

Feature : Fastener Machine Manufacturers

by Fastener World editors

Taiwan International Fastener Show, the key fastener show in Asia, will open soon in the second week of April. Not only the fastener makers, but machine makers are also rolling out new machines and planning expansion plans during this critical period to facilitate product marketing and sales. Fastener World editors interviewed several top fastener machine makers who shared their stories of product development, latest product features and benefits for the fastener industry.

Featured Interviewees:

Yeswin Machinery Co., Ltd.

UTA

Zen-Young Industrial Co., Ltd.

Sun Fame Manufacturing Co., Ltd.

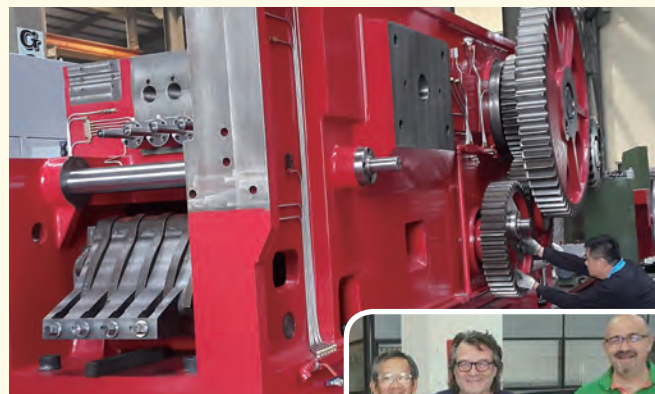
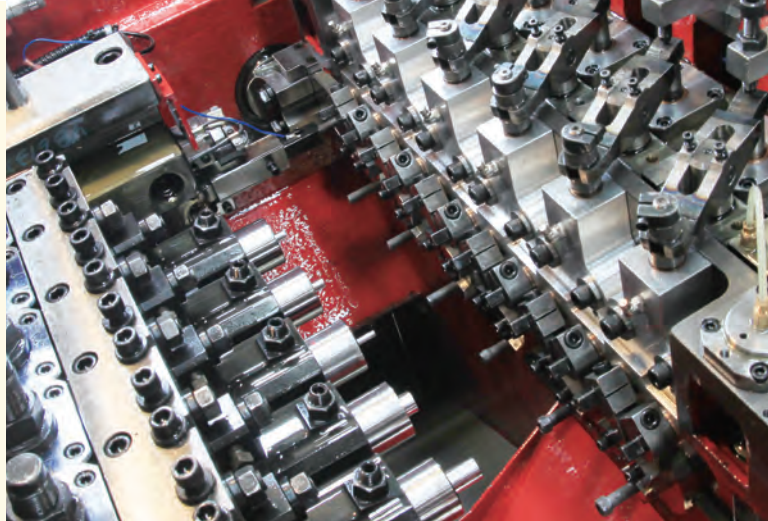
King Yuan Dar Metal Enterprise Co., Ltd.

Cheng I Drawing Machinery Co., Ltd.

AIM Inc.

Earlsdon Technology





Yeswin Machinery Co., Ltd. New Plant to Finalize Construction with Equipment Upgrade

by Sandra Chen, Fastener World

Yeswin, together with its parent company, Lian Shyang Industries, has been dedicated to the manufacture of bolt and nut forming machines for the last 4 decades since its founding. Adherence to quality and corporate business principles has enabled Lian Shyang and Yeswin to supply products exceeding client expectation. Their current market spans across the U.S., Europe, Japan, South Korea and other Asian countries.

