



#### Make For Garden Life 了解大业

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#### 产品及工厂介绍 BUSINESS REVIEW

Ningbo DAYEE Power Machinery Co., Ltd was founded in 2004. At that time, we purchased a lawnmower factory in Shanghai, and we became the earliest and most professional mowermaking factory in China. DAYEE got ISO9001 in 2004. After more than 10 years, DAYEE has accumulated abundant R&D, manufacturing, and sales experience. As our customers, DAYEE gives you so many choices. First, we have two kinds of power engines: gasoline and electric. Secondly, we provide different sizes to you: 13", 16", 17", 18"19", 20"and 21". So we have over 80 models for you to choose. All of our models have CE, GS, EMC,NOISE, EUROII certificate. DAYEE promises to you that every machine you get from our factory is comply with requirements of the certificates.

DAYEE has established stable and reliable parts supplying chain system. DAYEE keeps and improves ISO9001 quality system continuously, and ensures the products quality and in time delivery. After more than 10 years effort, DAYEE has gathered many outstanding technicians in the field. DAYEE is the leader in new products development and can successfully develop new products in very short period.







## 1998年

上个世纪九十年代欧洲割草机产业转移到中国,上海星特浩1998年开 始结合欧洲先进技术生产割草机。宁波大业动力机械有限公司是当时宁 波地著名模具制造企业,参与了上海星特浩的割草机研发及模具制造。

**1998** In the 1990s, the European lawn mower industry was transferred to China. In 1998, Shanghai Xingtehao began to combine the advanced technology of Europe to produce lawn mowers. Ningbo Daye Power Machinery Co., Ltd. was a famous mold manufacturing enterprise in Ningbo at that time, and participated in the research and development and mold manufacturing of lawn mowers in Shanghai Xingtehao.



# 发展历史

History

### 2004年

宁波大业动力公司收购了上海星特浩公司的割草机项目,原来他们的割草机知 识产权、所有相关技术及资料和配套的供应商体系、模具生产设备、检测设备、 销售渠道及高级管理人员等全部转移到宁波大业。宁波大业从此开始制造生产 割草机,当时的产品销售给欧尚、翠丰。

2004 Ningbo Daye Power Company acquired the lawn mower project of Shanghai Xingtehao Company. The original mower Intellectual property, all related technologies and materials and supporting supplier system, mold production equipment, testing equipment, sales channels and senior management All personnel were transferred to Ningbo Daye. Since then, Ningbo Daye has been manufacturing and manufacturing lawn mowers. At that time, the products were sold to Auchan and Kingfisher.









公司现董事长吴先生正式控股。吴先生原是教师出身,在改革开放以后 创办了模具制造厂,并担任余姚市模具协会副会长。擅长产品设计开发。 他做人的格言是有情有义,做事的格言是有规有矩。并且十分重视信誉。

> 2006 Mr. Wu, the current chairman of the company, is formally controlled. Mr. Wu was originally a teacher. He founded the mold manufacturing factory after the reform and opening up and served as the vice president of Yuyao Mould Association. Good at product design and development. His motto is a sentimental and righteous, and the motto of doing things is well-formed. And attach great importance to credibility.







2008 The company moved to the Yangming West Road plant and the scale of the factory expanded. The annual production of electric lawn mowers is 50,000 units and gasoline lawn mowers are 60,000 units. And the factory passed the ISO quality assurance system.

# ISO

2008年

公司搬至阳明西路厂房,工厂规模 也随之扩大。年生产电动割草机5

万台,汽油割草机6万台。并且工

厂通过了ISO质量保证体系。







### 2009年

公司大幅度调整供应商体系,并且完善了供应商体系,能够按质、按量、按时交付订单。为了保证质量,所有配件都找专业的供应商来生产。

2009 The company has significantly adjusted the supplier system and improved the supplier system to deliver orders on time, quantity and on time. In order to ensure quality, all accessories are produced by professional suppliers.



发展历史

## 2010年

我们聚集了行业的优秀技术人才,在这一年申请了多项割草机 专利。到目前为止我们有60多项实用新型专利,20多项外观专利,6项发明专利。

2010 We have gathered outstanding technical talents in the industry and applied for a number of lawn mower patents during the year. So far we have more than 60 utility model patents, more than 20 appearance patents and 6 invention patents.







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我们在这一年登上了行业的制高点,主持并起草了 割草机的五部国家标准。到目前为止共主持起草制 定国家标准7部,参与起草制订国家标准4部。

2011 In this year, we boarded the commanding heights of the industry and presided over and drafted five national standards for lawn mowers. So far, a total of 7 national standards have been drafted and drafted, and 4 national standards have been drafted.





## 2013年

遇上百年一遇的洪水,货值一千多万的BS引擎、四百万的 吹吸机成品、七百万割草机成品、货值六百万的库有配件, 全部被洪水浸泡,报废。厂房被洪水冲坏,机器设备损坏, 在这种情况下,全体大业人努力拼搏,严守契约,没有耽 误订单交期,没有发生质量事故,广泛受到客户和同行的 好评。



In 2013, it encountered a flood in a hundred years, a BS engine with a value of more than 10 million, a finished product of 4 million blow dryers, a finished product of 7 million lawn mowers, and a library with a value of 6 million. All of them were soaked in floods. ,scrapped. The factory was damaged by floods and the machinery and equipment were damaged. Under this circumstance, all the great players worked hard and strictly abide by the contract. There was no delay in the delivery of orders, no quality accidents occurred, and they were widely praised by customers and peers.





