



## **Merry Christmas from the “Forest”!**

This year is almost over. We look back to see a good year economically for our business, our country, and hopefully for your business and personal activities. We here at Silicon Forest Electronics have enjoyed a very good year. Our top 15 customers, collectively, represent over 160 years of connected service. We are blessed with customers who are truly partners in seeking solutions to common problems. We appreciate the business and the partnership approach that each has taken, and we greatly appreciate the trust and confidence each of you has placed in Silicon Forest Electronics.

Our year has seen the implementation of new technologies. Our investment in 3D X-Ray has given us better inspection tools and a non-destructive method for failure analysis. We added “dye and pry” failure analysis to the failure analysis toolkit. Process Engineering also qualified a new BGA rework station, batch cleaner, and potting dispensing tools. A more robust 3D printer replaced our aging system. New projects for next year that are underway, but not yet complete, include qualifying a new cleaner chemistry that is environmentally friendly. In 2019 we expect to upgrade our stencil printing capability as well. Our NIST compliance plan implemented in January continues to evolve during the implementation and compliance process.

Our greatest challenge for 2018, and will continue into 2019, is the “supply chain apocalypse”. Lead-times from suppliers are constantly being pushed out from our supply chain due to global demand for components and advances in technology such as the “Internet of Things” and demand for automotive sensors. We successfully created new strategies to counteract its effects. Our on-time delivery has remained at 98+% across the board in spite of the supply chain faltering.

Our continued goal for 2019 is to profitably grow partner relationships to provide and create solutions around an uninterrupted flow of material of superior quality and necessary quantities to timely meet your production needs and flex with your demand variations.

We wish you blessings for the New Year and that your success will continue far into the future. As always we stand ready to support your needs with solutions.

Cheers,

Frank

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