

# COMTEC MFG., INC.



DESIGNERS AND MANUFACTURERS OF POWDERED METAL COMPONENTS

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## QUARTERLY NEWSLETTER

To Our Market:

March 31, 2010

Now that we have finished the first quarter of 2010 it is certainly evident that Comtec's volume of production activities are on the rise. Sales figures are up 2.1% over 2008 with a backlog increase of 72% over last year at this time. A short term economic improvement is partially responsible, however, after analysis of sales detail it also appears that new customer work weighs in heavily. This is largely due to the commitment our sales department has on rebuilding our sales volume losses incurred during 2009.

Although sales are up only 2.1% over 2008 we are experiencing the need for expedited product from all segments of our market. At current, "we just can't produce it fast enough". Since January of this year we have scheduled production activities for 7 weekends out of the 12 available. We have hired 2 additional people and are currently looking for 3 more to fill production disciplines. Our production schedules remain somewhat firm looking forward for approximately 3 months, and they continue to look more stable as we finish the first half of the year.

In February we hired a "Vice President of Manufacturing" who will be responsible for directing all production, engineering, quality, and maintenance department personnel. His name is James J. Scida, and, his experience is rooted at GKN, MascoTech, PMG, and Brockway Pressed Metals. Jim's experience and background includes facilities management and supervisory positions held as a senior staff member responsible for all manufacturing related disciplines in our industry. He is an excellent communicator and is highly effective in conveying the goals and objectives set in place by management to drive productivity and cost reduction. We believe him to be a great asset to Comtec, and, if you get the chance to work with him you will agree.

## Showcase “Part of the Quarter”



|            |   |
|------------|---|
| Part Name: | Rack Gear   |
| Part Use:  | Proprietary Instrument  |
| Alloy:     | 304 Stainless Steel   |
| Quantity:  | 8,500 piece production run  |
| Part Cost: | Inquire at <a href="http://www.comtecmfg.com">www.comtecmfg.com</a> and ask for “showcase” part costs |
| Tool Cost: | Inquire at <a href="http://www.comtecmfg.com">www.comtecmfg.com</a> and ask for “showcase” tool costs |

### Part Specifics:

This part is produced in intricate detail as a net shape without any additional post sintering operations to achieve final configuration. To avoid damage to the green compact after ejection from the die the part is picked off and placed onto an accumulator table with robotics. Sintering a part of this long, thin, flat design becomes especially challenging when maintaining flatness in a pure hydrogen atmospheric environment.

Tooling for this part consists of an upper punch, lower punch, and die mounted in a 45 ton mechanical compaction press, and, although the tool components are somewhat delicate the raw material is molded at around 60 tons per square inch of pressure.

Next quarterly newsletter will come out June 30, 2010. Until then, if you have questions on content or need design assistance please contact our people at [www.comtecmfg.com](http://www.comtecmfg.com).