



The LED “grow” lights are used for a variety of indoor horticultural applications.

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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 60,000 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.

SAI in Action

Pacific Light Concepts Reshores to Lower Cost

Like many original equipment manufacturers (OEMs), the team at Pacific Light Concepts assumed China would represent the lowest cost for manufacturing their lighting products. The start-up com-

pany manufactures LED “grow” lights for indoor horticultural applications involving vegetables, flowers, and medicinal herbs with high light intensity

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HOLIDAY MESSAGE



Sales growth has continued this year with a significant change. Our customer base has diversified from local companies to companies throughout the U.S.

We’ve expanded our box build capacity as our customers value having suppliers who can build their entire product under one roof. Our commitment to the highest levels of service and responsiveness remains unchanged. We look forward to further growth and expansion of our customer base in 2016.

As we approach the holiday season, I’d like to thank all of our customers, suppliers and employees for their support and wish everyone Happy Holidays and a wonderful New Year.

Ron Topp, President and CEO



SAI Continues to Add Projects in Medical, Industrial Sectors

Spectrum Assembly, Inc. won several new projects this quarter. A manufacturer of gas generation systems has selected the Company for a box build product that began shipping December. They had previously worked with SAI and wanted a local manufacturer capable of building the entire product.

A project involving a medical printed circuit board assembly (PCBA) and cables also began production in December. The customer was looking for a manufacturer with ISO 13485 certification that was capable of providing good traceability and superior quality on a complex PCBA. The PCBAs are double-sided and have over 500 components.

Another medical company awarded a PCBA preproduction project. The decision maker had worked with SAI before and wanted a company that was strong in new product introduction.

“We are seeing ‘repeat’ business from decision makers who have worked with us before and have been pleased with



SAI's systems are optimized to support the traceability needs of mission critical customers.

our quality and service. We are also seeing new customers who value the investments we've made in systems and state-of-the-art equipment,” said

Alexandra Topp, Sales & Marketing Manager.

Lighting

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requirements.

“We felt China would be the lowest cost source for the steel housings for our lights. Once we found that supplier it seemed like a good idea to source manufacturing there. However, we found that the labor quality wasn't up to par, production cycle time was very slow and there was a very long shipment time, plus unanticipated delays in customs. Shipments were constantly late,” said Kord Tagley, Pacific Light Concepts' CEO and Director of Product Development.

The Company had originally discussed the project with Spectrum Assembly, Inc. and built prototypes there.

“Mike and Adrian were very easy to work with. We had wanted to go with SAI from the start but felt the unit prices in China were more competitive. Once we realized how much manufacturing in China was costing us in poor quality and missed orders, we realized we would be saving money to reshore it back at SAI,” Kord added.

Today, SAI builds the entire unit, and ships products direct to end customers from a finished goods kanban. They are also storing the steel housings shipped from China.

“We were able to place a large order for the steel housings to get a good volume discount, but we plan to convert to a local metalworking facility for that as well when this

inventory runs out. We feel that a ‘Made in USA’ solution really does make the most sense for our production volumes. SAI's ability to provide schedule flexibility, help us with the transition in raw material suppliers and support fulfillment to end customers has ensured this is the most cost effective choice,” said Kord.

“This is a classic example of the benefits of working locally with a company like SAI. Offshore manufacturers often provide excellent unit pricing, but when the impact of surprise issues such as poor quality or lack of schedule flexibility get added up, there is really no savings. Our systems and processes are designed to provide the responsiveness and efficiency companies like Pacific Light Concepts need to build an established brand,” said Mike Baldwin, SAI's Vice President.

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Spectrum Assembly, Inc.
contract manufacturing redefined

SPECTRUM ASSEMBLY, INC.

SAI To Exhibit at MDM West

Spectrum Assembly, Inc. will be exhibiting at MDM West on Feb. 9-11 in booth 1792 at the Anaheim Convention Center.

“Medical has become a very strong customer segment for us. Our paperless systems, ISO



13485 certification and strong track with a variety of medical products makes us an excellent solution. Our San Diego location is also a plus because Southern California is a hub for medical product development,” said Alexandra Topp, Sales & Marketing Manager.

New Micronic MY200 DX Added to SMT Area

Spectrum Assembly, Inc. continues to invest in new manufacturing equipment. Most recently, it added a MY200DX pick and place machine to increase speed and capacity. The new machine has a maximum placement speed of 40,000 components per hour. It can mount wide of components, hold up to 160 feeders and supports fast set-ups and changeovers.

Defect opportunities are minimized because the MY200DX is equipped with an on-the-fly Linescan Vision Sys-

tem (LVS) that combines maximum centering speed and highest precision for the vast majority of components. It utilizes a Dual Vision System (DVS) to mount flip chips and other specialized components. Additionally, the MY200DX has cameras for feeder fiducial search, and smart supporting functions like the “look before pick” feature. Its AutoTeach system can measure all geometrical data from an unknown package. The operator performing setup simply needs to show the package to the machine’s vision sys-

tem.

“We’ve long been standardized on Mycronic’s products because their placement machine line is designed to optimize efficiency, minimize defect opportunities and grow in capacity as the business grows. We’ve seen our business grow in size and technological complexity over the last year and we see this machine as the right next step in enhancing our placement abilities,” said Mike Baldwin, Vice President.

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