

- **New Automated Work Cells in the Molding Department**
- **A boost in Sales**
- **Mexico Division meets Goal of single digit PPM score**
- **CEO thanks our Suppliers**

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## What's New at Sun Microstamping

This month has been a busy month at Sun Microstamping Technologies with the summer drawing to a close and the government program "cash for clunkers" creating a boost in nation wide automotive sales. We have seen an increase in sales of our existing programs of over 20% from August to September. RFQ's for both new programs and transfer programs are the highest they have been all year.

The biggest News at Sun this month is in the Molding Department. Sun has introduced two new Automated Work Cells

that use Robots to load the inserts into a rotary molding machine and unload the over-molded component. These robotic molding work cells were designed and built by our in house engineers.

This month we kick off the fall AmCon Tradeshow Series. We will be attending a show in Nashville, TN on September 15<sup>th</sup> – 16<sup>th</sup> in the Gaylord Opryland Hotel and Convention Center. If you are in area please drop by and visit our booth which will be operated by two of our field sales representatives. To obtain more

information about the Tradeshow and other shows we will be attending this fall please visit our website and follow the Tradeshow link.

We have been busy with a TSI Quality Audit during August and received some excellent results which will be discussed later in this Newsletter. Also, in August we effectively launched our new and improved company website [www.sunmicrostamping.com](http://www.sunmicrostamping.com) and our first official monthly Newsletter was sent out.

## News From Matamoros, Mexico



The summer of 2009 has been a very busy summer for Sun Microstamping's Mexico Division. We would like to thank all our customers for their continued support and business. Sun Mexico has been awarded new business from many of our current customers in June, July and August. We look forward

to supporting all of our customer's new projects with the same High Quality and On Time Delivery they expect.

Sun Microstamping Mexico is committed to World-Class Quality Performance and our results prove it, with a year to date 2009 Global PPM of 4. A single digit PPM score has

been the goal of our Matamoros operation. We are very proud of our colleagues "South of the Border" Sun's Mexico Division continues to expand our abilities to provide solutions to meet our customers needs.



ISO/TS 16949:2002 Certified  
Certificate # TS 78602

*Here at Sun we are very lucky to work with many suppliers that are used to "pulling rabbits out of their hats,"*

## Sun's TSI Quality Audit

At Sun Microstamping our associates work closely together to ensure continual improvement in our products and processes. We believe strongly in training and empowering employees to continually maintain and improve overall quality systems and resulting customer satisfaction. While we recognize that these are difficult times, we harness the opportunities that lay before us to continue to drive further improvements in all of our processes.

In these economic times overall sales may be down and costs must

be controlled industry-wide; we believe the absolute best way to achieve this is through continued adherence to standards, improvement in processes, and consistent achievement of first-time Quality.

Through diligent efforts in improving quality and manufacturing processes Sun Microstamping has realized significant gains in overall operating efficiencies and delivered quality results. We proudly maintain our ISO/TS 16949:2002 Quality System Certification to provide our customers with assurance of our commitment and reliability to both our internal and our customer's expectations.

## Letter from the CEO

2009 continues to surprise us, demand for existing programs has risen 20% in each of the last two months. Of course, we must remember we are still down substantially year over year. However, these increases are very welcome!!! Our forward bookings suggest that we can expect this improvement to continue, albeit at a slower pace.

This type of "step function" increase in sales presents certain challenges, not least of which is getting the raw-material lead times reduced to meet this "instant" increase. Here at Sun we are very lucky to work with many suppliers that are used to "pulling rabbits out of their hats," to support Sun and our customers-----Thank you.

The TS16949 Audit proved that despite the severe downturn and the necessary staff

reductions; Sun has been able to maintain the systems and processes that our customers require to ensure the production of high quality components. The excellent result of the TS Audit demonstrated Sun's "A team" is still able to meet and exceed our customers requirements.

Although the TS Audit encompasses the whole company, I would like to congratulate Brooke Clark and his team in particular, for the excellent work they did in compiling all the reports and data in such a professional and concise manner.

As Sun moves towards the last quarter of 2009 we still expect more surprises but now we have renewed optimism that they will be pleasant ones!!!!!!

Kind Regards,  
Bryan Clarke

# Sun's Featured Personality of the Month

## Meghan Philips Assistant Controller

Meghan has worked in the accounting department for Sun Microstamping since February, 2000. A native of Pittsburgh, PA; Meghan is a graduate of Duquesne University and holds a Bachelor's Degree in International Business Relations. After graduation, she moved to Philadelphia and then to Ocean City, MD. A final move brought Meghan to the West Coast of Florida and a life in paradise.

Over the years Meghan has become an avid traveler, spending time in Europe and cruising the Caribbean. During one memorable trip, she and a friend drove from the Shannon Airport in the west of Ireland along the southern coast. Arriving in Dublin for the highlight of the journey – the fabled St. Patrick's Day Parade, they were greeted with the news that it had been cancelled due to an outbreak of Hoof and Mouth Disease. Closer to home, Meghan and her closest friends can be found at any one of the hundreds of festivals held in the Tampa Bay area. Top favorites include the Blues Fest in St. Petersburg and John

Leviqve Pirate Days at John's Pass on Madeira Beach.

Working for Sun Microstamping in an ever-evolving atmosphere has been gratifying and challenging. It is rewarding to have the opportunity to interact with so many people, both customers and vendors around the world. Meghan looks forward to many more years working at Sun and in particular, continuing working with the people she has come to consider close friends.

*"Over the years Meghan has become an avid traveler, spending time in Europe and cruising the Caribbean."*



## Welcome New Customers and Programs

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 customer's business. Due to the increase in market coverage Sun is seeing a dramatic increase in RFQ's (Request for Quotes) in the Medical,

Industrial Equipment and White Goods sectors.

We would like to welcome all our new customers and thank you for giving us the opportunity to add value to your business and improve your competitive advantage. Also, in these turbulent times we would like to thank our older customers

for sticking with us and for trusting us with new programs. 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.



## Sun Microstamping Technologies

14055 U.S. Highway 19 North  
Clearwater  
Florida 33764

Phone: (727) 536-8822  
Fax: (727) 536-6667  
[www.sunmicrostamping.com](http://www.sunmicrostamping.com)

**Dependable and Value Adding**

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.



# Sun's Future is Bright



Over the course of this summer, Sun Microstamping Technologies has seen an increase in Sales and New Business awarded from current and new customers. Compared to the beginning of the year this has lead us to believe the Future is Bright at Sun. We, like all business 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. This Newsletter has demonstrated some of the improvements this summer in these areas.

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.**

