



sun microstamping technologies

DEPENDABLE AND VALUE-ADDING

ISSUE 5

DECEMBER 2009

SPECIAL POINTS OF INTEREST:

- Sun is positioned Strong for 2010!
- Highest Sales in Medical Device Components in years
- 2009 Breaks RFQ Record this Decade, way to go Sales Team!
- Matamoras Lowers Global PPM, again in 2009!

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What's New at Sun Microstamping

Sun Microstamping Technologies survived 2009 and ended the year being a stronger, leaner business with more focused goals and diversified market share. Thank you to all our Employees that stuck out the year and have now formed our 'A' Team. Thank you to all of our Sales Representatives for helping Sun to attain our highest number of annual RFQ's (Request for Quotes) on record in 2009. We are all looking forward to 2010!

Congratulations to Sun Mexico who completed their TS-16949 Audit last month with ZERO non-conformances and also reduced their Global PPM again this year. Sun's Mexico Division is working very hard for our customers and constantly improving their quality standards and work processes.

Sun's Clearwater Division has also seen a rise in their prototype to production ratio over the last few years. An Average of 40% of all components Sun prototypes turn into a production order and a majority creates repeat business. Please read the rest of this Newsletter for more information about Sun's Prototyping Capabilities or visit our website at www.sunmicrostamping.com.

Since it is the seasons of giving it is the time of year when charity is usually on everyone's mind. Every year during the Holiday Season Sun sponsors our favorite local charity, the Pinellas County Foster Children's Association. This organization provides local foster children a means to receive presents during this time of giving. "Angle Tags" with the child's name and gift wishes are brought to Sun and our employees are notified of their arrival. Any willing employees generously choose a child and provide a gift for a child who may not otherwise have a present to open.



On a more personal note of what is new at Sun, one of the Sun family, Cliff Baldwin and his wife Christina have welcomed a baby boy to their family. Joshua Vernon Donald Baldwin was born on 10/25/09 weighing 6lbs 2oz. Congratulations Cliff from everyone at Sun!

Just a quick reminder, Sun Microstamping Technologies will be closed from December 24th and re-open January 4th, see you in the New Year!

A Letter from the CEO

Whilst 2009 inexorably draws to a close most of us will remember it as a very, very difficult year (British understatement!!) However, the sales during the last four months of 2009 have given good grounds for continued optimism for 2010 and beyond. Here at Sun we are budgeting a substantial increase in sales for 2010, admittedly over a relatively weak 2009. The North American Automotive Industry accounts for approximately 60% of our sales, like everyone

else we are not expecting any substantial increase with in the base business. But, we have won several new and transfer programs that will provide us with good growth.

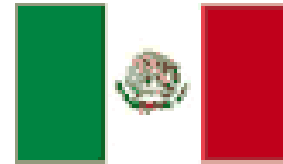
Finally on behalf of the "A" Team at Sun Microstamping Technologies in Clearwater and Matamoras we would like to wish you and your families a very happy holiday season and a healthy and prosperous 2010.

Mexico Division had their highest sales month for 2009 in November!

Sun's Mexico Division would like to thank all of our customers and suppliers for their support this year and wish everyone happy holidays and a prosperous New Year. We would also like to welcome Magna Electronics to our ever expanding customer base. Through the support of our customer and vendor partnerships we continue to grow. We posted our highest sales month of 2009 in November.

Also, in November Sun Mexico completed their TS-16949 Audit with **ZERO non-conformances**. We are committed to providing world class quality and delivery, finishing November with a year to date global PPM reduction. Our PPM for 2009 now stands at 2 PPM.

Sun Mexico would also like to welcome our new Quality Manager Sergio Arizoca to our team. Sergio brings a master degree in quality and many years experience in his field, having worked for both TRW and Delphi. Remember at Sun we define pride as a Personal Responsibility in Delivering Excellence and we look forward to serving you all in 2010.



Sun's Prototyping Process

As mentioned in previous Newsletters, 2009 has been a very busy year for Sun's "A" Team in the prototyping market place. For our customers that don't associate Sun with prototyping here is a list of some of the more exotic components we have prototyped this year:

- Endoscopic Jaws
- Connectors for Hybrid Batteries
- Battery Connectors for Heart Monitoring Devices
- Precise Tubing for New Generation Insulin Delivery Systems
- Oxygen Delivery Components
- RF Shielding for Military Application
- RF Shielding Control Potentiometers

Our Customers expect and get from Sun's 'A' Team;

- Fast Turn Around Time
- The Quality and Accuracy of Products Tooling.
- A Fair Price

At Sun 30% to 50% of the components we prototype turn into production orders and generate repeat business. To find out more about Sun Microstamping Technologies Prototyping services, processes, design and testing please visit our website at www.sunmicrostamping.com.



Welcome New Customers and Programs Thank You to Our Long Term Customers

With 2009 drawing to a close, the “A” Team at Sun would like to welcome all our new customers that have joined us over the course of this year, many in the last few months of 2009. Sun’s new website has improved our domestic market reach and we are hoping in the New Year to improve our international market reach through the website. The site has brought in some interesting RFQ’s and broadened Sun’s customer profile especially in our Medical and Electronics Segments.

