

ISO/TS 16949
CERTIFIED

SPECIAL
POINTS OF
INTEREST:

- This Edition marks the 1st year Anniversary of the Sun Newsletter!
- July Highest Sales in 2 years
- Sun gets it's foot in the door in the Advanced Battery Industry.

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sun microstamping technologies

DEPENDABLE AND VALUE-ADDING

ISSUE 12

AUGUST 2010

What's New at Sun Microstamping

This edition marks the year anniversary of the Sun Newsletter so thanks to all the employees that have written articles, provided ideas and helped edit. We are also proud to report July was the highest month of sales since August 2008! This is a great accomplishment. Way to go Sun's "A Team"! We are continuing to focus on in-house improvements throughout the Company to ensure Sun is a dependable supplier that adds value to our customer's businesses. This month has been very busy thus far due to the first production launch for our Tier 1 Customer. This battery interconnect board has 18 components and includes the Stamping, Molding and Weld-

ing Departments in its production. The Engineering, Tooling, Molding and Stamping Departments have been putting in long hours and hard work to ensure deadlines are met. The teamwork and dedication has shone through throughout this project. We are excited for the customer's upcoming visit. In other news, Sun passed our TS Audit with flying colors; the Director of Quality Assurance will tell you more about this. Also, Sun's Mexico Division is launching new products and making advancements to their operation; the Manager of the Mexico facility will tell you more about this. Also, Meet the Editor in the Featured Personality of the Month section in this Newsletter.

A Letter from the CEO

Congratulations to Sun's "A Team" we sailed through TS-16949 Annual Surveillance Audit with only two minors that have since been corrected. July was our highest sales month for almost 2 years, as we all know typically July is a slow month but, not this year!

We are very excited to welcome Six General Motors engineers this week at Sun. They are visiting to see the first production parts for the battery interconnect system developed by Sun. The program was officially kicked off in the beginning of June less than twelve weeks ago! There are 14 Stampings, 4 Molding processes, an automation welding sys-

tem, special cooling processes and an electrical tester for continuity and hi-pot that produces a bar code label if the part passes the test. Sun's "A Team" is very proud to have brought this program in ahead of time and on budget.

Kind Regards,
Bryan Clarke



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DEPENDABLE AND VALUE-ADDING

*Sun's Mexico
Division is busy
with New
Product
Launches"*

Mexico Division Update

Sun's Mexico Division is thriving in 2010. We have already launched many new products for our customers this year and we are excited to report that more new product launches are scheduled for the end 2010 and 2011. Sun's Mexico Division concentrates on labor intensive insert and injection molding programs and also offers the huge benefit of localization for many of Sun's valued customers. The "Sun Mexico Team" has focused on improving all aspects of their operations, so that we can continue to provide the highest level of customer service and quality products for our customers. Sun Mexico is continuing to add additional

resources and technology to support our current growth and prepare for our bright future. We have emerged from the challenges of 2009 and embrace the new challenges of our industries future. There is no doubt that the industry has changed, but the opportunities for more innovative designs and manufacturing methods within our industry including new applications for our products is infinite. Sun will stay ahead of the curve in both facilities.



Creating a Dependable Company Together

A couple of years ago Sun's team was approached by a customer with a prospect of taking over production of Electrical Contact Buttons, which have been around for the last 20 or so years. By approaching Sun the customer was challenging us to find a more cost effective method of manufacturing the component to ultimately reduce costs. So Sun's "A Team" rose to the challenge and thus began a two year development period. From the start of the project, Sun formed a strong partnership with this valued customer as we moved towards this common goal together.

Through working together as a team we met this goal. Sun's "A team" greatly reduced the raw materials needed to produce each component. This component's raw materials include precious metals so this greatly reduced the overall cost of the components. Then the team took it one step further and maximized production efficiency over the previous manufacturing methods. Through new tooling design concepts and

utilizing various combinations of tool steels, component hardness and geometry they found the perfect combination. Throughout this developmental stage Sun's team worked hard to meet and exceed the customer requirements for their component and vision of this product line.

At the beginning of this summer, this program launched into production. We are currently ramping up to high volume production with the annual target volume exceeding 200 Million. Through the summer the team has continued to make significant gains in the tooling life, process stability and product throughput. This could only have been achieved through the entire team working together including: design, engineering, tool makers, machine operators, quality and strong management support. Our customer has also been an integral and highly valued team member throughout the entire process. Thanks to everyone involved for making this program another Sun Success story!

Congratulations to the Sun “A-Team”

As some of you may be aware, we had our TS-16949 Annual Surveillance Audit last month. TS-16949 is the Quality Management System standard for the automotive industry that is required by some of our customers and is preferred by many others. The TS standard is much more stringent than most all of the other quality system standards also includes the ISO-9001 standard which is required by all of our other customers so it was important that we did well.

