



Q3 2012

# TYREX TRIBUNE

Arcos Assembly • Austin Reliability Labs • DLI • DLI Visual Concepts • iRex Custom Cable • Megladon • SaberData • SabeRex

## COMPANY NEWS

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### **iRex makes waves at area tech expo**

For the second year in a row now, iRex has attended Austin's local Central Texas Electronics Association Tech Forum and Expo as an exhibitor. There were 37 companies exhibiting and nearly 200 registered attendees this year. The iRex booth (manned primarily by Trey Hall, John Sansoucy and Rich Burgess) was filled with many samples of custom cables and PCBA's hand picked from active and past projects to demonstrate the wide berth of services and capabilities we have to offer as a technology partner and contract manufacturer. Just like last year, we had an especially good presence due to our ability to demonstrate how we successfully, repeatedly and reliably encapsulate a PCBA in-line on a custom cable. We were greeted

with excellent feedback from numerous existing clients and we were thrilled to meet with potential future clients. In a marketplace where so many companies are seeing a drastic slow down or flat growth, iRex was pleased to have such enthusiastic visitors stop by our booth.

As would be predicted, the TyRex Blue Wheel was shown to our many visitors to the booth and was the most popular piece of literature taken from our table. For those who aren't aware, the Blue Wheel serves to illustrate not only the structure of the TyRex Technology Family of Companies, but also how our companies work together to provide clients with our premier products and services.

*continued on page 3*



Andrew Cooper is the Chief Executive Officer of the SabeRex Group and partner and president of TyRex.

## PRESIDENTS MESSAGE

It seems our current issue of the TyRex Tribune has grown in length and topics. Our editor, Ryan Stout, continues to do an outstanding job.

I first want to focus on the business sections of the Tribune. We are very proud of the status on the long road to achieving brand awareness for iRex's Custom Cable Group, as they are becoming the premier engineering and design support center for cables in the state of Texas, and expanding rapidly into a regional and nationally recognized product, service and support entity.

I want to personally recognize Daniel Hogberg for his non-technical level explanation of fiber optics, its growing importance in global communication and the role Megladon's Hardened Lense Contact (HLC) process is playing in this expanding industry. Hats of to iRex for its successful participation at the Electronics Association Tech Forum and Expo. It was good to see how iRex, with our Austin Reliability Labs, can join forces and provide a one-stop

experience for cables and the reliability testing of our customers' completed product.

TyRex continues to be more than a business. It is a home for those who choose to commit to the TyRex family disciplines along with the hard work and a genuine care for customers with the multiple, sustainable relationships that connect our TyRex entities with their respective customers, vendors and outside professionals. Two great examples are iRex's Edith Islas (new U.S. citizen and TyRex family member) and Maria Jaimez (our first fifteen year employee other than our TyRex partners). I want to thank each of you for sharing my personal TyRex dream.

As you can see, the TyRex Family understands their responsibilities toward community citizenship. To each employee who participated in one or more programs, I want to thank you for your contributions in making our TyRex Family SPECIAL.

### How RecognizeGood can change the face of business



John Bosch Jr.  
Principal and  
Partner

The mission of RecognizeGood is to become *The Voice for Socially Responsible Business*. RecognizeGood is a vehicle for developing a new 21st century business philosophy and management practice that connects businesses, their employees and the communities in which they reside. I like to call it the *Perfect Triangle* because its implementation allows companies to improve efficiency through a shared belief in a singular business purpose.

As the business world continues to become more competitive and challenging, businesses (the top dot in the triangle) that develop an understanding of this new playing field will be at an advangate. The *Perfect Triangle* emphasizes the need for a strong business foundation, belief in its business philosophies, efficiency between operations and their back offices, better utilization of technology and communications, and a "shared success"

partnership commitment between companies, employees and their communities.

More and more, we see cities and other local governments beginning to understand that their community's future success is increasingly dependent on the success of the businesses that reside within. It is a business' choice to simply be a renter in its community or a true resident - an active member with its roots integrated throughout. A community is a place where a business, and not just its employees, should be proud to call home.

TyRex has been my business home for the past 18 years. The TyRex Family has been gracious enough to allow itself to be the test case for the top dot of the *Perfect Triangle*. I am hopeful that I can utilize my 40-plus years of business experience, my familiarity with cutting edge electronics and software, coupled with my knowledge of entrepreneurial startups, to craft the initial vision of fusing the partnership between business, employees and community into the "Perfect Triangle".

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A pleasant surprise was the increased interest in Austin Reliability Labs this year. There was almost as much interest in ARL as there was in iRex, which is just one more step in the right direction for our family of companies. We'd like to give special thanks from iRex to David Rahe of ARL for stopping by and visiting our booth!

Overall, our presence at the CTEA Tech Forum and Expo allowed us to continue to build the brands of iRex and TyRex as true problem solvers that excel at providing the engineering support needed to qualify our customer's cables and designs. It is thanks to those clients that we have continued to grow even in these difficult times. We believe the opportunity to attend tradeshow like this is hugely significant to the continued success of TyRex Group, and

the chance to meet and learn from others in the industry can only strengthen our expertise. Plans are already being made to attend this expo again next year and to evaluate exhibiting at some of the other Expo locations.