## 2016年

公司新研发了半自动化装配流水线。针对招工难,新工人不熟练等实际问题,公司研发了半自动化割草机装配生产线。关键岗位的产品质量有机器保证。

2016 The company has developed a semi-automated assembly line. In response to practical problems such as difficulty in recruiting workers and unskilled new workers, the company has developed a semi-automatic lawn mower assembly production line. The product quality of the key positions is guaranteed by the machine.







### 2018年

为了继续把割草机做专做强,强强联合,9月底搬公司将迁到新的厂区。欢迎光临指导。



2018 In order to continue to make the mower special and strong, the company will move to a new factory at the end of September. Welcome to guide.





收购了上海星浩特割草机工厂,其中产品有: Acquired Shanghai Xingtehao mower factory, including products:



16时塑料底盘汽油割草机与18时、20时汽油割草机 16 "plastic chassis and 18", 20" petrol mower





研发了当时国内首创的17吋、19吋和21吋高轮豪华割草机: Developed the first 17-inch, 19-inch and 21-inch high-end luxury lawn mowers in China at the time:







与国外工程师合作开发了小型手推式电动吹吸机:

Cooperated with foreign engineers to develop a small hand-push electric vacuum & blower:



小型电动吹吸机 Small electric vacuum





自主开发1P56发动机: Independent development of 1P56 engine:









同国外客户合作开发了18时, 20时高质量高排草割草机:

Developed 18', 20' high quality high discharge mowers in cooperation with foreign customers







自主开发1P70发动机: Independent development of 1P70 engine:









开发完善小型手推电动、汽油吹吸机系列:

Developed and improved a series of small hand-push electric and gasoline blower series:







用宝马的理念,宝马的质量对原有割草机产品进行分类定位: Using the BMW concept, BMW's quality classifies the original mower products:



3系, 5系, 5+系割草机 3 series, 5 series, 5+ series lawn mower





同浙江白马合作,开发锂电割草机,规格有16吋、17吋、18吋、19吋和20吋: Cooperate with sunseeker to develop lithium mowers with specifications of 16', 17', 18', 19' and 20':



锂电割草机 Lithium battery lawn mower





开发了大吹吸机。性能、功能超越市场上的同类产品,性价比极高: Developed a large blower. Performance and function exceed the similar products on the market, and the cost performance is extremely high:



大规模吹吸机 Large-scale blower





公司正在开发380、430锂电割草机,新款旋耕机系列: The company is developing 380mm, 430mm lithium electric lawn mower, new rotary tiller series:



小规格锂电割草机和新款旋耕机 ,small-size lithium battery lawn mower, new tiller series



2006 📢	开始导入ISO9001质量保证体系。 Started to use ISO9001 Quality Assurance System.	质保体系	
2008 (	正式通过ISO9001质量保证体系。 Formally passed the ISO9001 quality assurance system certification.	Product Time Table	
2009 (	这一年公司持续改进,彻底整改,调整了组织架构,成立了品质部,调整规范供应商。 This year, the company continued to improve, thoroughly rectified, adjusted the organizational structure, est the quality department, and adjusted the supplier.	tablished	
2011 (	引进并更新大批量检测设备 Purchase and update high volume inspection equipment.		
2013 (	规范公司BOM表、产品生产工艺、工装检验标准 Standardize the company's BOM, product production process, tooling inspection standards.		
2015 🌗	强调质量为上,一票否决,严格做到该说到的要说到,说到了的要做到 Emphasis on quality, one-vote veto, strictly speaking what to say, to say what to do and timely communicatio action by process.	on,	
2016 🌗	配合技术部对产品重新分类宣传,重新确定配置。 Cooperate with the technical department to reclassify the product and re-determine the product configuration	on.	
2017 (	配合公司调整生产模式,制订检验规范 Cooperate with the company to adjust production mode and formulate inspection specifications.		
2018 🔇	持续改进,独立检测检验试验运作 Continuous improvement, independent testing and testing operation.	DAKEE	© POWER



不求最大但求最强 力争进入国内行业内 十强

Continuous improvement, independent testing and testing operation

#### 二、产品定位 Product Strategy

#### 三、市场定位 Marketing Strategy

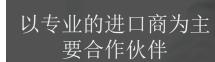
四、客户定位 Customer Strategy



以手推式的园林机械 为主导产品

Hand-push garden machinery as the main product 以欧洲市场为 主要市场

European market as the main market



Professional importer as the main partner





Core-competitiveness

3

#### 我们前身是模具制造厂,因而我们开发能力行业内最强。

Our predecessor was the mold manufacturing factory, so we have the strongest development capability industry.

#### 我们擅长并愿意同客户一起开发个性化产品,帮助客户销 售与众不同的产品

We are good at and hope to develop personalized products with our customers to help customers sell differentiated products.

#### 我们的产品在同类产品中性价比最高。

Our products are the most cost-effective in their class.

#### 十多年来一直坚持专业生产草坪割草机,汇聚了行业内的 优秀人才。

For more than ten years, we have been insisting on the professional production of lawn mowers, bringing together outstanding talents in the industry.

#### 我们十多年来严格做到出厂产品质量保证同证书一致,交付及时。

For more than ten years, we have strictly ensured that the quality assurance of manufactured products is consistent with the certificate and delivered in a timely manner.



客户合作

Partners

我们懂得保护客户就是保护 自己。在一个国家坚持只同 1个客户合作。严格保证相 同的产品不卖给客户的竞争 对手。

We know to protect customers is to protect ourselves. In a country, we insist on only working with 1 customer. Strictly ensure that the same product is not sold to the customer's competitors.





# THANK YOU

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