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## ► SIMTEK – READY FOR THE TIDE TO TURN

For their second year running, Simtek EMS will be exhibiting at the Southern Manufacturing & Electronics Exhibition 2007.

The Margate-based company has been offering a range of electronics manufacturing services for over two years, following a Management Buyout (MBO) by the current owners Richard Samuel and Lee Boulton in April 2004.

Today Simtek manufacture products destined for a variety of applications including instrumentation, transport electronics with GPS systems, marine electronics, flight monitoring systems, defence and aerospace, professional audio, as well as the production of battery power packs for a variety of industries and market sectors.

Combining excellent customer service, engineering expertise and the manufacture of relatively complex products to the ISO9001:2000 quality standard, Simtek are able to offer value-added products on a short lead-time.

In a reversal of previous trends, customers are now realising that offshore manufacturing is not suited to every company. Two key areas often overlooked are the assumption that lower labour costs will automatically boost profits and that equal productivity levels will be achieved. Another aspect is the cost associated with long distance engineering support and lead times.

Many companies are now experiencing that the net gain isn't as large as anticipated especially if their customers demand lower prices when they realise that the product build has moved offshore.

In response to this, Simtek has worked hard to integrate lean principles to all processes whilst controlling overheads thus offering a cost effective alternative for when the tide turns back to the UK.

### ► COMPANY INFORMATION

EMPLOYEES: 28  
TURNOVER: £1,500,000  
AREAS SERVED: National and International  
APPROVALS & CERTIFICATION: BS EN ISO 9001:2000

### ► CONTACT

Richard Samuel  
Technical Director  
Tel: +44 (0)1843 295888  
Email: richard@simtekems.co.uk

✉ SIMTEK EMS LIMITED  
STAR LANE . MARGATE  
KENT . CT9 4NX  
Tel: +44 (0)1843 295888  
Fax: +44 (0)1843 292961  
Email: info@simtekems.co.uk  
Web: www.simtekems.co.uk