With over 18 years of cumulative business knowledge and hundreds of years combined experience, iRex's Custom Cable Group has become **the premier engineering and design support center for cable in the state of Texas and select parts of the United States.** The Custom Cable Group has the experience, knowledge and technical capabilities to assist and support your company's engineering and product design staff in the area of electronics cable connectivity.



Just some of the iRex goodies and products on display at the CTEA Tech Forum and Expo



## FEEDBACK

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**Dear Mr. Bosch,**

All of us here at the St. David's Foundation would like to thank you for your sponsorship of Toast of the Town. This contribution supports the St. David's Neal Kocurek Scholarship Fund for students to pursue health-related careers. This scholarship provides students assistance with education expenses as well as the opportunity to have a mentor from the medical field. Events are also hosted so students can tour hospitals and have panel discussions with medical personnel to gain as much information about the field they are pursuing as possible. As a 2009 recipient, I can tell you firsthand how valuable this program is. I have enjoyed getting to know my mentor and have met so many great people and resources. On behalf of the recipients, I would like to personally thank you for your gift and everyone here at St. David's Foundation would like to thank you for supporting the Neal Kocurek Scholarship program.

*Thank you,  
Jordan Whisenhunt*

**Dear TyRex Group,**

The MARC Center is grateful to you for your continued support of the MARC Run. We appreciate your help in making this year's event such a great success.

*Sincerely, Ann King  
MARC President*

**Dear Mr. Bosch,**

On behalf of Children's Medical Center Foundation of Central Texas, thank you for TyRex Manufacturing Group's Gift of \$1,000.00 for the Child Life program at Dell Children's Medical Center. The Board of Trustees, the Foundation staff and the children of Central Texas are honored by your generosity. Your gift makes a difference...every day...for countless children and their families.

Last year, there were over 142,000 patient visits to Dell Children's. Thanks to your support, the lives of our young patients are touched and changed forever through expanded and enhanced programs and services provided by world-class pediatricians and pediatric subspecialists – all using the most advanced technology at Dell Children's.

One grateful parent of a cancer patient treated at Dell Children's describes it like this:

"We are very lucky to have a medical center like Dell Children's right here, close to home. We always want the best for our children, and when our son was diagnosed, we had many questions. The staff at Dell Children's helped us get through a very difficult time. We could see in their eyes that they are here because they love children and love what they are doing."

Because of you children and families of Central Texas have access to world-class medical care at Dell Children's, just minutes from their doorsteps. Thank you for supporting Dell Children's and the children of Central Texas.

*Sincerely,  
Maureen (Missy) Wood*

## Active TyRex Supported Community Service Organizations and Projects

Capital Area Food Bank  
Cooks Children's Hospital  
Blood & Tissue Center (Texas)  
Safe Place Women's Shelter  
Big Brothers & Sisters - Austin  
Austin Children's Shelter  
Double File Elementary School  
Caritas of Austin  
WATCHDOGS  
Texas School For The Blind  
Safe Place

Marc Run  
R.O.C.K. - Ride-on Center for Kids  
Thorndale Elementary school  
Brentwood Elementary school  
AISD Back to School Clothes (MHMR Program)  
Safeplace - Clothing for Kids  
Coats for Kids - Austin  
Warm Coats and Warm Hearts  
Foundation for the Homeless  
Rockdale Brown Santa/Buddy Oney

Manos de Cristos - Thanksgiving & Christmas Dinners  
Austin Christmas Bureau  
CAFB Kids' Café Program  
BookSpring  
Round Rock Youth Baseball  
Samaritan Counseling Center  
Boy Scouts of America  
Ducks Unlimited - Greenwing  
St. David's Foundation Scholarships

## COMMUNITY CITIZENSHIP

### iRex Revs Up Support for Racing for Kids

On June 7th, 2012, iRex Group, Ltd visited Children's Medical Center of Dallas with Racing for Kids. Indy Car driver Charlie Kimball was there talking with kids, signing hats, and giving kids a chance to sit in a real Indy race car. This is the 14th year iRex has visited Texas hospitals in their support of Racing for Kids. During the visit, iRex donated \$2,000, saw over 100 kids and also donated goodie bags full of toys, cameras, and coloring books. Matthew Ache, president of iRex said "It is so rewarding supporting 'Racing for Kids' and visiting the kids at the Children's Hospital.

I grew up in Indianapolis, Indiana and when I was six years old I broke my leg six days before I was supposed to go to my first Indy 500. I was in traction for a month and while I was in the hospital several drivers came and visited me which was one of the highlights of my childhood. iRex and "Racing for Kids" has given me the opportunity to give back and hopefully make the same impressions on kids going through a difficult time. This year's visit was one of our best ever as we saw a record number of kids. I am already looking forward to next year's visit."



iRex President Matthew Ache and Charlie Kimball present a donation check to the coordinator of Children's Medical Center

## COMMUNITY CITIZENSHIP

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### Employees contribute to area school



Cynthia Ferrell and Megladon Manufacturing Group with the help of Irex, Tyrex, Saberex and their employees made a donation of \$300 to Gause Elementary School. Together they provided more than eight students with school supplies and other necessities.

