

Philips GTC – Aurora, A Division of Philips Healthcare Focusing on Core Competencies

A Well-Earned Christmas Present

For Philips GTC – Aurora’s Peter Werner

Peter Werner, Philips GTC – Aurora’s Glass Department Supervisor/Glass Engineer, received a well-deserved Christmas present this past holiday. After three years of hard work, Werner obtained his MBA in Operations Management through the Illinois Institute of Technology in Chicago. Described as a “natural step” for his career, Werner believes having his MBA gives him the knowledge to run a factory at any level.



And what’s good for Werner is great for Philips GTC - Aurora! Earlier in the year, Werner was solely a Glass Engineer. Now with his additional management schooling, he oversees the glass shop. According to Norm Wandke, Sr. Manager, Production

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Employees at Philips GTC - Aurora

Philips GTC - Aurora (formerly Dunlee) is a world leader in the design, manufacture and distribution of CT and radiographic x-ray products. As a division of Philips Healthcare, Philips GTC - Aurora utilizes 160 years of combined engineering and development expertise to create a complete line of replacement tubes and medical imaging components.

Norman Wandke, Sr. Manager, Production Support Engineering – we discussed their company’s relationship with PEG and how it has both evolved and helped them maintain their strong footing in the replacement tubes market.

How did your relationship with PEG originate?

BB: Our relationship spans well over 10 years, so the better question is why it has continued. For us, it has never been a question of “who to call,” but a question of “do we call PEG.” Do we have the skill set and the resources to keep a project in-house? PEG is the best at what they do; they are the experts in their field. Our goal is to provide the highest quality products at

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During a recent conversation with members of the Philips GTC - Aurora family – Bob Brooks, Sr. Buyer, and

Letter from Domenic

Thank You!



I just got a message on my Blackberry that a local boat manufacturer is laying off 202 employees. With unemployment numbers now surpassing five million, 202 may seem minor, but it offers what seems to be a daily reminder that these are difficult times.

At PEG we are concerned about the

global economy because we ship products worldwide. We are in diverse markets, and have a relatively extensive customer base. Those aspects of our business have helped us to keep busy while everyone around us seems to be slowing down.

Now don't get me wrong. We are not at all overconfident about what has happened so far. It's great that our business has continued to be robust. But, like everyone, we are concerned about the future.

All we can do is continue doing our best to be a supplier who brings you great products and service. It doesn't just happen; we work on it every day.

I want to take this occasion to thank you for your business and your continued support. Hopefully we can all weather this recession,

and grow in the future to be more robust. In the meantime, we want to convey the appreciation of our employees who put their hearts and souls into the work they do for you. Thank you again.

A handwritten signature in black ink that reads "Domenic Ciancarelli". The signature is written in a cursive, slightly slanted style.

Domenic Ciancarelli

Employee Spotlight

Dan Horner

I knew nothing about glass, but saw the opportunity to learn a trade and work for a good company." Seventeen years later, Dan Horner is at the center of PEG's production team. As the Materials Manager for PEG Glass, Horner works closely with the Shop Unit Leaders and PEG sales force to ensure all the materials are in-house ready to complete any project.

Horner plays a vital role in the production line. He oversees the inventory, purchasing, and shipping of finished goods. He essentially is involved in every PEG project. "My responsibilities include procuring everything from raw materials such as glass consumables, to equipment ordering such as grinding wheels, to overhead needs

like packaging materials."

To stay on top of his game, Horner attends daily production/new order meetings and maintains the MRP visual system for inventory and then compares it to current project needs. This, of course, is all in addition to constant communication with PEG Unit Leaders and Sales.

During Horner's time at PEG, he's held a number of positions. "I started in the Lathe Department and learned the art of glass blowing. In time, Horner was able to move throughout the department, mastering a variety of skills that allowed him to jump in where needed. In fact, one of Horner's production jobs included fabricating the x-ray bulbs for Dunlee (now Philips GTC- Aurora).



Dan Horner, Materials Manager

"My goal throughout my tenure here is to continue to learn and find new material solutions for PEG and our clients. I've stayed with PEG for nearly 20 years because here, you're valued. Management supports and listens to you. They care about their employees."

Outside of work, Horner enjoys reading, playing golf, and spending time with his family. And come June, he becomes a father for the fourth time... Happy Father's Day Dan!

