

APEX DESIGN TECHNOLOGY, INC. “The Buzz”



Apex Celebrates 11th Birthday - January 23rd

Mark your calendars! Lunch is on Apex ! Sales Team make sure you invite all our customers; also let Carolina know how many are coming.

Customer News - The Vertical to Horizontal tool is still in loading / demonstration testing but it “is performing “magnificently”!! Our customer is very happy - *Great job, everyone!*

Personal Profile - Glenn Martin *“Welcome to the Apex team!”*

Job Title: Chief Executive Officer (CEO)

Background: Born in Lufkin, Texas in 1945. Moved to California as a teenager, finished high school in California and then graduated from California State University in 1968. Drafted on graduation from college, I joined the Navy in the heart of the Vietnam War, but never actually served in Vietnam.

When my Navy time was finished, I earned a Masters in International Business. I worked ten years for Aerojet in both the rocket and ammunition business, and then ten years for Kaiser Aerospace, where I was President of one of their divisions. I then began my consulting career, although for two years I worked for The American Materials & Technologies Corporation (defense composites) where I assumed management of a company in England for a year. For the last several years I have worked as an aerospace management consultant, and also earned my Six Sigma Black Belt.

In mid-2005, at the Paris Air Show, Bill Timmerman and I identified Apex as an acquisition target and formed plans to buy it. We later identified Berggruen Holdings as a partner, and completed the acquisition in December 2005.

What do you like most about your job?

For the last few years I have been an aerospace management consultant, mainly working for European companies like Airbus. As such, I always operated alone and without support. I really enjoy now being part of the Apex team to accomplish all the goals that this skilled company can achieve.

If there was something you could change about your job, what would it be?

Since I've only been here for three weeks, there is nothing I know about my job that I would like to change.

Where do you see yourself 5 years from now?

Five years from now, I see myself as the manager of an Apex which is more than twice its current size, and with at least two other partner companies that are at least as large as Apex. To build a company of at least \$100M through internal growth and acquisition is not only my goal, but also of Berggruen Holdings who are the new owners of Apex.

What do you like to do in your spare time?

In my spare time, I like to work on old cars (I have restored several) and play golf.

Are you married?

I have been married for 34 years. I met my wife, Janelle, while I was in the Navy stationed in Pensacola, Florida. Janelle was a Navy Nurse.

Do you have children and/or grandchildren?

We have three children, all grown, and no grandchildren. My daughter, Suzanne, 25 lives in Las Vegas and works in video production and is a UNLV graduate. My daughter Maresa is 24, lives in Reno, and is studying for a Master's in Civil Engineering at the University of Nevada, and my son, Daniel, 22, teaches English in Japan and is also a graduate of University of Nevada.

What is something that no one, or not many, or your co-workers know about you (hobbies, talents, special interests, etc.)?

What no one here knows about me is that I am one of the few people in the world that have actually physically been to both the North Pole and the South Pole. This happened in 1970 when I was a Naval Flight Officer and flying in a squadron that supported the National Science Foundation. (And I hope I never see either place again!)

QUALITY CORNER

What Is Six Sigma ?

To achieve Six Sigma quality, a process must produce no more than 3.4 defects per million opportunities. An "opportunity" is defined as a chance for nonconformance, or not meeting the required specifications. This means we need to be nearly flawless in executing our key processes. Six Sigma is a vision to strive toward.

Key Concepts of Six Sigma

Six Sigma revolves around a few key concepts:

Critical to Quality: Attributes most important to the customer

Defect: Failing to deliver what the customer wants

Process capability: What the process can deliver

Variation: What the customer sees and feels

Stable Operations: Ensuring consistent, predictable processes to improve what the customer sees and feels

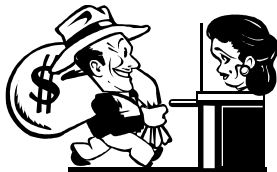
Design for Six Sigma: Designing to meet customer needs and process capability.

What is a Six Sigma Black Belt? Tune in next month to learn more.

HR CORNER

Bank Direct Deposit will soon be available. If you are interested in signing-up, please take a blank/voided check to Carolina for processing.

PLANNING FOR RETIREMENT 401K



As the new year begins, you may want to adjust your contributions to your 401-K plan.

Each year, the government has been increasing the contribution limits to help people save and defer taxes. In 2005, for instance, the contribution limit for a 401-K plan was \$14,000. This year, you can stash away \$15,000. For those over 50 years old, an additional \$5,000 can be saved.

(Source: The OC Register)

Congratulations to Melody

Daniel on the birth of her 1st grandchild, Jaylin Reece Daniel. Born on Saturday, January 7th, Jaylin weighed in at 6 lbs, 6 oz, 19.5" long.



Baby Jaylin and Mommy (Candace) with Melody on the right.

New Hires: Welcome aboard!

Glenn E. Martin Jr. CEO

William A. Timmerman CFO

January Birthdays

1 st	Guillermo Salinas
3 rd	Jorge Limon
4 th	Steven Barnett
6 th	Delan De Silva
9 th	Stanley Farrow
11 th	Higinio Perez
12 th	Adriana Escorcia
12 th	Emilio Ramirez
16 th	Thanh Nguyen
22 nd	George Penta
31 st	Quang Vu
31 st	Roberto Avila

Apex Anniversaries:

David Reiniger	11 th
Todd Gallagher	11 th
Harsoyo Lukito	11 th
Chad McKinney	11 th
Mike Tran	11 th
Delan De Silva	11 th
Marty Barnett	10 th
Billy Harlow	9 th
Dale Buckhalter	7 th
Melody Daniel	6 th
Peter J. Gale	6 th
Hans G. Pfeffer	1 st