



Above, SAI held an open house at its Carlsbad, CA facility on July 11.

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SAI Open House Is A Big Success

Approximately 65 visitors attended Spectrum Assembly, Inc.'s Open House on July 11. Attendees were treated to refreshments and presentations by both company management and outside suppliers.

The afternoon began with a presentation from Chuck Wilson from Aegis discussing the Aegis Advantage in NPI. The presentation looked at ways SAI's new Aegis soft-

ware can speed new product introduction by making it easier to transfer documentation, verify documentation package integrity and program equipment. In conjunction with Itrac and IQ modules, the system also enhances production tracking, traceability, and quality data collection and analysis.

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SAI Roadmap: The Best is Yet to Come

Spectrum Assembly, Inc. continues to update its capabilities. During our Open House I discussed our roadmap. While several of this year's improvements were discussed in the newsletter last quarter, I think it is important to highlight how everything fits together.

Our improvements are focused in four key areas:

- Staying ahead of our customers' requirements

- Ensuring quality
- Maximizing productivity
- Continuing to simplify outsourcing complexity.

We've previously announced additional pick-and-place capability, full implementation of our Aegis software to create a paperless environment, the addition of more

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About SAI

Founded in 1993, Spectrum Assembly, Inc. is a one-stop source for all your contract manufacturing needs. We combine an expert team, flexible automation and a world class supply base to provide responsive, on-time delivery for even the most complex projects.

Our manufacturing operations are housed in a state-of-the-art 40,000 sf facility in Carlsbad, CA. We are small enough to provide a highly personalized approach, yet large enough to address your requirements from new product introduction through end-of-life.

IPC Trainers And Specialists Certified As Part of CI Focus



Students are shown above. (L-R), Back row: Thang Q., Khamphao V., Loc N., Duy N., Kiet N., Anh N., Fernando S. Front row: Macaria Z., Duc N., Thuy V., Hai P., Son T., Dao T., Quan L., Thanh T.

Cross-training staff across multiple disciplines enables the Company to shift resources to support changes in demand, regardless of project complexity.

SAI has now trained Certified IPC Trainers and/or Specialists for three core standards:

- J-STD-001
- IPC-A-610
- WHMA-A-620.

In Q2, six students became Certified IPC Trainers (CIT) for J-STD-001, six students became Certified IPC Specialists (CIS) for IPC-A-610 and six students became Certified IPC Trainers (CIT) for WHMA-A-620. Now that CITs are in place, they can cross train the staff as Certified IPC Specialists. SAI also has staff experts for IPC-7711 and IPC-7721. Having IPC Trainers as full-time staff in every department ensures that SAI is building products to the highest standards and exceeding each customer's expectations.

Spectrum Assembly, Inc. is committed to creating a continuous learning environment for its staff. One of the challenges

of being a regional, vertically-integrated electronics manufacturing services (EMS) provider is that demand can vary widely.

Hot Topic

Reshoring: Can It Save You Money?

Wally Johnson, Vice President, Sales and Marketing has recently published a [magazine article](#) in Circuits Assembly on reshoring plus made it the topic of

his recent open house presentation. Johnson is uniquely qualified to answer this question. A long-time electronics manufacturing services (EMS) industry veteran,

he has experience in managing global sourcing activities and Lean manufacturing supply chain initiatives, in

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Open House

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Jay Gauthier and John McMahon from Mydata gave a presentation on building in quality from a systems perspective. They looked at ways that Mydata tools provide a strong system in effectively supporting high mix production. Mydata placement equipment supports the most complex PCBA requirements. The Mylabel system and component towers link to SAI's MRP system and support more efficient kitting and ma-

chine loads, as well as robust traceability. Finally, humidity-controlled towers help enhance quality by ensuring moisture-free component storage.

Vice President of Sales & Marketing Wally Johnson gave a presentation titled, "Reshoring: What is a Fit and How Can it Save Your Company Money?" The presentation built on the article he recently published in Circuits Assembly magazine and discussed hidden cost drivers in offshore production. He

also shared some case study examples of ways SAI has been able to help customers cut costs through domestic production.

Finally, Vice President Mike Baldwin shared SAI's roadmap both in terms of changes that have been announced and some additional investments that are planned during the remainder of 2012.

SPECTRUM ASSEMBLY, INC.

Reshoring

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addition to his sales and marketing expertise.

“There is no one best place to manufacture your product. It is always a balance of several factors. Labor content, regulatory requirements, demand trends, product maturity and end market all factor into the equation,” Johnson said. “My goal is helping customers better understand their cost drivers and whether or not Spectrum Assembly, Inc. is the best solution in that particular cost equation.”

Customers choose to reshore for a

variety of reasons. For example, one customer had a regulatory constraint on the type of raw cable allowed in its products. Manufacturing in China required shipping raw cable from the U.S. The labor cost advantage in China didn’t offset the added cost of shipping raw materials from the U.S., plus the added costs of expedited freight driven by variations in demand for a configure-to-order product.

Other issues can include project team’s quality of life, intellectual property (IP) concerns or overall product quality concerns.

“Many project team members aren’t

willing to spend weeks or months away from home managing their offshore contractors. And, while there are many offshore contractors with good IP protection and quality protection, one mistake can significantly damage a brand image or wipe out all the cost savings,” said Johnson. “That risk may make sense in high volumes when savings are significant, but for medium or low volume projects it seldom does.”

For copies of Johnson’s presentation send an email to wally@saicorp.com.

Roadmap

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component storage towers to better support high mix production and classification of our most popular services into service packages to make it easier for customers to specify the right grouping of services.

We are involved in three other initiatives that will be in place in 2012:

- We have just completed AS9100

certification to better meet the needs of our aerospace customers.

- Our program managers are being trained through IPC’s EMS Program Manager Certification Program to help ensure a strong foundation of skills.
- We are leasing additional space in our facility to house engineering alliance partners. These engineers will be able provide product develop-

ment support independently or in conjunction with production projects.

Watch the newsletter for more detailed discussion of these additional capabilities. If you’d like a copy of my Roadmap presentation, email Wally Johnson at wally@saicorp.com.

Mike Baldwin,
Vice President

AS9100 Registration Complete

Spectrum Assembly, Inc. has completed the requirements necessary for its registration to AS9100:2009 (rev C) and received its certificate of registration. The initial audit was held in April with minor findings. A final audit meeting was held in June, following initiation of corrective action. The Lead Auditor submitted final reports for review and processing by the Technical and Certification Board and

the registration became effective Aug. 14th.

“We decided to pursue AS9100 registration to better serve our aerospace and defense customers. We build a number of mission critical products. This registration, in combination with our ITAR, ISO 9001 and ISO13485 registrations, enables us to provide comprehensive support for companies in highly regulat-

ed industries,” said Mike Baldwin, Vice President.

AS9100 is the quality management system standard for companies in the aircraft, space and defense industries. NSF International Strategic Registrations was the auditor for both the AS9100 registration and SAI’s recent ISO 9001-2008 re-certification.

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