

AEROTRON MFG. CO.  
COMPETITIVE ENTERPRISES, INC.  
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SANTA CLARA, CA 95050  
WWW.AEROTRON.NET

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At AeroTron, our goal is to make doing business with us an easy and comfortable decision for you. These are just a few of the ways we help ease the transition to utilizing us as a vendor, and examples of the value added services we perform:

- AS 9100 B and ISO 9001: 2008 Certification for faster QA approval of a new vendor, continual improvement, and consistent quality.
- AeroTron will produce sample quantities at production prices to ensure customer satisfaction prior to full contractual commitment by our customers.
- Our customers receive immediate and direct contact with AeroTron's senior staff.
- Prompt quotations to eliminate Buyer downtime.
- E-mail communications of pdf, dxf, dwg, and/or solid files.
- Suggestions for changes to reduce cost and/or ease manufacture.
- A knowledgeable and professional staff is available to discuss current and future designs with Quality, Engineering and Purchasing.
- Status reports are delivered via the customer's preferred media on a timetable agreed upon in advance, (weekly, semi-weekly or even daily if necessary). By keeping communication channels open, we eliminate confusion.
- AeroTron often assumes production of the parts our customers have found most challenging, and delivers them, thus eliminating "problem" parts.
- We are a flexible company. Should a situation arise that was not foreseen by either party, we will go the extra mile to ensure that the customer's perspective is respected.
- AeroTron operates 24/7, including up to two unmanned shifts. This provides lean manufacturing opportunities and controls costs by eliminating waste. These cost savings are shared with our customers via competitive pricing.
- For ongoing orders, we stock traditionally hard to acquire materials and/or "blanks" which may produce a family of products, thereby reducing lead time.

Please contact us to further discuss any of the items listed above.

Sincerely,

Mickahel Melton  
President