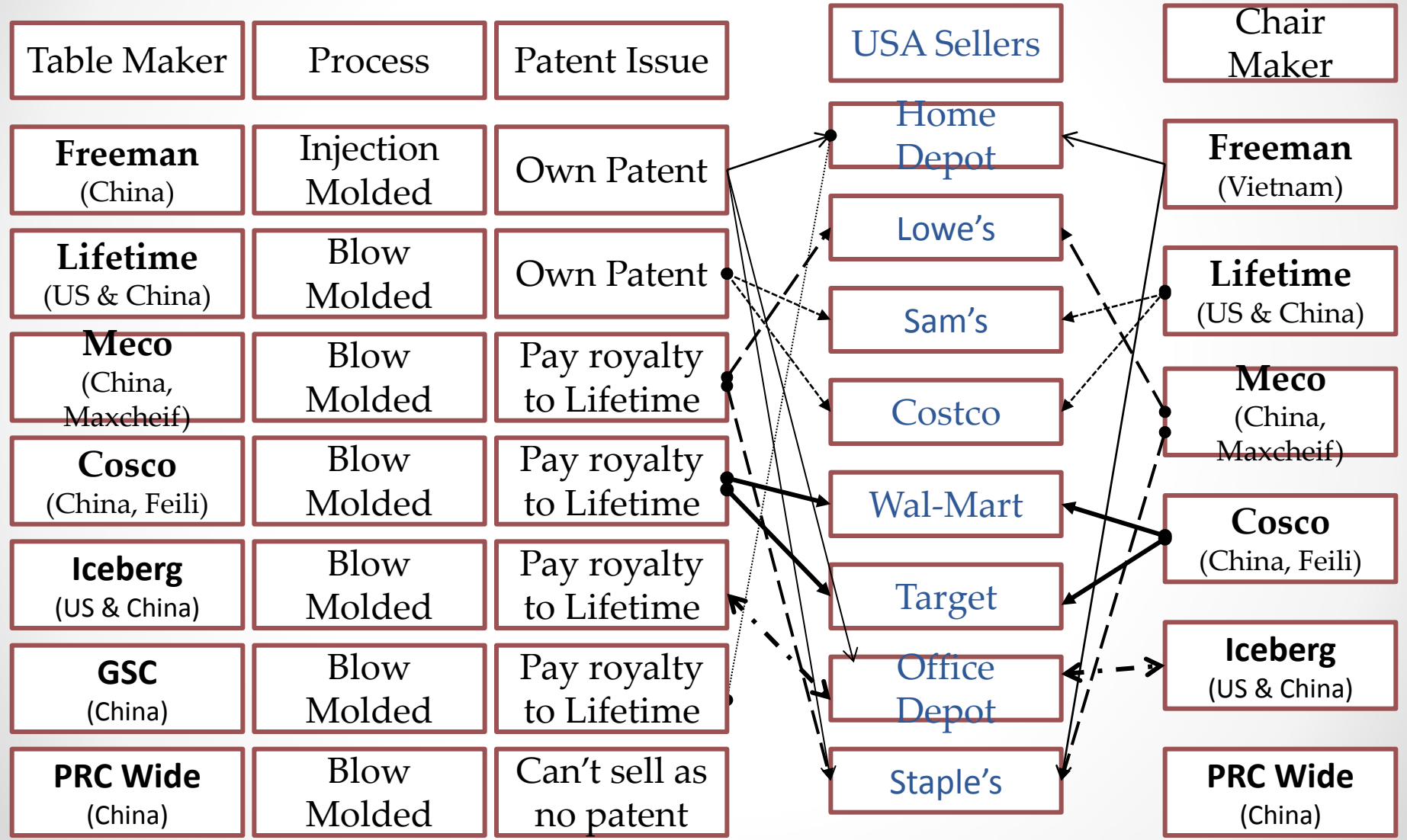
Container Load: 510 cartons/ 2,040pcs per 40'

Pallet: 2,112pcs, 96 pallets per 40'HC



V、 Patent Comparison

Table & Chair Market Analyst



Patent Comparison (1)

