



sun microstamping technologies

DEPENDABLE AND VALUE-ADDING

ISSUE 4

NOVEMBER 2009

SPECIAL POINTS OF INTEREST:

- October Shipments were the highest in 2009
- Highest Sales in Medical Device Components in years
- Phase I of Sun System Overhaul kick's off
- Management thanks our Automotive Industry Customers

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What's New at Sun Microstamping

October was another busy month at Sun Microstamping Technologies in sunny Florida and also at our Matamoras Manufacturing plant. October broke our 2009 monthly shipping record, with the highest number of shipments this year. Management has forecasted November to be on par with October's shipments. Everyone at Sun has continued working hard to ensure products ship on time, every time. This increase in business has brought its own challenges that the CEO will further discuss in his letter. Also, in October Sun's IT Department's brainstorming has materialized into an action plan and implementation to overhaul Sun's entire network.

Earlier this month Sun Microstamping attended our final fall series

AmCon Tradeshow in Houston, TX. This concludes the Tradeshow series for 2009. In total Sun exhibited at 7 Tradeshow series and attended a few more. This was part of Sun's Marketing commitment for 2009, the shows were a success and brought in a number of solid leads. We are looking into exhibiting at a different Tradeshow series in 2010, please stay tuned for more information. We will post the Tradeshow series on our website as we book them.

We invite you to read the rest of the attached November Newsletter to learn further what is happening at Sun Microstamping Technologies.



A Letter from the CEO

October shipments were the highest so far in 2009. Sales in our Medical Products Sector were the highest we have had for a number of years. Several of our products are used in respiratory devices, which of course, in flu season are in great demand, and the H1N1 pandemic has increased the need two fold! Sourcing raw material to meet this enormous increase has been a real challenge; the resin in particular was in short supply. However, thanks to our great relationship with several key vendors we were able to pull it off.

In early November our Mexican operation will be audited by BSI to renew their TS16949 certification. In previous years our Matamoras staff have done a wonderful job and have "sailed" through with no prob-

lems, we expect this year to be even better. "Sun's" Matamoras facility has run with single digit PPM's for all of 2009. The team in Matamoras recently completed 25 PPAP's in 4 weeks to assist a customer who had to make an emergency tool transfer, further evidence of our "A" Team performance.

Sun's new website and branding campaign is producing excellent results, we are currently prototyping for 4 new customers that found their way to "Sun" through this initiative.

As we look forward to 2010 we at Sun are very excited about our growth prospects in the Medical and Consumer Electronics sectors. Of course our major market continues to be components for the Worldwide Automotive Industry and we have 6 new programs kicking-off in 2010.

Sun's Featured Personality of the Month

**Carlos
Romano**

**Tool Room
Manager**

I have been an employee of Sun Microstamping since 1992. I began working with Sun as a Class B toolmaker. Since then I have worked my way up working in various positions such as: Tool Room Supervisor, Engineering Department and currently I am the manager of the Tool Room.

Born in Portugal, I moved to America at the age of 9 and lived in Massachusetts until the age of 24. My interest in the Manufacturing Field began when I attended Diman Regional Technical Vocational High School, where I was enrolled in the Machine Shop program. After graduation, I served my 5 year apprenticeship in Providence, R.I. and a few years later, relocated to Florida and began working for Sun Microstamping Technologies.

I married my wife Sue in 1998 and recently celebrated our 11th Anniversary. I have two beautiful children Adam, age 10 and Ally age 7. When I am not working I enjoy coaching my son's hockey team. I have been coaching hockey since he was 3 years old. He is currently on an Elite Hockey team that travels throughout the United States and Canada, so that is the extent of my traveling. In the remainder of my free time, I watch my daughter Ally play tennis at East Lake Woodlands Country Club.

Once a week, I play goalie in a Men's Ice Hockey League. Having 100 mile an hour pucks flying at you at 11:00 o'clock at night is a great stress reducer.

