



# NewsDirect Precision Performance Integrity

*High performance contract manufacturing services to electronics companies around the world. Our customers span the high-reliability military, medical, controls and instrumentation industries. Since 1970, PPI-Time Zero has produced over twenty million electronic assemblies for these markets.*

Newsletter Q1 2008



## FROM MY VANTAGE POINT

**Dana M. Pittman,  
President, CEO**

**I want to personally thank each** of our valued customers for their continued support. The employees of PPI-Time Zero fully understand our customers have options with their CEM solution and we appreciate the opportunity to fulfill this critical need.

With over 36 years in business, PPI-Time Zero has established its position as the premier CEM provider in New Jersey. Our focus continues with high reliability, mission-critical products and services supporting the aerospace, defense, medical and industrial centric markets.

Our HUBZone status ensures our "seat at the table" on new defense opportunities...and we believe the defense and aerospace markets will continue to be vibrant for us in the years to come. Many critical milestones were achieved in 2007 and several will have a positive impact on our future results.

### Key Customer Activity

The signing of a multi-year contract with Breeze Eastern Corporation was one of many key customer events during the year. The synergy between our companies is significant and I'm enormously proud of the flawless execution of PPI's employees during the start up. We expect additional legacy platforms will continue to transfer from Breeze-Eastern during 2008.

Another significant accomplishment was with the transfer, start up and qualification of a new IBM test platform. This successful transfer was the result of many hours of process development by PPI's engineering and supply teams. The product will be deployed across several IBM business segments and may ultimately be sold through other market channels.

2007 included several new medical partnerships that will mature in 2008. We see the medical sector as the largest opportunity for our company in 2008. We plan to develop and scale these new programs during the second half of the year. PPI continues to support Class 2 medical devices at our FDA registered facility in New Jersey.

### Strategic Start-Ups

PPI-Time Zero was successful in achieving UL recognition for its Taiwan based bare board manufacturing plant. All bare boards manufactured after December, 2007 will carry the PPI logo

and UL Registration number. In addition, PPI is at the final qualification stage for our facility in India. We expect to be UL registered by the end of Q1/2008. These offshore investments provide our customers with lower price points while we continue to support the engineering, logistics and quality assurance from start to finish.

### Depot Repair and Refurbishment

PPI successfully launched its depot repair and refurbishment center Q4/2007. PPI is currently providing warranty, end-of-life and sustaining engineering support for several commercial and military platforms. One of the larger opportunities launched in 2007 was with Tangent Communications. PPI supports Tangent's wide area network system, a critical data communication solution, used in multiple commercial and defense applications.

### Ready for 2008!

In summary, PPI is well positioned to meet or exceed our goals and objectives for 2008. Our continued emphasis on customer satisfaction, continuous improvement and best practices will ensure our company is successful in the years to come.

Thanks to all our customers, employees and material logistics partners for making 2007 a great year. ■

## Arrow Electronics Receives 2007 Supplier of the Year Award



**CEO Dana Pittman** recently named Arrow Electronics the 2007 Supplier of the Year for PPI-Time Zero.

In making the announcement he commented that "Arrow Electronics provides a total logistics solution for PPI-Time Zero. From the quote state to order fulfillment Arrow has consistently met the challenges our our business providing the best-in-class levels we require. ■

*From Left to Right: Dana Slater, Sales & Marketing Manager, Mike McMahon, Field Sales, Toni Jurkiewicz, Inside Sales and James Roe, General Manager*

## Customer Sends Kudos

THE FOLLOWING MESSAGE WAS SENT TO A PROGRAM MANAGER AT PPI-TIME ZERO

We just received our first shipment of the boards you've done for us. We have had two other vendors do these boards over the years and I can say, by far, this is the best workmanship we have received on these boards.

Other vendors had issues with proper placement and alignment on these boards. But your company alignment and cleanness is far superior to all the other vendors that have done these before. I haven't had to check them electronically but I'm sure there will be no problem with that.

We here at MCM appreciate the great workmanship your company provides us time and time again. ■

**M.C. Miller Company - Vero Beach FL**

## 2007 Eagle Award to Zelenenki



At the recent PPI-Time Zero staff meeting held to launch fiscal year 2008, Dana Pittman, CEO and President presented The Eagle Award to Steven Zelenenki, Senior Process Engineer for his

outstanding engineering efforts on the Breeze-Eastern legacy products manufacturing transition program.

Steve not only prepared the processes necessary to assure that our personnel would manufacture the product right the first time, he also supported the line with intense follow-up to make certain we obtained product conformance on a significant mix of product requirement. He also provided BEST-of-Class customer service by visiting the customer's site, morning and night (on his own time!) to assure parts were expedited that were needed to enable our staff to do their job. He delivered the finished product at the end of the day, on many occasions the same day, the requirement was picked up. Congratulations Steve for a job VERY well done! ■

**EXCESS INVENTORY A HIT ON THE WEB!** The launch of our Excess Inventory section on our web site continues to be a winner! We are receiving orders daily from our customers and component buyers world wide. The excess inventory list includes a wide range of military components, active and passive devices and carries manufacturer's certificate of compliance. The project was initiated last year and it continues to be an advantage to us in reducing our inventory. It is a valued service that has generated additional revenue for the company. Visit [www.ppi-timezero.com](http://www.ppi-timezero.com) and select Excess Inventory and then Search or contact Ed Sabik at 973.278.6500 x 515 or [excesssales@ppi-timezero.com](mailto:excesssales@ppi-timezero.com). ■



## **No Challenges Too Big for the PPI-Time Zero Team!**

**Frank Simons,**  
**Executive VP, Sales and Marketing**

**We have now completed another successful** year of providing Best of Class Customer service, product conformance, on time delivery with the right quality to our very valued customers.

