

SAI Wins a Service Excellence Award for the Eighth Consecutive Year

Spectrum Assembly Inc., won the award for Value for Price for EMS companies with revenues under \$20 million at the 2019 Service Excellence Awards (SEA) for Electronics Manufacturing Services (EMS) providers. The awards program was sponsored by Circuits Assembly magazine and recognized EMS companies that received the highest customer service ratings as judged by their own customers through a third party. The ceremony was held on Jan. 29, at the IPC APEX Expo in San Diego, CA.



(L-R) Alexandra Topp, SAI's Sales & Marketing Manager with Mike Buetow, Circuits Assembly's Editor-in-Chief.

"The Value category is one of the most difficult SEA awards to win because customers tend to reduce scores in that category. There is a natural tendency in the supply chain management commu-

(Continued on page 3)

In this issue:

SEA AWARD	1
LASER MARKING	2
TRADE SHOWS	3

About SAI

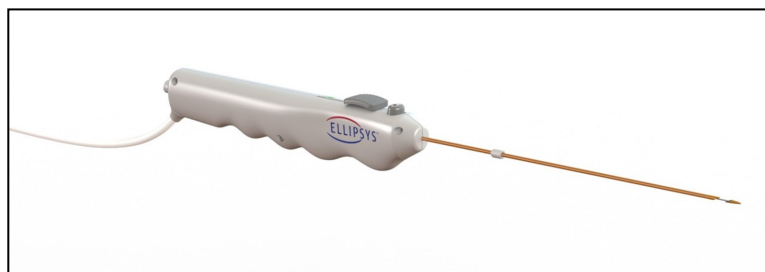
Founded in 1993, Spectrum Assembly, Inc. is a one-stop source for all your contract manufacturing needs. We combine an expert team, flexible automation and a world class supply base to provide responsive, on-time delivery for even the most complex projects.

Our manufacturing operations are housed in one state-of-the-art facility totaling 60,000 sq. ft. 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

Avenu Medical Device Helps Improve Patient Quality of Life

Avenu Medical, Inc. was founded in 2010 to pursue unmet clinical needs in the end-stage renal disease (ESRD) and vascular access market. Avenu Medical's Ellipsys® Vascular Access System helps patients with end-stage renal ESRD disease requiring hemodialysis avoid a painful surgical procedure. The arteriovenous fistula (AVF) surgical proce-



utilizes Avenu Medical's breakthrough Endovascular Arteriove-

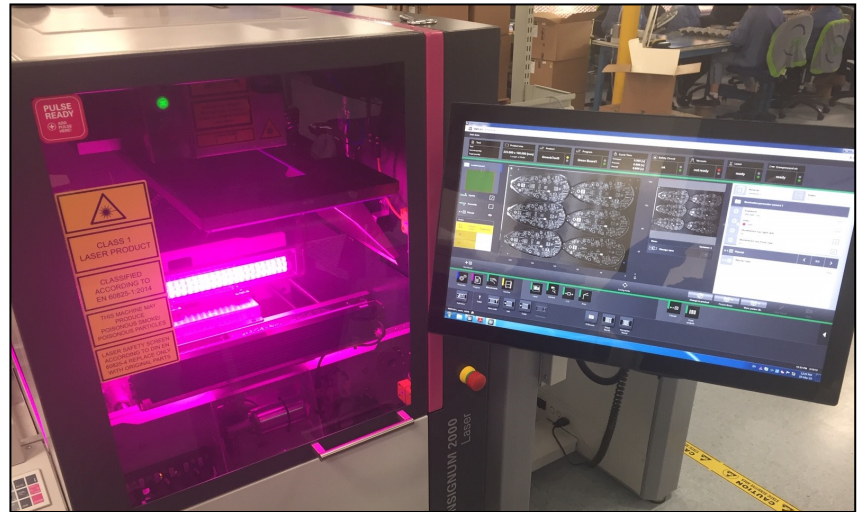
dule joins and an artery and a vein together, normally in the arm, to increase blood flow rate and diameter to support frequent hemodialysis treatments. The Ellipsys® device

(Continued on page 2)

SAI Adds Automated Laser Marking Capability

Spectrum Assembly, Inc. has added automated laser marking capability to support customers with serialization requirements. The Insignum 2000 laser is a fully automatic high-speed laser marking system for printed circuit board assembly (PCBA) marking. The system is designed for high working speeds and achieves utmost precision using optional fiducial recognition. Its automated handling system loads and unloads PCBAs under control of the Insignum 2000 laser. Using RGB lighting, differently colored PCB solder masks can be illuminated ideally. The result is an increase in process stability.

Other features include short cycle times, the ability to mark multiple panels in a panelized PCBA and a large marking



The Insignum 2000 laser is a fully automatic high-speed laser marking system for printed circuit board assembly (PCBA) marking.

area. Its small footprint and integrated flip station make it easy to integrate into the production line.

SAI in Action

(Continued from page 1)

nous Fistula (endoAVF™) Technology to provide non-surgical AVF creation utilizing a catheter that delivers a small amount of thermal energy to fuse a sutureless connection between the vein and artery. This less invasive procedure can be done in a doctor's office or outpatient facility and does not leave a scar.

Spectrum Assembly, Inc. builds the cable assemblies and electronic control for the device. Final assembly is done at Avenu Medical's facility in San Juan Capistrano.

"We wanted to find a local manufacturing partner who could deliver the superior quality we need at a competitive price. SAI has been able to do that very responsively. Their ability to source material plus provide a solution for both cables and electronics frees up our team to focus on more complex aspects of the



SAI builds the electronics used in this control unit and cable assemblies used in the handle.

product. They are also extremely easy to work with," said Brad Kellerman, Avenu Medical's Director of Engineering.

6300 Yarrow Drive
Suite 100
Carlsbad, CA 92011
Phone: 760.930.4000
Fax: 760.930.4008
E-mail: alexandra@saicorp.com



Spectrum Assembly, Inc.
contract manufacturing redefined

SPECTRUM ASSEMBLY, INC.

SAI to Exhibit at Del Mar Design & Electronics Show

Spectrum Assembly, Inc. will be exhibiting at the Del Mar Electronics & Design Show at the Del Mar Fairgrounds in San Diego on May 1-2 in Booth 302-304.

“The Del Mar show is a uniquely San Diego networking tradition which gives us an opportunity to update our diverse technology community on the ways our capabili-



ties and solutions are evolving,” said Alexandra Topp, SAI’s Sales & Marketing Manager.

In February, SAI exhibited at the MDM West show in Anaheim.

“MDM West gives us the ability to reach a geographically broader base of medical device manufacturers in one of our key business segments. We had a good show this year and have several promising opportunities,” Alexandra added.

SEA Award

(Continued from page 1)

nity to want to keep EMS companies guessing relative to the competitiveness of their price. I’m happy our customers are pleased enough with the value that we

deliver that we stand out in this category,” said Mike Baldwin, Spectrum Assembly, Inc.’s Vice President.

This is the eighth consecutive year that SAI has won one or more categories in the SEA awards.

[Visit us at www.saicorp.com](http://www.saicorp.com)