

The staff and management at Hi-tech Tooling would like to extend a very Happy New Year to all our valued customers and hope that 2017 will be a very good year for all of us. The new year always brings a new start with new challenges and new opportunities. This year is no exception and we look forward to a year of exceptional growth and more opportunities.

Hi-tech Tooling had a very good year in 2016 with continued growth in all areas. During the year we added two new staff to bring the total of fulltime employees to 22 which includes 3 apprentices. In 2016 we achieved sales at 125% of budget to give us the highest annual sales in more than 10 years. What was very pleasing was that half way through the financial year, we achieved 92% of the full year's budget.

Three years ago, we set out a new plan to provide Hi-tech Tooling with a sustainable platform to grow into the future. We called the plan 3, 5 & 5 - 3 key customers in 5 main markets doing 5 different things. The intension was to spread our service over several different markets to reduce our exposure to the vagaries of any single market segment. We have not fully achieved our goals as yet, however we are well on our way and I would credit this to the strong position we are in now.

Moving forward we continue to look for growth opportunities and expect to be able to report a number of significant successes during the first quarter of this year.

New Key Role

We are happy to announce our new appointment of **Service Engineer and Customer Contact, Martin Anderton**. Martin has been with us on the shop floor for more than 12 months. In his new role he will take over most of the customer contact and service in Queensland. We look forward to Martin growing into this new role and we are confident that our customers will find him very approachable and reliable .

Martin's contact details:

Mobile: **0499 985 533**,

Email: **sales.1@hitechtooling.com.au**



2016 Hi-tech Tooling Sales Conference

Late last year we hosted a Conference on Frazer Island for five of our Chinese suppliers. They also spent time in Brisbane, Sydney and Melbourne. This was a very valuable time of building rapport and networking and I believe the customers that met with our Chinese suppliers all benefited from their visit.

The first three days was detailed discussions on how better to serve our customers in Australia. Much insight was gained from this Conference. Our visitors enjoyed the conference, the activities and experience on the island.





**The World's No. 1 Trade Fair
for Plastics and Rubber**
Düsseldorf, Germany

See you next time
**16-23
October
2019**

For the first time we were invited to the K-Show in Germany as an exhibitor with one of our Chinese suppliers. This was a great experience. We made contact and networked with a number of local and international customers and look forward to increasing our customer base and the services we are able to offer these customers.

We managed to fit in a visit to the Nürburgring. It was a good drive there and back but not so good at the track. The track was closed to the public because of fog, they were running "taxi" laps. We were not brave enough to be in the passenger seat at 300Km with a wet track and about 20m of visibility, maybe next time.



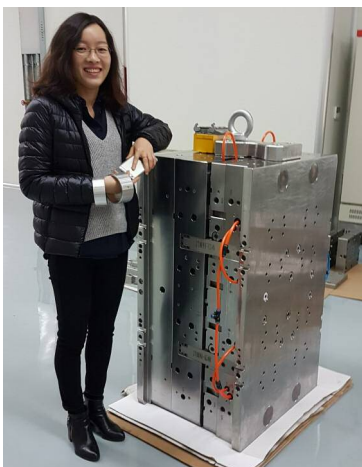
ChinaPlas 2017

In 2017 we will be taking a group to ChinaPlas. This year it is in Guangzhou from May 16 to 19. Customers that have been in previous years are asking about the arrangements for this year. We will be staying away from the show and will arrange transport to and from the show. As previously we will be in Guangzhou for a couple of days before the show to facilitate factory visits. We would encourage you to join us on this event and meet some of our Chinese suppliers and experience Guangzhou. Experience the food, the sights and the traffic.

If you are interested in attending Asia's No.1 Plastic and Rubber show and would like to be part of this group, please drop us a line on info@hitechtooling.com.au.

**Wives are very welcome and if there is a group, we will try and arrange
some separate shopping/tourist activities for them**

Asia's No.1 & the World's No.2 Plastic & Rubber Trade Fair—Guangzhou 2017 May 16th to 19th



Sourcing from China

We have been sourcing tooling from China for more than 5 years. The first two years have been a bit slow. From experience we realised that it takes at least 2 years to build rapport, trust and become established with the Chinese suppliers and to become a reliable supplier in the Australian market. We are now well established with our Chinese suppliers and have to date delivered 42 significant Injection moulds and have 20 tools currently being built in China. By the end of the first quarter we will have delivered 62 moulds to customers in all the eastern states of Australia.

We have disproved the widely-held perception about tooling sourced from China. Quite clearly when dealing with competent professionals a quality outcome is the norm rather than the exception.