



ESCATEC joins forces with US-based Surface Mount Technology Corporation to provide global support with local manufacturing

Penang, Malaysia & Appleton, WI, USA – March 12, 2012 – ESCATEC, the EMS innovator, has joined forces with Surface Mount Technology (SMT) Corporation. This strategic alliance means that together they can provide customers in the US and Europe with local support and manufacturing close to where their customers' design teams are located and the finished goods are to be delivered, together with the advantages of large-scale, offshore manufacturing for improved cost-management through ESCATEC's Malaysian mass-production facilities. Program Managers within the facilities at ESCATEC and SMT Corp. will ensure continuity of high quality support and manufacture between the two companies.

“Customers increasingly need Just in Time delivery close to their end markets,” explained Markus Walther, Chief Executive Officer of ESCATEC. “ESCATEC already has low to medium volume manufacturing capabilities in the heart of Europe at Heerbrugg, Switzerland which acts as a gateway to our low cost, high volume manufacturing facilities in Asia. SMT Corporation fits in by offering manufacturing in North America, as well as a second gateway to mass-production for American companies. As a result, together we can provide R&D and local customer support wherever the customer is located, backed up with manufacturing in the most appropriate location that is closest to the end market, with optimal delivery costs and time.”

Chris Sumnicht, CEO at SMT Corp., added, “It is very important for us to team up with a company that shares our business practices of providing customers with high quality, contract R&D, design and manufacturing so that we can give customers with the best possible service. For example, we are ITAR registered which gives us the ability to design and manufacture military products. ESCATEC has also similarly invested in having qualifications to enable them to manufacture to very high standards such as the ISO13485 quality management standards for the manufacture of medical devices, and the ATEX directives for intrinsically safe products to be used in hazardous environments.”



SMT Corp manufacturing facility in Appleton

SMT Corp. already has several customers who are interested in having products made in Europe in order to shorten delivery times as well as reducing their carbon footprint. In addition, ESCATEC's high volume Asian manufacturing facilities provide economies of scale and the ability to run high volume production.

SMT Corp. serves the Industrial Controls, Military (High Reliability), Medical and Automotive markets, by providing integrated electronic product development and manufacturing services and solutions to improve product time to market. SMT Corp. offers a complete menu of services including product design, assembly, prototyping high level assembly, test solutions, and continuing product support.

For more information, please visit SMT's web site at www.teamsmt.com, or call +1 920-954-8324

For further information about ESCATEC, please visit www.escatec.com, or email enquiries@escatec.com

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