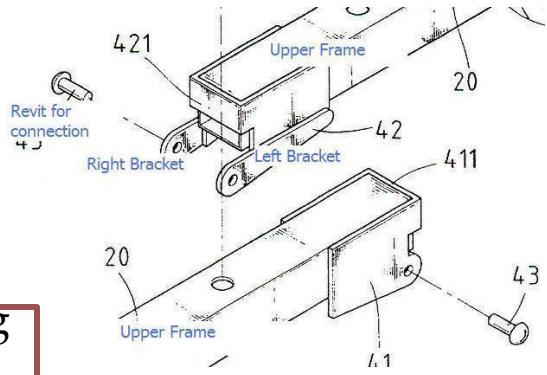
Item	Freeman		Lifetime	
Patent#	5,957,061	8,677, 912 B1	Des. 414,626	6,112,674
File Date	May 29, 1998	Nov. 01, 2012	Oct. 21, 1998	Jan. 11, 1999
Patent Date	Sep. 28, 1999	Mar. 25, 2014	Oct. 05, 1999	Sep. 05, 2000
Patent Country	United States	United States	United States	United States
Main Claim	<p>1) ... are connected with hinge, comprising a left bracket and a right bracket, the two brackets has pressure resisting section...</p> <p>2) A banquet table... where in the upper frames are fixedly installed... and leg frames are pivotally connected to the upper frames by a plurality of round pins so as to allow leg frames to be folded</p> <p>3) ... wherein said upper frames are made of rectangular tubing.</p> <p>**Refer Patent Comparison (2)**</p> <p>**For patent# 8677912 B1, refer page "Patent Comparison (3)**</p>		<p>1) Design Patent;</p> <p>2) Just with Claim drawings, no wording illustration</p> <p>**Refer Patent Comparison (2)**</p>	<p>1) With... FIGS. 1, 2 and 3, the table top... is preferably formed of a blow molded plastic, and specifically high density polyethylene;</p> <p>2) The cross - section... configured having S-shape... the first end of support pedestals positioned apertures formed in side rails.</p>

Patent Comparison (2)

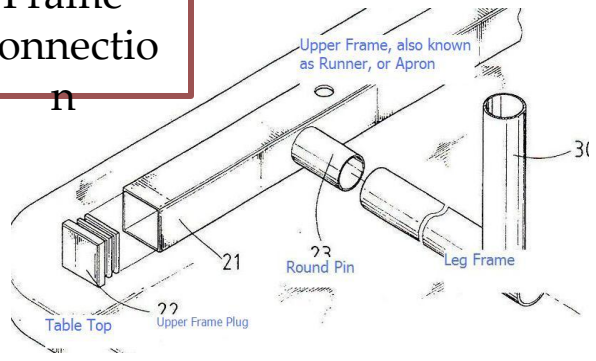
Banquet

Lifetime

Photo Illustration

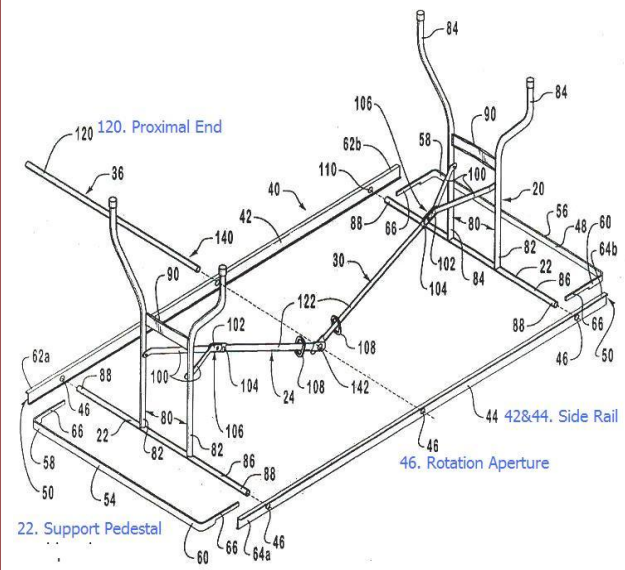
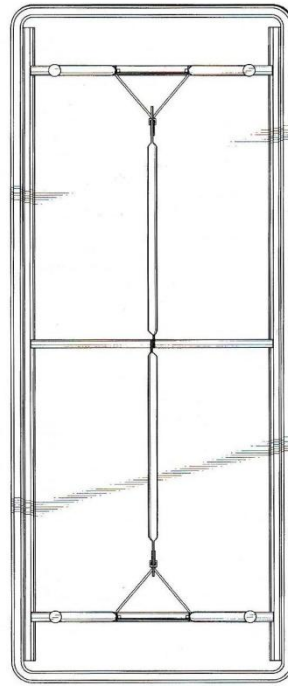


Hinge Frame Connection



Des. 424,616

6,112,674



Frame Connection

Explanation

The Frame Connection is, the revolving pole, which connected to upper frame, is inserted into leg frame

