



# Quarterly Update

410 N. Dunbridge Road Bowling Green, OH 43402 USA (419) 354-1541 Fax (419) 353-5690 Email: sales@clarkfixtures.com

## January 2008 Issue

**T**hank you for a great finish to 2007. We are very thankful for all of you who have helped make us successful. In 2007 we have had the opportunity to expand extensively into the aerospace industry and, through our facility in México, into the Mexican market.

### Expansion

**Clark Fixture Technology  
México S de R L de C V**  
Jaime Benavides Pompa No 925  
Fraccionamiento Villas del  
Nogalar  
Ramos Arizpe, Coahuila  
México 2590  
Tel.: (844) 490-5555  
Fax: (844) 490-5557

Our facility in México now has achieved ISO9001:2000 certification and its quality lab accredited to ISO/IEC 17025:2005.

We have continued to build up our staffing and equipment at this facility to meet the demand we are receiving. Currently this facility is now handling virtually all the jobs coming from within the country. The savings from transportation cost, border fees, and transportation *time* makes this facility a great option for our customers in México.

We are very proud of our employees there and the job they are doing. We know both locations will be able to be a real benefit to each other as we continue to grow into new markets.

Speaking of new markets, we hope to announce some developments in the near future as to a range of products we will be offering to the automotive industry. You will be receiving more news on this after the first quarter of 2008.

### Process Change

We have begun sending all fixture documentation via email instead of sending it with the fixture shipment. The reason for this is to provide you with the information as quickly as possible as well as make it easy for you to print duplicates when copies are lost. The following items will be sent in this format:

- CMM report
- Data Sheet
- Quality Inspection form
- Digital photo of fixture

As mentioned, one of these items will be a digital photo of the fixture that is being sent. We felt this would be a welcome addition to the information packet with each fixture. It will provide a good reference to you in regard to what the actual fixture looks like without having to go out on the floor to view it. In some cases, because of the size of the fixture or other confidentiality issues, no picture will be provided.

### Thoughts to Consider

In today's environment it is crucial for you to have a supplier that is able to provide not only the product that you need, but also the service and technical backup when your customer has questions.

I believe what we bring to the table is much more than our wide range of products. Daily, our customer service representatives find inaccuracies, conflicting GD&T or mistakes in the CAD models which have not been detected by you or in many cases by your customers. We feel that our experience in reading prints, understanding GD&T and creating innovative solutions to the quality verification process has helped make us a leader in the fixture business.

I want to wish each of you a prosperous new year and once again thank you for your business.

Calvin TenBrink  
VP Sales & Marketing