High Quality Bolt & Nut Forming Machines Earn Client Support

Located in Guanmiao District of Tainan City, Yeswin mainly produces bolt forming machines, while the parent Lian Shyang manufactures nut forming machines. The companies pay extreme attention to quality control and implementation. Both material selection and processing precision have to eventually bring impact resistance, low deformation, high anti-abrasion and other properties for the machines. In the meantime, the required rigidity and strength are maintained to make the machines durable and maintain precision of pressing after clients' long period of use. Yeswin understands that machine stability and precise production are more than anything from clients' perspective. Shortening the period of machine shutdown and standby means creating the largest profitability for clients. Even now, Yeswin continues to orient its R&D for "user friendliness" with the goal to offer operators ease of machine operation and reduce the time they have to spend getting a knack of the machines. Yeswin continues to supply high quality, stable and competitive bolt forming machines to the fastener industry. For that, Yeswin is supported by clients from various walks of the industry. With the market recovery in recent years, it is on a mission of plant expansion, building a new plant in Rende District of Tainan City that spans 14,786 square meters. Originally Yeswin and Lian Shyang shared the same plant. After the upcoming relocation, the two plants will supply their respective bolt and nut forming machines. They will be able to shorten lead time, and offer complete machine trial test and better tour arrangement for visiting clients.

To facilitate the assembly of upcoming large machines, Yeswin's new plant is installed with two 100-ton overhead cranes, and is planned for further purchase of precise machine tools to meet the processing demands that some contractors cannot meet. With the precise machine tools, Yeswin will be able to finalize its products within its plant and keep tabs on its components for high precision.

Various Customizable Fastener Machines Specialty in Machine Servo Control

Besides standard equipment, Yeswin develops various customized machines for clients that are tailored designed to their needs. Meanwhile, it provides specialized die design service that elevates capacity and that reduces mold abrasion. This manifests Yeswin's years of experience in solving clients' manufacturing problems in the fastener industry. On another note, Yeswin's proficiency in machine servo control tops the peers. In addition to functions like servo feeding, stop device, and



K.O. control, Yeswin has successfully developed servomotor drive to allow for real-time machine operation, more stable control and efficiency, and lower energy consumption. As a part of the Industry 4.0 plan, Yeswin can make machines that can connect with smartphones or computers for clients' access to real-time capacity data.

Active Attendance at International Exhibitions Yeswin Continues to Develop Market Shares in the U.S. and Europe

Yeswin has been attending international exhibitions for many years. This April the company will be exhibiting at Wire & Tube (booth: 15/A37) and this March at Fastener Fair Turkey (booth: 1530, Hall 10). "We continue to target our market in the U.S. and Europe. We will display various bolt and parts forming machines at the fair to let European fastener companies experience our quality technique. We look forward to Taiwan's machinery taking its place in the U.S. and Europe with its high quality, stability and competitive price," said President Chu.



Yeswin and Lian Shyang Celebrates 40th Anniversary

2018 marks the 40th anniversary and is an important year for the whole group. In tandem with Lian Shyang, Yeswin will be exhibiting at Taiwan International Fastener Show again in Kaohsiung from April 10 to 12. They will display various forming equipment. President Mr. Yang of Lian Shyang will be present at the show to exchange with other participants of the industry.

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Specialized Supplier of “Fastener Assembly Machines” UTA: Quality is Necessary, but Integration is Much More Important

by Gang Hao Chang, Vice Editor-in-Chief of Fastener World

Having focused on the design and manufacture of fastener assembly machines for nearly 4 decades, UTA is dedicated to offering a complete range of fastener secondary operation machines. Its product portfolio includes blind rivet assembly machines, blind rivet assembly & crimping machines, anchor assembly machines, washer assembly machines, roof nail assembly machines, collated screw assembly machines, BAZ washer assembly machines, etc., widely adopted by clients in more than 50 countries. The innovative design and functionalities of its products have also been patented and admired in many countries.

Giving Weight to “Integration” Creating More Added Value

Compared with competitors, besides of reliable machine performance over operation and products, UTA also provides clients the faster and more “integrated” assembly solutions. To be more specific, UTA integrates assembly machines with visual systems, physical counting, packaging unit, and prefeeding systems, with same labor for multiple jobs. Sales manager Simon Ting noted, “UTA is currently digitalizing its manufacturing parameters to be intellectual and Industry 4.0 oriented, in order to respond to the high-end industrial demands. These systems have been gradually fulfilled in the fastener assembly, like rivets (L series) and screws (S series).”