No wording claim under this patent

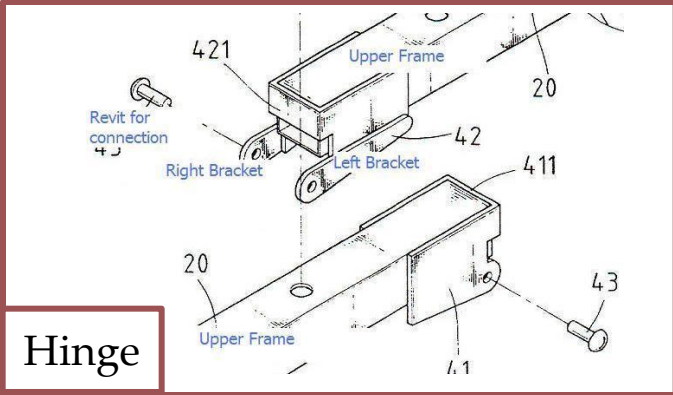
The Frame Connection is, support pedestal & proximal end positioned at rotational aperture on side rails.

Patent Comparison (3)

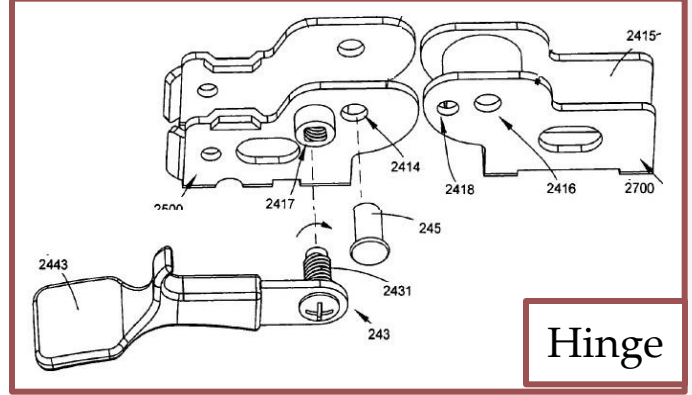
Banquet Patent#5,957,061

Banquet Patent#8,677,912 B1

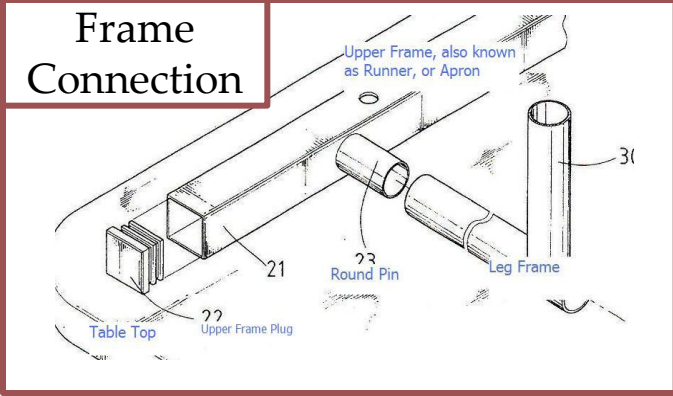
Photo Illustration



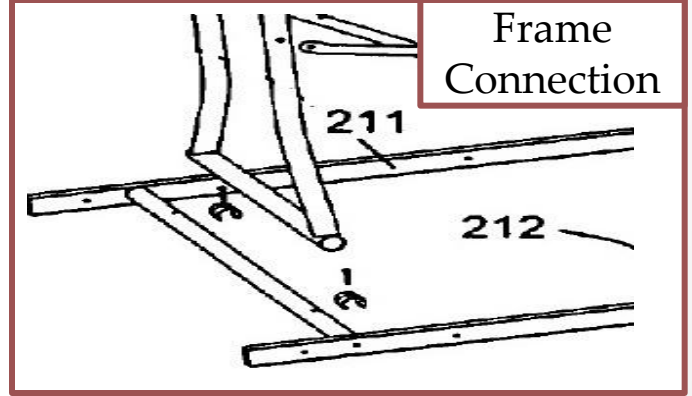
Hinge



Hinge



Frame Connection



Frame Connection

Brief Explanation

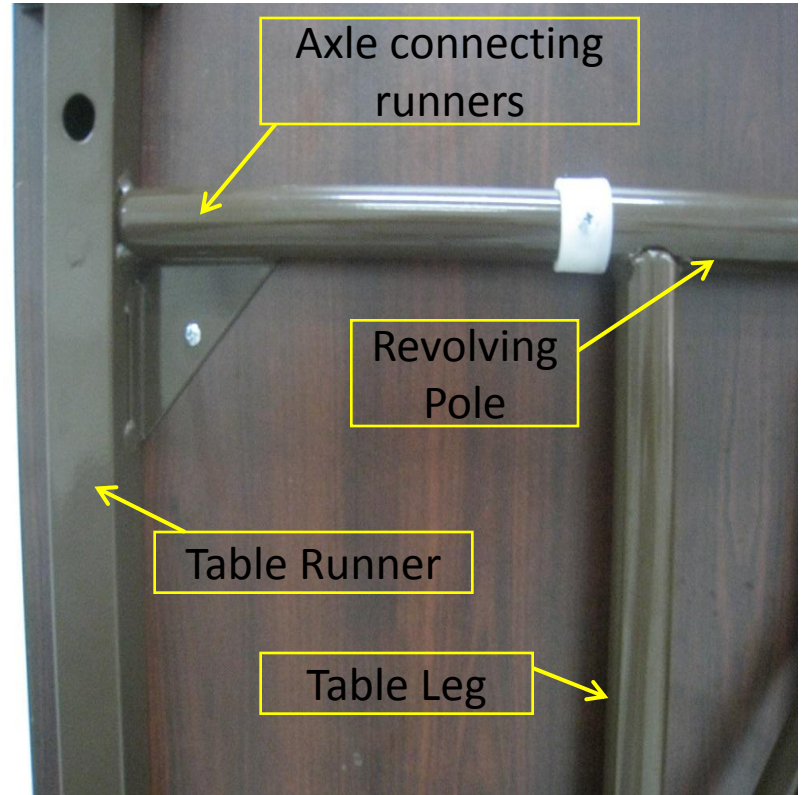
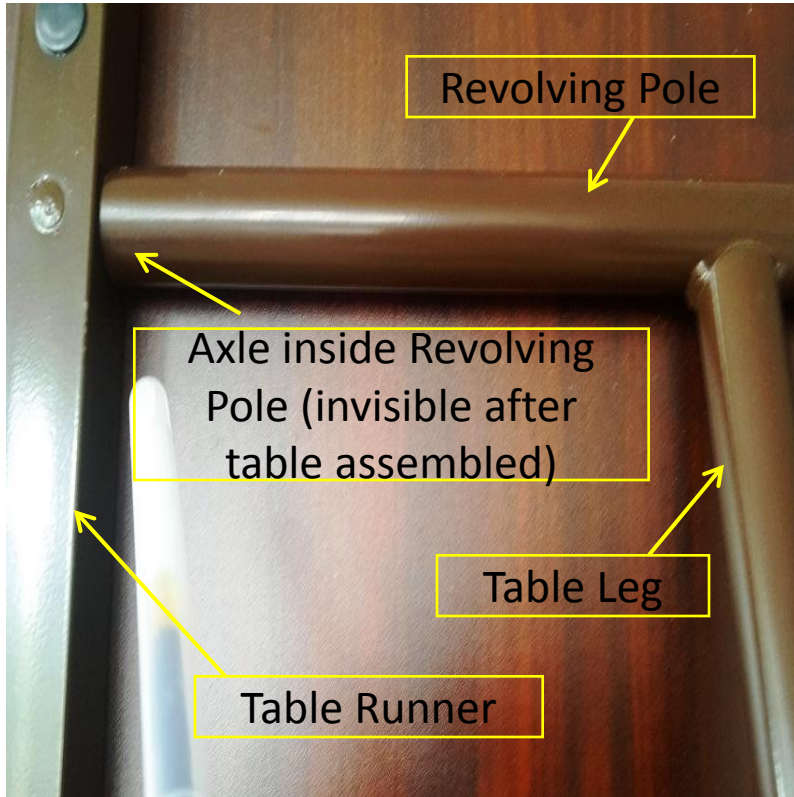
The frame connection is, legs are welded to revolving pole, then inserted into axle welded on the runners.

The runners are connected by axle and legs are welded to revolving pole, then go through the axle connecting runners.

Patent Comparison (4)

Production under Patent#5,957,061

Production under Patent#8,677,912 B1



To be simple, we just extend the Axle under Patent# 595761, making it connecting two runners. Then shorten the Revolving Pole. By this, the table frame is whole piece. By so, this improvement makes table more steadier and improve a lot on the loading performance.

THANKS