

exchange rate); hence, in order to react to the current market changes, Screwtech will move toward intelligent technology and automation. In addition to electronic and automotive fasteners, Screwtech will also move toward the development of high value added medical and aerospace fasteners.

Always Ready for Any Special Part Manufacturing Challenge

Manufacturing a special part is not just about doing what customers' drawing say. In each case, you have to spend much time in discussion with customers, not to mention the modifications time after time. General manager Fion Peng said, "One customer once contacted us for manufacturing a bullet-shaped fastener. After a long period of discussion, the price Screwtech quoted was very cheap and even the customer could not believe it, as he thought that a product processed through so many steps couldn't be that cheap, which was even lower than the prices other competitors could offer. This shows Screwtech's better manufacturing capabilities than other competitors. The design of molds & dies also helped Screwtech save extra cost for customers, as the secondary operation was not needed."

For Screwtech, every day is the day for the development of special parts. Its capability of developing so many products has even made lots of customers think that Screwtech is a trader rather than a manufacturer. Around 70% of Screwtech's customers are foreign importers and the remaining 30% are end users. Screwtech welcomes any collaboration with customers having requests for OEM. The possession of various machines enables Screwtech to manufacture products quickly and expand its product offering as more as possible. When any error occurs, it is also able to fix it. Many customers having very difficult problems will also contact Screwtech for solutions, which means customers' trust in Screwtech and that they are confident that Screwtech can help them fix any of their problems.

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