Developing Software and Hardware on Its Own “Keep It Simple and Smart (KISS)” Design

In order to provide the best experience for the assembly demands, UTA has been investing the software and hardware in recent years. More than 90% of its R&D could be completed in-house, significantly showing the team specialty and capability. In regard to product application demand, UTA also collaborates with European and Japanese leading companies, to make the machines be more mature, and more corresponding to the assembly production from different market segments. Take long screws as an example. UTA has begun sales of its long screw (200mm) and washer assembly machine, which features multiple diameters and quick troubleshooting. In regard

to collated fasteners, UTA also offer the flexible machines to assemble the screws into belts.

Sales manager Ting added, “More customization required, its more strength seen from UTA. That’s why we are the designated partner of the global fastener brands. In addition to machines, we also manufacture the sealing washers, provide customers the suitable washers for a high-speed assembly production.” While other companies are still outsourcing their software work, UTA’s in-house R&D of software and hardware, fully demonstrates its industrial flexibility.

Non-stop Service and Client approval QS

Certified by ISO 9001, CE, RoHS, REACH, UL, cUL and CSA, UTA also implements the Total Quality Management, and coordinates with client audits. In addition, UTA’s aftersales service is also one of the main reasons to win the trustfulness among customers. Sales manager Ting noted, “Our clients are surprised that we still offer the spare parts for machines sold 30 years ago, which does not only prove our machine durability, but also shows our efforts in maintaining our database.” Facing client challenges and less product differentiation, UTA believes focusing on automation and organization are definitely not enough, and only through integration, intellectual and individual production can avoid waste and create profit. This April UTA is going to exhibit at Wire Dusseldorf, and offer EU and global clients more “Keep It Simple and Smart” assembly solutions. (H15C06-03)

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700 pcs/min. High Speed Screw & Anchor Assembly Zen-Young's Assembly Machine on Continuous Breakthrough

by Dean Tseng, *Fastener World*

Zen-Young Industrial Co., Ltd opened business in 1998 focusing on developing and producing screw and washer assembly machines (direct-press-in type & screw-in type). Later on its business extended to anchor sleeves, gunpowder powered nail guns, other customized assembly machines and packaging machines. Zen-Young has a strong drive for R&D targeting 3 objectives: (1) Machine appearance manifests a modern, high-tech and high-value feel; (2) Rapid and smooth dies exchange and operating procedure; (3) Production speed exceeds client expectation. The company mainly targets Europe (Germany, UK, France, Poland, Russia), but as demands in Turkey and Vietnam are increasing, it will target its sales focus on these regions this year.

Ongoing R&D Brings High Speed Assembly to a Whole New Level

In General manager Mr. Joey Yang's perspective, Machine manufacturing shares the same mission statement with the catering service industry. "Client feedback is important. If you don't get a positive recognition from clients within a couple of months and cannot adjust business strategy in time, the market will eliminate you. Therefore, we put our focus on how to improve machine operation, debug and refine machine structure in order to solve clients' problems. For instance, at the initial stage of development, our anchor assembly machine couldn't assemble slightly bent and deformed screws and anchors. We redesigned the machine so it can assemble such screws and anchors that are slightly bent and deformed within an acceptable range. Meanwhile we boosted the machine's assembly capability to as fast as 700 pieces per minute!"

Besides screw and plastic anchor assembly machines, last year Zen-Young rolled out the highly-acclaimed high speed nail and cable clip assembly machine that switched from intermittent to continuous assembly mode, boosting speed from 80-160 pcs to over 500 pcs per minute. The machine comes with a sorting function and human machine interface. It can display error message, location and reports, and has multilingual support.

Zen-Young also provides high speed collated screw assembly machines that assemble as many as 2,000 screws per minute. The plastic strip that the company developed applies to various brands of electric tools. According to Mr. Yang, Zen-Young started off doing contracted assembly for domestic screw makers and later started to take orders due to numerous inquiries from overseas clients. Now with an integrated list of collaborative screw suppliers, Zen-Young provides high quality collated screws domestic and abroad.

