



sun microstamping technologies

DEPENDABLE AND VALUE-ADDING

SPECIAL
POINTS OF
INTEREST:

- September Highest Sales for 2009
- Improvements in the Molding Department
- VP of Operations Thanks our "A Team"
- Sun's Medical Device Market is Excelling in 2009

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ISSUE 3

OCTOBER 2009

What's New at Sun Microstamping

September was a busy month at Sun Microstamping Technologies, with the 3rd quarter drawing to a close and the highest month in sales for 2009. Everyone at Sun has been working hard to ensure products ship on time, every time. We are also pleased to report that the 3rd Quarter Request for Quotes was the highest quarter we have had for three years.

In September, we attended the first of the fall series AmCon Tradeshows in Nashville, TN. We would like to thank our Field Sales Representatives that worked the Sun booth and the customers that visited the booth. Earlier this month we attended the Charlotte, NC AmCon Tradeshow on October 6th-8th, there was a great turn out at the show. Later this month we invite you to visit our booth at the Grand Rapids, MI AmCon Tradeshow at DeVos Place on October 21st-22nd. Please visit our website at www.sunmicrostamping.com for more information about the Tradeshows Sun will be attending for the remainder of this year.

As the 3rd Quarter of 2009 drew to a close, each department of Sun Microstamping Technologies looked back on the year thus far and congratulated themselves for different reasons on what their department had accomplished. 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. We are also happy to welcome new employees in the Molding and Tooling Department due to increased demand.

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

A Letter from the CEO

As most of us had forecasted, the 3rd Quarter of 2009 was substantially up from the 2nd Quarter of 2009. However, unfortunately, way down versus Q3 2008. The Bookings for the first two months of Q4 are looking quite strong. After that it is very difficult, if not impossible to forecast with any confidence beyond that, let alone into 2010 !!!!

The 3rd Quarter Request for Quotes (RFQ's) was the highest quarter we have had in the last three years. The number of RFQ's for transfer work continues to grow and Sun has been fortunate to have won several of these programs.

Of course, transfer programs always come with "surprises." So far, none have been insurmountable for the "A" Team at Sun. Last week we had a transfer program with 6 stampings and 16 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. Our quotes for non automotive business are growing steadily and several of these excellent leads have come from our New Website and Marketing campaign. We hope our recently launched Branding Campaign is equally successful.

- Bryan Clarke

Current Medical**Applications****Drug Delivery***Self-Injection Devices***Surgical***Colonoscopy Jaws***Breathing Aids***Nebulizers***Hearing Aids***Contacts*

Sun's Medical Device Market

Over the past ten years, Sun Microstamping Technologies has worked hard to establish their reputation as a premier supplier of the Medical Industry through our expertise in [Micro Metal Stamping](#) and [Plastic Injection Molding](#) to produce Medical Devices and Components, Sun Microstamping Design Experience has proven to be invaluable to our Medical Customers in the [Design For Manufacturability \(DFM\)](#) phase of the program. The DFM Process is where Sun Microstamping's team of Engineers and Tool Designers partner with our Medical Customers to create a robust process to enable High Volume and High Quality Production. With a focus on mutual suc-

cess and customer satisfaction we take pride in our strength of Product Realization, Program Launch and Mass Production through effective Advanced Planning and Program Management.

Sun Microstamping Technologies recently formed a Partnership with a customer to develop a unique Medical Device for holding and releasing the needle in a Self-Injection Device. The Self-Injection Device is used to administer such drugs as Epinephrine; this drug relaxes constricted airways in the lungs. This is just one of Sun's many success stories in the Medical Device Industry.

The Molding Department

It has been an interesting and difficult year for all of us at Sun Microstamping Technologies. We have seen downturns in the automotive market and faced hard decisions to survive these trying times. We now see some light at the end of the tunnel and have new challenges to face.

As Director of Molding at our Clearwater Facility, I have just celebrated my second year in this position. It has been an exciting learning experience. I would like to thank all my employees for the dedication and support over the last two years and look forward to many more productive years.

Some highlights that come to mind are that since Fiscal Year 2007, we have increased our sales dollar production rate by 50% and reduced direct labor cost by 7% making the molding department more efficient to provide our customer's with top notch service.

We also completed automating two job programs for one of our custom-

ers which is a great accomplishment for all of us at Sun. On two other programs we have added vision systems to insure quality product shipping to our customers. All these integrations were accomplished by our in house design, maintenance and automation staff.

In closing, I would like to welcome some new additions to the Molding Department staff:

- Jim Finch - QE
- Steve Higgins - Equipment Mechanic
- Scott Davison - Automation Technician
- John Washnock - Toolmaker
- Tonya Woods - Mold Operator

Kind Regards,

Matt Dlugosz

Director of Molding Operations

Updates from the VP of Operations - Getting to Know your Sun Team

2009 is one of the most challenging years in the history of American manufacturing producers. At Sun Microstamping Technologies, we have endured these challenges and at the same time have become a stronger, more efficient organization. To achieve this, we have a tremendous support team that has pulled all the strings on an ongoing basis to support our valuable customers. Our "A" team is intact and motivated with these challenges. The aggressive nature of our group has seen the completion of new and transfer programs.