Sun's System Overhaul

Sun Microstamping's IT Department has officially kicked off the 1st Phase of our system overhaul of our entire network. These monumental changes of Sun's system are product of the expertise of Sun's IT Department. In particular the head of the IT Department Joe Williams. Thanks Joe for formulating a plan and initiating it to improve Sun's functionality and efficiency.

The 1st Phase of this program was initiated in October and we are forecasting the final Phase to be completed by September, 2010. This is a very exciting technological advancement for Sun. The 1st phase includes replacing our older servers with a smaller number of more efficient servers. The new servers are 6 times faster, have doubled Sun's memory capability and have 20 times more disk space. The Engineering Department is one of the first departments to benefit from these updated servers, providing the much need storage space. The final phase of this IT overhaul will benefit our Matamorras Manufacturing Facility by enabling the

plant to run more efficiently. Due to Mexico's limited infrastructure, problems can arise with connections and slow down operations.

In August, Sun Microstamping launched a new and improved website allowing customers to receive quotes over the web. Visiting customers can locate hotels and directions directly from our site, allowing customers to follow advancements at Sun. This was Phase 1 of a two part website launch. Phase 2 will not be implemented till 2011, this phase will make our website more interactive. Allowing customers to track shipments and suppliers to verify orders, are just a few of the things we hope to accomplish in over the next few years.

Please stay tuned to our up coming Newsletters to follow these new developments and improvements Sun's 'A Team' is brain storming and implementing to make our Company shine above the competition.

Efficiently Serving the Automotive Industry

Thank you to our Automotive Customers for your continued support and new business opportunities over this last year. Sun Microstamping Technologies continues to be a proven premier supplier of Intricate Electrical Automotive Components and Assemblies providing highly competitive and reliable support in all phases of the Manufacturing Process from [Prototype](#) to [Mass Production](#). With a vertically integrated business structure and strong partnerships throughout the global supply chain we have formed a reputation as a valuable partner with our supplier and customer base.

At sun we manufacture products through a wide array of Processes including Precision High-Speed Stamping, Custom Injection Molding, Fully Automated Insert Molding, Laser Welding and In-Tool Product Inspection. With a focus on mutual success and customer satisfaction we take pride in our strength of [Product Realization](#), Program Launch and Mass Production through effective Advanced Planning and Program Management. Our team provides valuable input throughout the Quote Phase, Prototype, Design, Production Tool Build and Mass Production of all projects. Our core focus is to continuously strive for efficiency throughout the supply chain by working closely with our customers and supply base.

Sun Microstamping Technologies features over 70 Stamping presses ranging from 30 – 200 ton, and over 40 Molding presses including Rotary, Vertical and Horizontal allowing a broad array of process Design options to suit your projects needs. With fully functional Mold and Stamping Die tooling support on-site we offer In-house Tool Build capability and Maintenance increasing tool reliability and production efficiency.

Automotive Product Applications:

- Functional Spring Contacts
- Window Switches
- Dome Light Switches
- Steering Column Switches
- In-dash Cabin Component Controls
- Connectors
- Compliant Pins
- Terminals / Contacts



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



As we move into this Holiday Season and 2009 draws to a close, we can not help but reflect over the last year and half remembering the challenges, the success, the lows, the highs and the pressures of this demanding industry that threatened many companies very existence. We reflect and we smile, we did it, we are surviving and we have come through stronger than ever, more efficient than we have been in years. Thanks to our 'A Team's' determination, to step up and be leaders for our Company. Sun's 'A Team' is here to move our company into the future and we are excited to see what 2010 has in store.

So to recap, Sun's October shipments were the highest so far in 2009. Sales in our Medical Products Sector were the highest we have had for a number of years. Improvements are being made on Sun's virtual Network, new plans and goals are being implemented in the IT Department. Sales are coming in and new programs are materializing in 2010. So once again let it be said we believe the Future is

Bright at Sun!

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.**

Happy Thanksgiving from the team at Sun Microstamping Technologies! Please visit our website for our favorite Thanksgiving Recipes on our 'Around the Sun Page' at www.sunmicrostamping.com