Prepared to Support Future Factories & Client Demand

In Zen-Young's perspective, as we are entering the era of Industry 4.0, factories will be heading for unmanned manufacturing. Other than reducing labor cost and improving efficiency, the most important thing is to avoid human error, so machine manufacturing will orient for customization and automation to rapidly tailor to clients' demand. For this purpose, Zen-Young puts an emphasis on service during the manufacturing process. It provides 3 dimensional dynamic simulation graphs, machine specs charts and the specs for peripheral air compression equipment and electricity consumption. After test trial by technical staff, it can offer test run through online video cam or recorded test videos for pre-shipment confirmation of clients who are unable to visit the plant. Regarding after-sale service, it numbers every machine and component and stores all data on computers that can trace back to the very first machine Zen-Young produced.



Latest Business Plan

Zen-Young develops new machines every year. This year it will focus on developing a powder painting line that can directly take over from washer assembly machines. Besides painting service for self-drilling screws with attached bonded washers, it can color paint one single screw or nail head. It also adds the functions of screw rust prevention and nail length categorization. These will save tremendous labor cost for the fastener industry and shorten the time for screw head painting to shorten lead time. Zen-Young stresses product core value and dismisses low price competition to offer user-friendly, simple-structure, few-expendables, and high-productivity machines and after-sale service at reasonable prices. This year it will attend Taiwan International Fastener Show, and it plans to display machines in German shows in the future. Zen-Young's R&D momentum is sure to continue to amaze global clients!

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Sun Fame Manufacturing Co., Ltd.- Taiwanese Developer for Screw Point Cutting Machines with “High Speed, Precision and Durability”

by Gang Hao Chang, Vice Editor-in-Chief of Fastener World



When we are talking about the pioneer of professional screw point cutting machines in Taiwan, we definitely have to mention “Sun Fame Manufacturing Co., Ltd. (“Sun Fame”).” This company has been in the business for more than 3 decades and has been the first and the only Taiwanese company with 100% self-developing capabilities to fully dedicate itself to the R&D of screw point cutting machines. The significant and a wide array of applications of its products successfully made the company to become the leading brand with the highest market share. Over the past few years, it also further consolidated its presence and marketing strength at home and abroad. The team of Sun Fame can always meet clients’ needs and satisfy their demands according to different applications and in terms of processing speed of machines, processing precision, stability and durability, Sun Fame can finish them all to the best.

Industry Leading Processing Speed: 550 pcs per min.

With more advanced technical level and more manufacturing experience being introduced into the company, the capabilities of Sun Fame’s machines have been greatly enhanced from more than 100 pcs per min. 30 years ago to the current 550 pcs per min. Moreover, facing the ever-changing demands of clients (e.g. the required specifications have been extended from the previous M3-M6(25-75mm) to M2-M12 (6mm-600mm)), Sun Fame can always provide the most suitable machine models. According to the observation of Sun Fame, Japanese clients mostly require micro screws, European clients require wood screws, U.S. clients require sizes of #8-#14 with the length below 4”, and others (from S. America, Central Europe and South Asia) prefer purchasing products with lengths over 4”. In order to have various clients’ demands in all market sectors fully satisfied, Sun Fame can also change the design of machines for better application and convenience for use.

Manager Brian Chao said with confidence, “Our machine design includes some details that seem

unrelated to the performance (which is not so) and that are some critical variants that may influence the assembly, however. Component design and processing precision are both what we value the most, so the design of every component and precision must be meticulously calculated in advance. That is also why the processing speed of our machines can always outperform those of other competitors, whose products are sometimes reported to reveal issues like noise in high speed running due to insufficient stability, vibration of machines or short durability.”

