

SAI in Action

SAI Provides No Pressure Solution

Amron International's tagline is *Everything Under Pressure*. The company provides commercial diving, hyperbaric, marine and tactical equipment to businesses, government agencies, and consumers throughout the world. However, pressure is not something they want in their contract manufacturing relationships.

Spectrum Assembly, Inc. is building and testing IPC class 2 mixed technology printed circuit board assemblies (PCBAs) for Amron's wired communications systems which are used in commercial diving applications.

"We needed an outsourcing partner who



One of Amron International's wired communication systems.

valued predictable build cycles and could deliver defect-free PCBAs on time while also supporting quick-turn prototyping. We already knew Tony Franco, SAI's process engineer and respected his expertise. When we toured the facility we were impressed with SAI's operational efficiency, materials management approach and automated inspection capability," said David Lynch, Amron's

Manufacturing Operations Manager.

Materials management was a key deliverable. Material availability issues and

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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 65,000 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.



HOLIDAY MESSAGE



As we reach the end of 2018, we look back on another year of many milestones. We have once again broken previous employment and revenue records. We've expanded our management team to better address our growth and are continuing to make investments in capital equipment. We celebrated our 25th anniversary and were named one of San Diego's Fastest Growing Private Companies. We are on track for an even better 2019.

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 Expands Management Team

SAI has diversified and expanded its management team in order to better support its growth.

Frank Bork has joined Spectrum Assembly, Inc. as Director of Operations. Previously, he was Vice President of Global Operations at Disguise Systems. He earlier served in a variety of operations management and technical management positions at WEIR Minerals Floway Pumps, Beckman Coulter, Sunrise Medical, Spectore Corp., Hedstrom Corp. and Invacare Corp.



Frank Bork

“Frank brings nearly three decades of

management expertise, predominately in large-scale global original equipment manufacturers, to this new role. He has significant experience in the medical industry and other mission critical product sectors. He has managed the product development process at several companies. This expertise is invaluable given the niche SAI frequently fills in our customers’ new product development cycle,” said Mike Baldwin, SAI’s Vice President.

Frank received a Bachelor of Science in Manufacturing Engineering degree with an automotive technology specialization from the Carl Severing School in Bielefeld, Germany. He received a Master of Science in Manufacturing Engineering degree with a specialization in design engineering from Bielefeld University of Applied Sciences in Germany. He is a Certified Project Manager through the Technical Academy Wuppertal in Nuremberg, Germa-

ny. He has also completed courses in Lean/Six Sigma, organizational development, leadership and stage-gate new product introduction methods.

Damien DeCrausaz has joined Spectrum Assembly, Inc. as Quality Engineering Manager. Previously, he was QA Audit/Compliance



Damien DeCrausaz

Manager at MilliporeSigma. He was earlier associated with BioFilm, Inc., Genetronics Inc., Raymond P. Daily Enterprises, Inc. and Daily Medical Products in a variety of quality, technical management and product management

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Amron

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poor planning had impacted on-time delivery at Amron’s previous supplier. That in turn had impacted Amron’s ability to support its customers. Quality had also become an issue.

“We’ve built our business around quality, service, and responsiveness to customers. We need an EMS provider able to support our requirements with that same level of commitment,” added David.

SAI’s detail-oriented purchasing team, willingness to stock long lead-time parts and ability track materials on the floor via an automated database eliminated the materials-related issues that Amron had experienced previously. Tony’s ability to create an open, proactive dialog on technical issues combined with SAI’s design for manufacturability (DFM) recommendations have helped to eliminate

defect opportunities. Capabilities such as 3D automated optical inspection (AOI) and SAI’s functional test expertise have also contributed to enhanced quality.

“SAI manages our business the way we would manage it. They are aggressive in expediting material in a challenging materials market. They provide very complete reporting on first article validation so that our team understands any design constraints. Their factory is automated in ways that help ensure superior quality. Most importantly, they provide attentive, detail-focused program management of our account. In short, we see them as more of an extension of our team than a supplier. That helps us better support our customers,” said David.

Visit SAI at MDM West in February



On Feb. 5-7, SAI will be exhibiting at MDM West at the Anaheim Convention Center in Booth 3166.

“Medical products represent a large part of our business base. We look forward to discussing our flexible approach to manufacturing and one-stop solutions with the potential customers that a show this large attracts,” said Alexandra Topp, SAI’s Sales & Marketing Manager.



SAI Works To Address Material Issues

Material constraints are likely to continue throughout 2019. This is a global challenge, brought on in part by heavier demand that many component manufacturers failed to anticipate and consolidation within the chip manufacturing market. Currently, Spectrum Assembly, Inc. sees the bulk of the constraints in the capacitor market.

There are several best practices that address this problem. First, select as

many alternates as possible on the Approved Vendor List (AVL). This opens up sourcing options if one vendor is constrained while others are not. Second, issue blanket purchase orders that will enable SAI's team to put orders in pipeline for long lead-time parts. Often part allocation is based on prior usage history and the date the order was placed.

December saw better news on the tar-

iff front as trade talks resumed with China. The 25% tariff set to start in January has been postponed 90 days. That said, a 10% tariff is still in place for most material purchased from China. Most distributors are passing that cost on, and in those cases, SAI does pass this cost on to its customers. SAI's team is working with distributors to identify part options from countries other than China. AVLs with several alternates help this process.

SAI Expands

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positions.

"Damien has nearly two decades of experience with medical manufacturing companies and significant expertise in regulatory affairs and quality system management. He will be an asset in ensuring we have a strong quality management system foundation aligned with our customers' needs as we continue our growth," said Mike Baldwin, Vice Presi-

dent.

Damien is a Senior Member of the American Society for Quality (ASQ) and a member of the Regulatory Affairs Professionals Society (RAPS). He is a Certified Manager of Quality/Organizational Excellence and a Certified Quality Auditor through ASQ. He completed the Regulatory Affairs Certificate: Medical Devices-Pharmaceuticals Dual Certificate Pro-

gram. He has also completed a number of professional development courses related to quality system auditing, FDA and European regulatory issues, corrective and preventive action management, and Device Master Records and Design History Records management. In 2015, he received an Excellence in Employment Award from the California Disability Services Association.

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