Focusing on Core Competencies (continued from cover)

affordable prices. Using PEG allows us to do just that.

What type of products do you purchase from PEG?

BB: We buy glass frames from PEG which are used on both radiographic and CT tubes. This is a core competency for PEG. They are very good at making these glass bodies to precise specifications at a price point that allows us to focus on what we do best, while still offering quality and value to our customer.

How has PEG been able to offer assistance to Philips GTC?

NW: Their prototyping is quick; their quality is excellent; and their product is both consistent and dependable. PEG is able to grind glass at a very precise thickness. They are also flexible and can handle small runs quickly and

efficiently, providing a quick turnkey solution.

What makes PEG excel among its competitors?

NW: They are always technically strong and have great quality. Their long history in the glass business offers a wealth of experience that virtually eliminates a learning curve.

What does 2009 look like for Philips GTC-Aurora?

BB: We are working on a new CT product and we expect an increase in exports to China.

How do you see your relationship with PEG continuing in 2009?

NW: We value our relationship and we're currently working with them to do some development work such as glass-to-metal seals. We're also doing some

Their (PEG) long history in the glass business offers a wealth of experience that virtually eliminates a learning curve.

component work where we've sought assistance. With PEG on our side, we're looking at opportunities to expand our services to include some higher valued glass work.

Philips GTC - Aurora is located in Aurora, Illinois and is ISO 14001 and ISO 13485 certified.



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Support Engineering and Werner's supervisor, "Peter brings a lot of know-how and knowledge to his new position. With this new skill set, he can really understand and address all the problems they have out there on the floor."

From all of us at PEG,
Congratulations Pete!

Announcements

News & Notes

- PEG was invited to attend and participate in Trade Winds Forum - Europe 2009. The event is scheduled for April 20-21 in Warsaw, Poland. PEG will have a booth display as well as representatives attending the Forum.
- PEG is on YouTube! We recently posted our corporate video on YouTube as well as on our website. Take a sneak

peek at our facility and our extensive breadth of services.

- We implemented Goldmine, a Customer Relationship Management System, to help us give you the attention you deserve. Goldmine schedules contact times, frequencies and prompts follow-up. With this system, we can proactively provide solutions to you through informational e-mails, mailings and phone

calls. We're confident you will benefit from Goldmine!



Take a look at PEG from the sky.

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Reduce, Reuse, Recycle

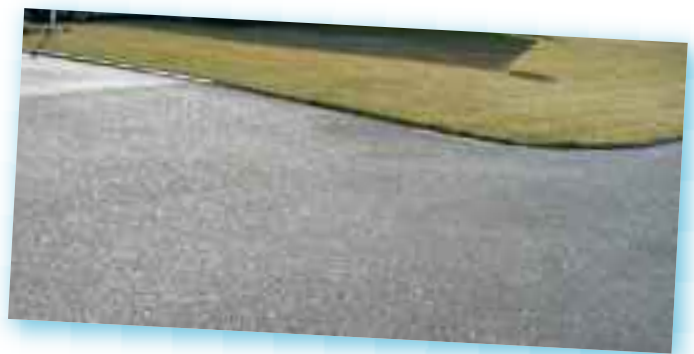
PEG Provides Key Ingredient for Glassphalt

What do you get when you add Glass to Asphalt? Glassphalt, of course. A recycling method for glass waste since the 1960s, Glassphalt can hold heat longer than conventional asphalt and seems to dry faster since glass particles do not absorb water.

Did you know? Over 2.3 million miles of paved roads exist in the United States. Of this, asphalt pavement accounts for approximately 95 percent.

Complying with speed limit standards (40mph) set forth by The Asphalt Institute, Glassphalt is ideal pavement for residential streets, secondary roads, parking lots, sidewalks and curbing.

PEG recycles its glass cullet with Waste Management of Vineland who works with a number of local Asphalt plants. In fact, PEG recycled 25 tons or 1,000 pounds of glass a week. To learn more about PEG environmentally friendly initiatives, please visit www.pegglass.com/green.



The reflective "specs" in the asphalt are courtesy of glass.

How many tons of cardboard did PEG recycle in 2008?

Email us the answer at info@pegglass.com and enter for your chance to win!!

