
Featured Article 2 - Visit to Chinese Companies

1. Zhongshan Teamsung New Materials

1) Company overview

Founded in 2006, Zhongshan Teamsung New Materials is a national high-tech enterprise specializing in the research, development, and application of advanced polymer materials. It is a dedicated manufacturer of components for the OA (office automation) industry. After more than a decade of R&D, the company has developed and manufactured materials such as polyurethane (PU), conductive rubber, polyimide (PI) polymers, and conductive sponges. These high-durability, high-performance products are supplied for printers and copiers.

In addition to producing compatible parts, the company actively pursues OEM business. With an industrial park spanning 90,000 square meters, Teamsung employs over 600 people, including 70 engineers specializing in development and quality control. The company ranks among the leading OA component manufacturers in China.

<Product Portfolio>

Polyurethane Materials: Various blades, toner adder rollers, and cleaning rollers.

Conductive Rubber Products: Developer rollers, charge rollers, transfer rollers, and paper feeder rollers.

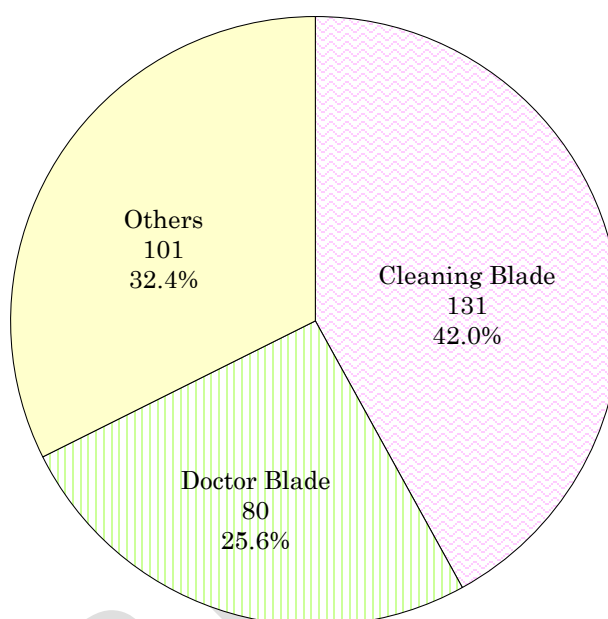
Polyimide (PI) Materials: Fusing films and transfer belts.



2) Trends in shipment value of blades and rollers

In 2023, the company's shipment value for OA blades and rollers amounted to approximately 312 million yuan (approximately 6.2 billion yen at 1 yuan = 19.8 yen). Demand remains strong in 2024, with the value expected to rise by 1.6% year-on-year to about 317 million yuan.

The main products for the OA sector are: cleaning blades; doctor blades; toner adder rollers; developer rollers; and charge rollers. Additionally, small quantities of fusing films and transfer belts are also produced.



Shipment value: Approximately 312 million yuan (2023 results)

Trends in shipment value of blades and rollers (2019-2024)

Unit: million yuan

Year	2019	2020	2021	2022	2023	2024 (estimate)
Shipment value	287	313	296	309	312	317
%	-	109.1	94.6	104.4	101.0	101.6

Approximately 70% of the company's products are sold domestically in China, while 30% are exported to overseas markets. Most of its products are supplied to third-party manufacturers, but it also has OEM achievements, supplying the above five items to Lexmark and Pantum. Additionally, it provides small quantities to Deli and Lenovo.

Moving forward, the company aims to enhance its product capabilities to expand OEM partnerships, including with Japanese manufacturers.

3) Office and facilities

The company's production base is located in Zhongshan City, Guangdong Province, China. The factory, including office space, spans a total area of 17,000 square meters. To date, the company has obtained 28 patents related to automated equipment and production technology.



Production is primarily conducted in four production buildings



Patents and awards



Company development history



Entry into transfer belt production

Sample

The factory employs 350 workers, including managerial staff, with women making up about 70% of the workforce. More than 150 staff are on duty at all times, and the factory operates around the clock. Some of the production buildings are equipped with metal sheet processing facilities for roller components. The company handles everything in-house, from sheet metal fabrication to shaping and processing, followed by inspection before shipment.



Metal sheet processing facilities

State-of-the-art testing equipment has been installed for product inspection. In addition to testing on the equipment itself, rigorous checks are conducted by integrating the products into actual printers and copiers to verify error-free performance.



Testing equipment

Sample

Automated production lines have been introduced for blade manufacturing, allowing for significant labor savings, with only a few staff members required to manage the processes. However, for items with low production volumes (fewer than 20,000 units/month), the company opts for individual production methods.



Automated blade production line

For OEM products, which have higher quality requirements, strict management and storage protocols are implemented separately from third-party products.



PU (polyurethane) application