The Auditor from BSI (our Registrar) was here from 7/20 through 7/23. Over the course of these four days he interviewed many people, assessed many of our key processes, reviewed performance data, confirmed records and generally was a pain for everyone involved.

The outcome of the audit was that we had only 2 minor findings which is very good. Typically it is very rare when an auditor does not write up anything as they would feel that they weren't doing their job or they weren't adding any value to companies they audit so we expected that there would be some findings.

This outcome is something we should all be proud of and is the result of everyone's effort in preparing for this audit. It also shows that as we begin to focus more efforts on following and improving our systems and processes we will end up with less problems and happier customers who can count on us.

Congratulations again and thanks for all of your efforts & help!!

Sun's Featured Personality of the Month - Meet the Editor

Charlotte Clarke **Marketing Manager**

Since this month's edition marks the 1 year anniversary of the Sun Newsletter I thought it would be appropriate to introduce myself. As many of you already know I am Bryan Clarke's daughter. I was born in England and moved to the States with my family when I was five for my dad to pursue a job opportunity and that started the transient journey of my life. As I was growing up we continued to move around subsequently, my younger brother Andrew and I are best friends. At a young age I decided the world was a big place and I wanted to see as much of it as I could and experience everything possible.

I obtained my under grad degree in International Business with a minor in Spanish from the College of Charleston, South Carolina. I even studied abroad in Granada, Spain for a semester. That being said my Spanish leaves something to be desired but, I had a great time living in Spain. After College I moved to Homer, Alaska in my VW Bus similar to Jon Krakauer's book "Into the Wild" however, I made it out. I enjoyed salmon and halibut fishing. An experience that stands out vividly is seeing a hump back whale jump 20 feet from the fishing boat. The whale was bigger than the boat, it was breathtaking and I got to check another item off my bucket list. I worked in a restaurant on the Homer spit and became part of the management team. At the end of the tourist season I decided to move to Colorado where the snowboarding was safer than the Alaskan back country. I lived in Steamboat Springs for the next few years before I decided to go back to school to get my Masters Degree in International Business with a concentration in Marketing.

I attended Sydney University in Australia which was quite an experience. After I completed my degree I treated myself to 6 weeks traveling experience of a life time to celebrate. My favorite part of this trip was visiting Nepal where I flew into the small remote town of Lukla; this is the starting point for Everest base camp trek. I did not make it to base camp due to time restrictions but I did get a small taste of the harshness of life for the people in Himalayan Mountains and the pure beauty of an area untouched by the modern world. I would love to go back one day and complete the hike. My boyfriend, Josh who is my travel partner does not agree due to the fact our plane ride out was so hairy. The Lukla airport is in the top 10 most dangerous airports in the world due, to the weather systems that blow in, in a blink of an eye, around this magnificent mountain range. Also, it one of the shortest runways in the world and literal drops off the side of a cliff at the end of the runway. I am sure like most difference of opinions in our house I will be able to convince him to go back.

After I returned to the States from Grad school and traveling I was looking for a job and my dad said he could use some help on a project. That project turned into another project and so on. I have been working for Sun for over 2 years now as the Marketing Manger. I am really enjoying the opportunity to work for Sun Microstamping Technologies. I am constantly learning everyday and facing new challenges on the job. I am excited to be involved in Sun's future as we are working together to change the Company for the better. I take a lot of pride in my job and see this as a valuable life experience not just a pay check. I enjoy seeing my fellow employees eyes light up as they talk about a successful project they have been working on or a new engineering challenge. These are the moments that reaffirm for me that the future of Sun is bright because of the talent and excitement of my fellow employees.

Sun Microstamping Technologies is globally recognized as a Metal Stamping and Insert Molding company that produces components featuring a high degree of difficulty. We use our innovative methods of manufacturing, advanced processes and experience to produce your most complex products to the highest standards. Sun Microstamping Technologies provides precision components and value added services to leading companies throughout the world. Sun Microstamping Technologies produces Precision Metal Stamping, Custom Plastic Molding and Insert Molding to a wide variety of Industries specializing in the Automotive, Medical, Telecommunications and Electronics.

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Dependable and Value Adding



Sun's Future is Bright



Last month was the highest sales in almost 2 years. That alone demonstrates the future is bright at Sun not to mention all the other exciting developments, including:

- Sun becoming a Tier 1 supplier to the Automotive Industry while getting our foot in the door as a supplier in the advanced battery industry at the same time.
- The success of launching a product after developing the manufacturing capability for 2 years which exceeded our customer's requirements and expectations.
- Sun passing the TS Audit with only 2 minor findings showing the dedication of

our team to meeting our customer's requirements.

All this confirms that the Future is Bright at Sun! Keep tuned for next month's Newsletter to find out more about Sun's progress.