During the year the staff and management of PPI-Time Zero Inc. have once again demonstrated that there are no challenges too big or too small to be solutioned, and no customer demand viewed as unobtainable or out of our grasp.

This philosophy practiced in our daily operations has provided the catalyst that differentiates our company from the competition. A classic demonstration of where Best-of-Class (elephant killer) mentality can take a company is having formed a real Partner in Business relationship with Breeze-Eastern Inc. a worldwide recognized market leader in the aerospace industry.

Our company has been selected as the Vendor Partner that will manufacture ALL of the electronics for the Cargo Winch and Crane Systems for the new A440M Airbus Military Transport. We have executed a LTA (Long Term Agreement) that guarantees our continued Partnership on this program through the year 2025 or for the life of the program whichever has the greater longevity.

We did experience one major shortfall in our customer revenue plan for the year. Due to no fault of anyone or anything at PPI-Time Zero, one of our key aerospace companies transitioned their legacy CCA work to their facility in Malaysia to gain access to lower cost labor. We had manufactured their products flawlessly for over two years and we have reason to believe the transition has not worked out as well as they originally anticipated.

This was a multi-million dollar sales revenue set back that did not cause us to falter from our mission and our revenue growth plan. Instead we banged the momentum up several notches and replaced the business with new aerospace and medical opportunities.

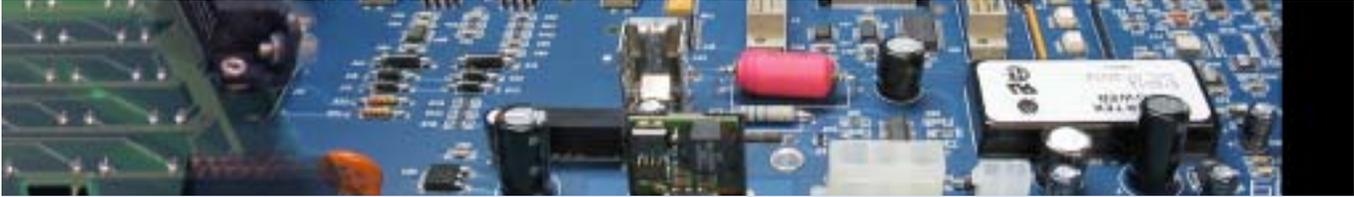
As a result of our recovery action plan we were able to increase our revenue for the fiscal year above the previous year's performance! Now that's teamwork!!!

We have been able to start up several new customers during the fiscal year without creating any shortfall in performance to our existing customer base. Doing this is not an easy task to accomplish by any company regardless of its position in the marketplace. Another demonstration of our teamwork and dedication

We have focused our sales and marketing strategy for the year on the military, aerospace and medical market segments and have achieved increased success with both. This focus will continue in 2008 and we do anticipate reaching our goals and objectives.

Congratulations to our employees, our staff and management. Your effort and support makes all the difference in our outcome. Our Manufacturers Representatives are to be commended for their exceptional efforts and performance in 2007. We look forward to achieving even a stronger performance in 2008 with an expected 15 percent revenue growth.

With everyone making a dedicated effort, as we have always done, I'm sure we can meet the challenges and share in the rewards that will surely follow when our plan is accomplished on December 31, 2008. ■



## **Breeze-Eastern Corporation Enters in LTA With PPI-Time Zero**

**Two New Jersey based companies commit to mutually beneficial relationship**

PPI-Time Zero, Inc, CEO Dana Pittman, announced that a long-term agreement (LTA) has been reached with Breeze-Eastern Corporation, a world leader in the design, development and manufacture of electric and hydraulic load lifting, positioning and restraining products. The Breeze-Eastern, PPI-Time Zero multi-year, multi-million dollar LTA is anticipated to continue until at least 2025. "We are very pleased to have Breeze-Eastern as a partner and to be part of this critical and challenging venture," said Pittman.

"PPI-Time Zero will produce electronic sub-assemblies for use in the controls of the Cargo Winch System, Retrieval System and Cargo Crane System for the Airbus A400M Military," said Frank Simons, Executive Vice President of PPI-Time Zero. Breeze-Eastern is a pioneer in technology for helicopter rescue hoists and cargo winches. The two east coast based companies are committed to establish a mutually beneficial relationship as customer-focused partners to supply superior engineered products.

Breeze-Eastern, headquartered in Union, NJ, is the industry leader in helicopter-based rescue hoist and cargo hook technologies with a major share of the global market. For nearly five decades, Breeze-Eastern Corporation is an industry leader known for its technical innovation

and product quality. In response to many challenges of the new century it has expanded its product support capabilities toward meeting the requirements of the commercial and military aerospace customers around the world.



Breeze-Eastern Corporation, is an ISO 9001:2000 AS9100:2004 Rev. B and ISO 14001:1996 registered company. It specializes in the design, development, and manufacturing of sophisticated lifting and restraining products – principally helicopter rescue hoists, external cargo hooks, cargo winches, utility hoists, weapon loading systems, cargo tie downs, and motion control systems. Breeze-Eastern is the industry leader in helicopter-based rescue hoist and cargo hook technologies with over 50 percent of the world market. ■



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