

Woojin Engineering
After-Sales Service Partnership Opportunity



OPPORTUNITY WITH WOOJIN

Automotive After-Sales Service for Machine Tools and Automated Assembly Lines

Opportunity: We are looking to build partnerships with firms that have core strength in servicing machine tool and automated assembly lines for the automotive and related industries.

We are Woojin Engineering, one of South Korea's most **regarded automotive machine tool and automation suppliers**. For almost two decades, the firm has supplied production machinery to the country's largest Tier 1 and Tier 2 manufacturers of automotive and commercial exhaust systems, chassis and structural body, steering and axle manufacturers. Our range of products is tailored to the application, from turnkey multi-station automated assembly lines with robotic welding for high volume production to stand-alone manual specialty machines for final inspection or for R&D testing.

Our strengths include excellence in engineering; utilization of advanced manufacturing technologies, high quality, excellent lead times and unsurpassed service. Our low comparative labour rates allow our customers to significantly reduce their investments. Most of our engineering team each has over a decade of expertise at Woojin, which has resulted in several patents and world first's in assembly systems.

As we build a presence amongst our established customer base in North America, we are actively looking for local business partners to provide after-sales service for our equipment installations both during and after the warranty period. Whether it is fabricating and supplying wear items, installing replacement components, troubleshooting software, providing regular maintenance services, or training operators; our customers demand the peace of mind that our equipment is backed by reliable service that will not compromise JIT deliveries to automakers. If your organization has a demonstrated track record of providing responsive, reliable and effective service with professional technical staff, we are interested in discussing the possibility of a partnership or joint venture with you.

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Beyond after-sales service revenues, the benefits of partnering with us include:

- Major machine rebuilds and retrofits for new program retooling
- Potential for shared resources in new build programs/projects

This opportunity may be particularly attractive for firms which are pursuing a strategy of local North American service, and off-shore manufacture of machine tools and automation equipment.

Customers that have shown repeated confidence in our products include Sejong Industrial Co. Ltd., Dongwon Tech Co. Ltd., Faurecia and Tenneco/Walker for exhaust systems; OTC of Japan, DK Austeck Co. Ltd., and Chasys Co. Ltd., for Chassis; and Delphi Korea, KDAC and Daewoo Precision for Steering and Test systems.

We would be pleased to discuss this opportunity with you further, please contact us via e-mail at info@wojinmc.com