

SUCCESS Story

CHEMICAL

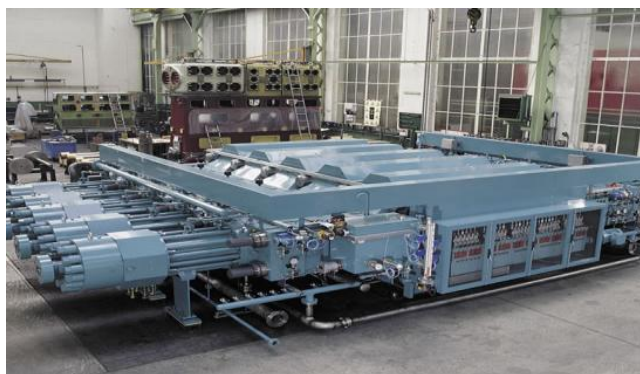


HYPER COMPRESSOR CYLINDER OIL



PRODUCT APPLICATION

HYPER COMPRESSOR CYLINDER OIL for EVA production



CUSTOMER PRESENTATION

- Our customer is a Korean representative chemical company
- Contributing to the development of the national economy and the enhancement of the quality of life through continuous technological development, new product introduction, and quality innovation based on its stable growth.

CUSTOMER REQUEST

- Had been looking for new eligible supplier who could compete with current and alternative product.
- New supplier should be highly experienced and had technical background to meet our customer's requirement

TOTAL SOLUTION / PROPOSAL

- STLC has been strong at Orites business whose market share was close to 50% in Korea
- Provided several times of technical seminars to convince our customer
- Passed strict field trial of our customer with the 32 KL of Orites TW220K supply

RESULTS AND CUSTOMER BENEFITS

- Satisfied with all related teams of our customer in terms of quality and product reliability.
- Achieved over 50% of market share for hyper compressor cylinder oil supply in Korea.
- Accelerating new supply to our customer's plant which is one of our prospects in chemical industry.