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For immediate release

NEWS RELEASE

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China Subsidiary Recognized as Full-Service Contract Manufacturer

Contemporary Controls (Suzhou) Co. Ltd Offers a Full-Range of Services

Downers Grove, Illinois (January 31, 2008) —Contemporary Controls (Suzhou) Co. Ltd (CCC) has established itself in the contract manufacturing industry which is expected to maintain a 15% to 20% annual growth rate. Plant Manager Basile Waite said CCC is a full-service contract manufacturer. “It just made sense to expand our facility’s production capability and expertise,” he explained. “We made the decision to foster a relationship with other customers looking to save money and time, and whose quality standards are similar to our own.”

CCC offers a full-range of services for their global customers meaning the sourcing of parts, locating suppliers, supply chain management, assistance in product design and development, and logistic support. “This is important to our customers,” said Waite. “By working together with us, our customers can focus more resources on the core of their business...such as research & development, marketing, and sales.

As a contract manufacturer, Waite said CCC offers many benefits including speed, economy and flexibility. “Speed sets us apart from other contract manufacturers,” he said. “We respond very quickly. We can accomplish a one week turnaround time for most products, and usually we can provide new customers a sample in two weeks.”

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In terms of economy, the subsidiary takes advantage of the lower cost structure in China. In terms of setup and client batches, flexibility is the key word. “Our customers request that we design new products or make modifications to existing ones,” Waite explained. “Either way, we’re extremely flexible. And our client batches vary anywhere from 100 up to 20,000 units.”

He commented that CCC is successful because they’re very proactive in communication. “We have local skilled individuals as well as Western personnel who are able to converse with people in their native language,” he said. “We have really bridged this gap. I think understanding our customers’ expectations, the quality mindset, and knowing how to effectively communicate across the cultures has helped us do well.”

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