



## FOR IMMEDIATE RELEASE

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## BTW, Inc. Installs Four High Speed Chip Shooters – Juki Surpasses Expectations

**MORRISVILLE, NC — April 2017** — Juki Automation Systems (JAS), Inc., a world-leading provider of automated assembly products and systems and part of Juki Corporation, is pleased to announce that BTW Inc. recently purchased and completed the install of four KE-3010 High Speed Chip Shooters. BTW has been a valued Juki customer for more than 20 years.

Scott Oestreich, Engineering Manager at BTW Inc., stated: “I just wanted to express my gratitude and appreciation with our recent purchase and installation of the four KE3010 machines. They are above and beyond my expectations as well as for all of us here at BTW.”

Since the install, collective data has displayed a more than doubled throughput as well as 98.7 percent uptime compared to about 72 percent on the previous line due to unforeseen operation issues. “From sales to service everything went very well,” added Oestreich. “Juki’s service team did an excellent job as usual with the install and training, making a very smooth and timely transition as we were up and running production on the second line in less than 12 hours, which included tearing down the line, running the utilities, and setting and installing the new machines.”



Carlos EiJansantos, JAS Americas’ Sales Manager, commented: “Juki has had a long partnership with BTW and it is great to see their business continue to expand. The addition of the 3010s will help them meet their higher demand for capacity and give them the flexibility to continue the growth of their business.”

BTW’s electronic contract manufacturing services are founded on capability, flexibility and results. The company’s 24 years of serving many markets, many customer profiles and a wide range of

assembly complexities have resulted in machining, practices, and skilled people focused on these principals.

BTW's primary goal is to obtain a deep understanding of its customers' needs and apply these principals to a flexible and result oriented execution plan delivering customer success. 99 percent on time delivery and 99 percent delivered product quality have been ongoing metrics demonstrating these successes at, and with, BTW Inc. While complete product builds comprise the greatest percentage of BTW's annual shipments, printed circuit assembly is the core of the company's services. That is where Juki comes in.

The Juki lines deliver the same capability, flexibility and results that BTW promises its customers. The new Juki KE-3010 High Speed Chip Shooters are yet another contribution to the history and future that BTW has come to rely on in its partnership with Juki. Large board size, hybrid feeder capability and capacity, and increased speed contribution mirror the principals of service valued by the company's customers.

Oestreich explained, "Furthermore, the technical aspects of Juki's products are enhanced by an organization and group of professionals that go beyond supplier relationship to the critical partnerships BTW holds dearly. Together, BTW and Juki create success for our ultimate OEM partners."

For more information about Juki Automation Systems, visit [www.jukiamericas.com](http://www.jukiamericas.com).

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**About Juki Automation Systems, Inc.**

Juki Automation Systems (JAS), is an international leader in high-speed SMT Assembly equipment, has shipped more than 30,000 machines worldwide since 1987. Juki has built its global image with a combination of top-quality and high-reliability machines with a reputation for world-class service and support that result in the lowest production costs for its customers. Juki machines have about 30 percent U.S. made content by cost. The pioneer of the modular assembly system in 1993, Juki offers flexible solutions designed for both high-volume and high mix environments. JAS, Inc. employs 45 U.S. employees, including 20 service personnel five specializing in applications sales.

Additionally, JAS, Inc. offers a full line of SMT manufacturing products as well as selective solder and stamp soldering machines plus Advanced Technology through-hole machines. Juki supports one of the largest field service groups in the industry. For more information, visit [www.jukiamericas.com](http://www.jukiamericas.com).