A few of the key changes we have capitalized on are the statistical improvements to allow stability in our processes that allow unmanned operations while emphasizing on visual issues. The continual communication throughout the day is also a key ingredient to our success by utilizing our personal resources to meet the ever changing requirements. Our associates understand the monthly objectives, daily goals and hourly changes. There is never a moment of hesitation, from the team, to meet a last minute emergency.

Our direct labor as a percent of production has been reduced by over 95%, while our dollars produced per hour has increased by over 66%. This has been achieved by retaining our "A" team while realizing 0% turnover. Another key accomplishment, with the help and support of our key suppliers, is the 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 required constant communication with our suppliers and strategic internal planning support from our tool room, press operation and secondary support functions.

A special thanks to some of our suppliers. ABC Metals, Adtec, AJ Oster, Ameriplat, Brush Wellman, Clayton Metals, CMI, Eagle Brass, Heyco, HTI, MPI, Naeco, Norstan, Penn United, Perfection Plating, Polymetallurgical, Possehl, Precision Plating,

Precision Steel, Tanaka, Tandem Metals, TMI, Ulbrich and Weiland Metals. Without your support and diligent efforts, we could not have accomplished these challenges.

Personal thanks to my team and my team's team, for their continual support and dedication to Sun Microstamping Technologies.

Listed is part of this great team;

- Mike Erodenko – Manufacturing Manager – 14 yrs.
- Carlos Romano – Tooling Manager – 17 yrs.
- Adam Wolfe – Buyer / Planning Manager – 2 yrs.
- Brooke Clarke – QC Manager – 5 yrs.
- Efrain Fonseca – Shipping & Receiving Lead - 9 yrs.
- James Poth – Set Up Lead – 2 yrs.
- Danny Lincoln – Lead Operator – 7 yrs.
- Carlos Leite – Tool Room Lead – 5 yrs.
- Matt Ford – Tool Design – 16 yrs.
- Stephen Ross – WEDM – 22 yrs.
- Eugene Williamson – Toolmaker "A" – 12 yrs
- Frank Arriaza – Operator "A" - 10 yrs.
- Tracey South – Quality – 10 yrs.
- Fatima Lozic – Shipping – 8 yrs.
- James Hersey – Cleaning & Tumbling – 7 yrs
- Elizabeth Ruiz – Operator "A" – 7 yrs.
- James Viera – Toolmaker "A" – 4 yrs..
- Cliff Baldwin - Operator "A" – 3 yrs.
- Jason McCluggage – Operator "B" – 2 yrs.
- William Wojtiuk – Toolmaker "A" – 2 yrs
- Jantz Meyer—Operator "C" -3 months

Kind Regards,
Steve McKenzie
VP of Operations



Kristie Smith
Production Planner and Buyer

Kristie Smith has been a dedicated part of Sun's Microstamping Technologies' 'A Team' since 1998. She was originally hired to be the Production Buyer for the Stamping and Molding Departments. However, after a few years it became apparent her skills and knowledge were being underutilized and she was promoted to Production Planner and Buyer for the Molding Department.

Kristie is a native of Knoxville, TN where she met her husband of 15 years. It was her husband's job that brought her to Florida over ten years ago. She enjoys spending time with her family and like many Florida natives have discovered that when you live in Florida, your house is a hotel in the summer, everyone comes to visit.

When Kristie is not working, she enjoys watching her favorite college football team, University of Tennessee and going out to dinner with friends at her favorite restaurant "Roy's" where they enjoy the Hawaiian Fusion menu. Kristie also enjoys boating with her family and friends when she can find the time. However, recently she feels like she can never find the time!

She also enjoys traveling especially cruising around the Caribbean to St. Thomas, St. Martin, Belize, Barbados, Martinique, Bahamas and Cozumel. Over the last few years Kristie and her husband have been on four cruises. Her favorite cruise was to the Eastern Caribbean, with a small group of 30. On this cruise they visited Kristie's favorite Port of Call, Saint Martin. Also, Kristie traveled to Europe in 2001. She fell in love with both Paris and London, in particularly the architecture in Paris.



Sun's Future is Bright



We are happy to report that September had the highest sales for 2009 thus far. We also, set a personal record for the highest number of 'Request for Quotes' in the 3rd Quarter in the last three years. These facts lead us to believe the future is bright at Sun Microstamping Technologies!!! You have learned in this Newsletter about what two of our departments have achieved over the course of this year. We will be bringing you more about our other departments' accomplishments this year in the November Newsletter.

At Sun we strive to be a dependable supplier and add value to our customers business. We would like to welcome all our new customers this month 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.

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.**