Quality Control from the Very Beginning, Eliminating Foreign Clients’ Stereotype of Taiwanese Machines

One small mistake can cause a chain reaction. As far as Sun Fame is concerned, “Quality control starts from the very beginning of part manufacturing !” If the precision of parts is not qualified, the performance of machines won’t be good, either. As a result, several critical parts Sun Fame uses are manufactured by itself, and material selection and operation are conducted and tested by Sun Fame in-house. In addition, every machine has to be tested and runs for 2 weeks before delivery to clients in order to make sure every part is well configured. Manager Chao added, “I once met a client who rated the durability of our machines as better than our German competitors’. One Thailand born Chinese client also told me that he used to purchase machines from Japan before he discovered our machines that are more cost effective and durable than Japanese products and that our machines completely changed his stereotype of Taiwanese screw making related machines.”

Faster and More Efficient Customization

A completely new creation of a machine from R&D to the final testing usually takes more than half a year. However, Sun Fame can offer the most suitable model with improved design as per client’s drawing or requirement without sacrificing quality, greatly shortening lead times and facilitating product processing efficiency of clients. Manager Chao further noted, “We are looking forward to continuously increasing our market share overseas in the new year and keeping our brand shine bright to let the whole world know there is also a fastener related machines manufacturer with self-developing capabilities in Taiwan.”

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King Yuan Dar – Profession Heat Treatment + 4P Metal Surface Grinding

by Sandra Chen, Fastener World

As one of the most professional Taiwanese industrial heat treatment plants, King Yuan Dar's founder started his business from the gas industry and established his first company "Shan Yuan Gas Corp." in 1980. Later, owing to the high relativity between the gas and heat treatment industries, the founder, with rich professional knowledge of gas, launched another reinvestment project in setting up a heat treatment plant "King Yuan Dar Inc, Ltd." (Changhua Costal Plant), mainly responsible for heat treating auto parts and hand tool components. It has been focusing on its development and innovations for so long. It established a furnace R&D department in 2000 and has been engaged in researching and designing and thus it has attained many patents. King Yuan Dar also upholds the principle of product quality, in 2002 it acquired ISO 9001 and TS 16949 certifications. Through strict control of each products' quality, King Yuan Dar has now earned customers trust and expanded with three plants located in Changhua, Luzhu and Gangshan district in Kaohsiung.

Energy-saving Efficient Furnace, Big Data and Automation

King Yuan Dar owns well-equipped product facilities and with its high efficiency, the company has received great recognition from patrons. The company's continuous furnaces adopt energy-saving efficient thermal insulation material, which can effectively reduce the energy consumption and by its special patent design, the furnace can lower the usage of protective gas. Continuous furnaces are suitable for mass production of components. And to speak about batch type furnaces can improve powder metallurgy parts' strength, hardness, abrasion resistance and fatigue strength, and increase its reperformance, uniformity and steadiness through big data and automation programming. Besides, endothermic gas generator (full-automatic gas generator) can automatically adjust its gas usage as to avoid burning excessive gas, and set up auto- maintenance plan, regularly maintaining itself according to its usage condition.

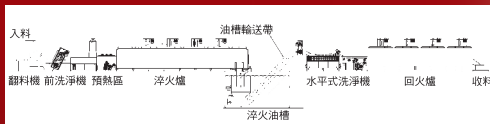
3D Vibration Grinding Machine-4P Makes Excessively Smooth Metal Surface

It's also notable that the smooth metal surface is the future market trend. King Yuan Dar provides 3D vibration grinding machine-4P, which can be used on metal, plastic, ceramics and glass to remove burrs, degrease, remove rust and polish. King Yuan Dar provides all aspects of engineering techniques to meet customers satisfaction.

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CHENG I
DRAWING MACHINERY CO., LTD.

Cheng I, Your Go-to Source for ISO 9001 & CE Certified Wire Processing Equipment

by Sandra Chen, *Fastener World*

If you are seeking to purchase the latest abrasive belt type descaling machines, wire drawing machines, Zinc plating machines and wire straightening & cutting machines, Cheng I Drawing Machinery is your top priority of choice. This specialized maker has been developing and upgrading wire processing machines for the past 5 decades since it opened business in 1970. Their target is clear—to answer the industry's call for higher machine efficiency and security, cater to global demands and keep up with fast-evolving global industrial technology. Their research and studies have paid off and now they have taken an irreplaceable spot in the overseas market which 80% of their products are delivered to. Their machines are ISO9001 and CE approved for reaching international-level security and efficiency. No doubt this brings them to open up the world market.