We would also like to thank our long term customers for their continued support and new programs putting their faith in Sun to be a dependable supplier. As the sales increased and productivity increased at the end of 2009, the raw material inventory became the next issue. With our supplier’s abilities to rush orders and

our customers understanding and flexibility we were all able to work through this together.

At Sun we believe that our customers are the cornerstone of our success. We strive to be a dependable supplier that adds value to our customers’ business and improve our customer’s competitive advantage. At Sun we take customer service and satisfaction seriously and we apply our company values of Respect, Precision and Accountability throughout every aspect of our business.

**Happy Holidays from Sun
Microstamping Technologies
and Happy New Year!**



Featured Personality of the Month James Poth - Lead Die Setter

I started with Sun Microstamping Technologies in the early 1990’s after graduating high school. I’ve spent most of my life here in the Tampa Bay area. I am happily married and have two beautiful daughters. During my years here at Sun, I have worked in the welding dept, quality control and stamping as an operator as well as a die setter. I am currently lead die setter and am responsible for set-ups as well as trouble shooting tooling and machinery.

During my spare time, I like to spend time with my wife and children who share the same love for the outdoors as I do. Fishing, hiking and camping are some of the favorite activities we take part in. My daughters are also athletic and my wife and I enjoy watching their recreational and competitive soccer games in our home of Dunedin.



Sun's Future is Bright



This section of the Newsletter has remained constant since our Newsletter started in August. As we reflect on this year that is about to end I would like to recap the good, parts that enabled us to say the future is bright at Sun. Hopefully years from now that is what we will remember. The year our Company said we will not give up without a fight.

A few highlights of Sun's year:

Our August Newsletter introduced Sun's new and improved website which I hope you all have visited www.sunmicrostamping.com. Also it informed our readers that Sun was making structural and operational changes to stay competitive in this volatile industry. Sun re-designed the Clearwater shop floor, lowered overhead, improved productivity and created a leaner operation.

Our September Newsletter informed our readers we were seeing an increase in sales and new business comparative to the beginning of 2009 and demand from existing programs rose 10% this month. Sun, like all businesses in the Industry cut our operating costs, however we have maintained our "A" Team so our level of customer service and quality has improved during this recession. Our much leaner business structure is a benefit to our customers. At Sun we are constantly improving our capabilities, quality and industry standard scores.

The biggest News at Sun that month was in the Molding Department, which introduced two new Automated Work Cells that use Robots to load the inserts into a rotary molding machine and unload the over-molded components. These robotic molding work cells were designed and built by our in house engineers. We also kicked off the AmCon Trade Show fall series as part of our increased marketing effort. And to conclude our CEO thanked our suppliers for being able to "pull rabbits out of hats" to provide raw material for our sudden increase in business.

Our October Newsletter boasted that the month of September was our highest month of sales for 2009. Also that Sun set a personal record of highest number of RFQ'S in the 3rd Quarter of 2009 of any quarter in the last 3 years. However, the Stamping and Molding Department stole the show this month by stepping up to the challenge. We had a transfer program with 6 stampings and 20 contact rivets all insert molded onto a complete assembly. The customer needed parts in THREE DAYS. By working 24 hours a day Sun's "A" Team did the impossible and delivered the parts on time, much to the customer's delight.

Also, we would like to congratulate both departments on the progress they have made this year to benefit the entire company. The Molding Department has become more efficient by increasing our sales dollar production rate and reducing direct labor cost. The Stamping Department has accomplished a reduction in the material conversion time. Over 75% of daily receipts of material are being converted the same day or within a 24 hour period. This was done with the help and support of our key suppliers and the communication of all departments of Sun

Our November Newsletter proudly stated that Sun's October shipments were the highest thus far in 2009. Also, sales in our Medical Products Sector were the highest Sun had had for a number of years. This month the IT Department was leading the way with improvements for our company with the overhaul and upgrade of Sun's Network. The IT Department was implementing new plans and goals that will be met over the next few years in order to make Sun's network more customer interactive. November sales were still up and new programs are materializing for 2010.

Our December Newsletter shows that Sun is positioned to have a much stronger 2010! 2009 brought our highest number of RFQ's on record and provided a steady increase in sales and transfer programs over the last quarter of the year. Every department at Sun has excelled this year and advancements have been made Company wide. On behalf of the Sun team we would like to thank our CEO Bryan Clarke for his foresight, planning, idea generation, cost cutting ability, his optimism and his 'juggling act' through out this last year.

These are a few of the reasons why we believe the future is bright at Sun!

Once again we invite you to read our monthly newsletter to follow Sun and the Industry's success, struggles and innovations. Thank you to all our customers for your support and giving us the opportunity to serve you as we work together to survive and flourish in this recession. **Here's to the future of our Industry, may we grow together. May 2010 be prosperous year for us all, see you in the New Year!**