Quality & Trustworthy Innovator

Cheng I caters to the needs of clients and manifests itself as a trustworthy innovator providing high quality equipment and premium service. The way they make this happen is to train R&D talents and invest in product upgrade and innovation. Apart from that is a large scale production line expansion to turn Cheng I into a world-topping brand and boost machine reputation with an origin from Taiwan. "Our design concepts for next-generation equipment thrive from years' of experience and client feedback," said general manager Mr. Jun-Jie Wang, "We are grateful for your support and hope to hear more from you."

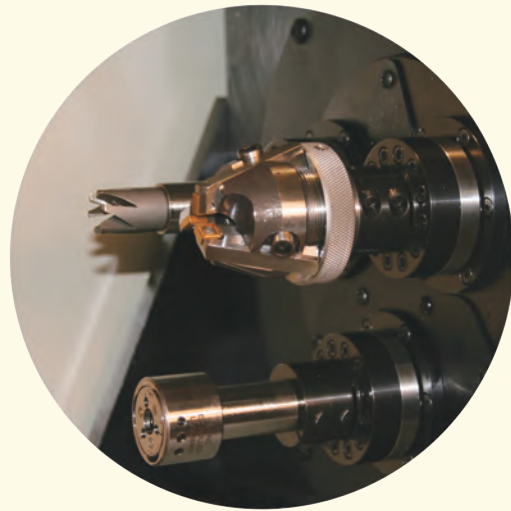
50 Years of Success Thanks to Supportive Staff

He continued, "We started from the domestic market when we opened our doors to customers. As we gained high local ratings for our continuous endeavor in R&D, we began to reach abroad. We started from neighboring regions, all the way to every corner of the world as of today. We went from individual machine export, to whole factory export as we are now. I'm attributing this achievement to our dedicated staff." Wang is never short of modesty and deliberation when it comes to business and his supportive staff.

Meet Cheng I at the Upcoming Shows

Put your visit to Taiwan International Fastener Show and Wire Dusseldorf on your schedule because Cheng I will be exhibiting there to display and increase exposure of their latest product line. This ISO9001 and CE approved maker has proven its automated machines are high quality, top-notch and secure on levels of advanced countries. They will continue this endeavor as they have been and succeed for many years to come.

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Automated Industrial Machinery Inc. (AIM Inc.) Presents AccuThread Module Tailored to Wire Parts Threading

by Dean Tseng, Fastener World

AIM manufactures 2 and 3 dimensional CNC wire bending machines and accessories. Founded in 1992 by Mr. Constantine Grapsas, AIM has grown to become a premier CNC wire bending machine supplier serving customers worldwide. With many product innovations over the years, AIM has established a strong niche in the industry.

As an industrial wire bending machinery maker, AIM manufactures over 85 models of 2D & 3D CNC single or multi head benders, covering a wide range from 2 to 25mm with inline or external accessories such as welding, cold heading, chamfering, punching, drilling, threading, cold heading and marking, providing complete production automation for the automotive, agricultural, appliance, construction and medical markets. The company has customers in the North and South America, Europe, Asia, Africa, Middle East, India, Russia, Australia with the highest sales in North America.

AccuThread- Cost Reduction & Great Coping of Complex Parts with Next- Generation Capability in Development

With a plethora of customer requests, AIM developed a threading Module in order to accommodate threading capability for the wire parts produced from our wire benders, called ATH series. The ATH (AccuThread) modules encompass a total servo system which includes a three position turret system, providing all operations needed for a threading operation: Turning, Chamfering and Cut or Roll Threading using standard tools available from many tool manufacturers complying with English and Metric standards. The ATH can be set in front of a wire bender or it can be part of an automation cell with a robot, reducing production costs by eliminating additional part handling operations. It increases machine capabilities to do more complex parts complete, without the need for manual secondary operations and provides greater ability to quote/bid more complex geometries, resulting in a competitive advantage.

AIM has always been working in enhancing wire operations, automating production and increasing efficiencies which result in higher profits and better quality products. The next generation of the ATH includes automatic Quality Control with 100% traceability of production failures and automatic part verification via high resolution imaging technology, mostly needed for the automotive industry.

Specialized AIM Agents Across 5 Continents

AIM has many agents worldwide in more than 30 countries. "The best route for our potential customers is to contact AIM directly with their production requirements through our website at www.AIMmachines.com. All of the requests are routed directly to our engineering team which assesses the production needs and recommends specific models depending on the requests," said Constantine. When asked about a possibility to add more agents across the world, he noted, "There is always a need for agents but AIM only settles for "educated" agents. In order to be an AIM Agent, you would have to go through vigorous product training, usually held in Chicago, once a year, beside the trade show events."

AIM will be exhibiting at WIRE 2018 in Düsseldorf, Germany, the Wire Expo 2018 in Nashville, TN, USA at the CASMI trade show in Chicago, the Fabtech show in Atlanta, USA and many others. Anyone interested is welcome to contact AIM or the agents in your regions.

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Earlsdon Technology- 25 Years' Excellence in Special-Purpose Machines

by Gang Hao Chang, Vice Editor-in-Chief of Fastener World

Celebrating its 25th anniversary this year, Earlsdon Technology (E-Tech) headquartered in Coventry (UK), are an industry leader who make special-purpose machines for manufacturers of fasteners for aerospace, automotive and industrial applications and manufacturers of automotive engine valves.

With annual sales of US\$ 4 million in 2017, the company is dedicated to offering 100% "Made-in-the-UK" high-quality products and services to clients. All research and development, testing, and machine builds are completed in-house at the Coventry manufacturing site. These efficient and high-performance special purpose machines play a significant role in increasing value for clients' products to the optimum level.

High-Quality Machines Trusted by Clients Worldwide

E-Tech manufactures and designs machines to the highest quality available anywhere in the world, supplying these excellent special-purpose machines to manufacturers for aerospace, automotive and industrial applications. Several fastener manufacturers from America, Europe, China, India, Southeast Asia and S. Africa, considering quality as their priority, all rely on machines made by E-Tech and have been loyal clients for years. "We concentrate on offering Fillet Rolling machines, Drilling, Pointing & Broaching machines, High-speed Automated CNC Lathes and Tapping machines to fastener manufacturers. All the major Aerospace Fastener Manufacturers in Europe and North America use our machines, and some customer sites have more than 30 of our machines," said CEO Simon West.

New FR-V2 Fillet Rolling Machine to be Available on Market Soon

E-Tech never stops its development of new machines, with improved designs and updates to meet clients' needs. In 2017, they released a new FR-V1 High-speed Fillet Rolling machine which can roll nearly 4,000 parts per hour, has 100% in-process monitoring of all rolling parameters, a very compact design, and many other unique innovative features.

CEO Simon West added, "We are using robots and 'cobots' (collaborative robots) to offer very flexible and cost-effective solutions specifically designed to suit fastener manufacturers and all our machines have the facility for remote access with 3G / Ethernet modems, allowing us to fix many problems within a few hours without needing to get on a plane. In 2018, to grow our product portfolio further and respond to more diversified needs, we will debut our FR-V2 Fillet Rolling machine at the CCMT Machine Tool Show in Shanghai in April. We also recently exhibited a machine at the National Fastener Exhibition in Las Vegas."



Strengthening Collaboration with Clients in China, N. America and Emerging Markets

E-Tech maintain solid relationships with distributors in China and N. America and are currently strengthening or expects to begin collaboration with clients in emerging markets (e.g. India, Thailand) and Taiwan.

Mr West said, "We are pleased with the relationship we have with these clients and expect to make more clients learn about the benefits of our machines. Facing the ever-changing markets, we see more opportunities and will also extend our service range to new markets. Our recent supply to SpaceX in support of their recent Falcon Heavy rocket program is one of the best examples. As a smaller, agile company with short development times, we are well placed to develop new machines and meet new challenges."

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