Gause Elementary School, located in Gause, TX, serves grades Pre-K through 8th.

## EMPLOYEE MILESTONES

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### October Milestones

Rene Guardiola, 1 yr  
Kevin Duffey, 1 yr  
Gary Wojcik, 3 yrs  
Dwayne Stephens, 7 yrs  
Rich Fulmer, 8 yrs  
Lisa Martin, 8 yrs  
Sally Torres, 11 yrs  
Reina Wiatt, 14 yrs

### November Milestones

Martin Grossman, 1 yr

Tom Sanders, 6 yrs  
Robert Thomas, 7 yrs  
Carlos Mojica, 8 yrs  
Nhan Truong, 8 yrs  
Cisto Jaimes, 12 yrs  
Rose Ludden, 12 yrs  
Kevin Alwell, 14 yrs

### December Milestones

Scott Wilson, 1 yr  
Paul Holguin, 5 yrs  
Jeff Walton, 13 yrs



In August, Maria Jaimez celebrated an unprecedented 15 years with iRex. She was honored with a celebration and a gift from the company



Longtime iRex employee Edith Islas is now officially an American Citizen

## EMPLOYEE MILESTONES

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### **iRex Employee Lives the American Dream**

Edith Islas came to the United States in 1995 with a permanent Alien card from Pachuca Hidalgo Mexico. Edith began working for iRex in 2001 as a temporary employee. In 2003 Edith became a permanent employee. In February of 2012 Edith became a US citizen,

after 4 months of study. Edith has two children; one attends ACC and the other is attends High School here in Travis County. Edith is the Floor Supervisor of the Custom Cable Division of iRex. Edith enjoys her work for iRex and is proud to be a new American citizen.

## WHAT'S HAPPENING NEXT

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### **Upcoming Events**

10/29-31	Pumpkin Decorating Contest
10/31	Halloween Lunches
TBD	Austin Coats for Kids
TBD	Manos de Christos
TBD	Nashville Warm Coats/Warm Hearts
TBD	Toy Drive Austin Christmas Bureau
TBD	Kids Café Food Drive
TBD	All Company Holiday Parties

### **Birthdays**

10/2	Gary Wojcik
10/4	Lan Pham
10/9	Allan Jones
10/15	Mike Wozniak

10/22

Bill Brainerd

10/22

John Sansoucy

10/23

Christina Tobar

10/25

Elisa Rodriguez

10/29

Cynthia Ferrell

10/30

Scott Dewald

11/4

Trey Hall

11/6

Judy Rock

11/10

Brian Crowell

11/14

George Ayad

11/21

Mark Clark

11/25

Scott Wilson

11/27

Phuong Nguyen

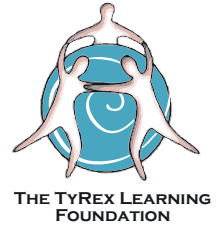
12/2

Robert Thomas

12/12

Rosa Escamilla





## SHARING SUCCESS

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### The TyRex Learning Foundation Focuses on Entrepreneurial Success

The TyRex Learning Foundation is now providing the Professional Entrepreneur® program with its StreetSmart® workshops to reduce the failure rate of entrepreneurs and their companies by providing them with education, knowledge, and resources.

The foundation is the creation of its visionary founder, John Bosch Jr., co-founder of the TyRex Group of manufacturing, service and software companies. The mission of the foundation is to provide the complete body of entrepreneurial knowledge and information needed for aspiring entrepreneurs to assess their readiness in launching their business, then designing and developing a “built to last” business.

TyRex Entrepreneurial Institute, or TEi, is the education entity of the foundation and delivers the StreetSmart® workshops. TEi is lead by Sonia St. James, president of Torka Sports Towels, Dr. Jana Minifie, Professor at Dept. of Management Entrepreneurship Studies at Texas State University, and Grace Lanni, president of RSC Consulting Group.

*“There can be no doubt that the foundation of our economic future, and the ability for our communities to prosper is the success of our entrepreneurs. I am thrilled to provide my skills and experience to this endeavor”,* said Sonia St. James.

*“I am looking forward to bringing outstanding workshop facilitators who are providing attendees with their knowledge - this is such a valuable vehicle for attendees to network with other entrepreneurs and to learn valuable information from those who are the best in their fields”,* said Dr. Minifie.

Participants benefit by learning what’s not

taught in textbooks; the workshops teach the nuts and bolts of how to run a successful entrepreneur company; they engage with active entrepreneurs who teach the courses and share their experiences, and they network with business professionals. The program is complimentary to higher education business curriculums, and it’s estimated that only five to ten percent of the content overlaps. They gain a comprehensive knowledge of the areas of business understanding, and the physical, mental, and tangible resources required to succeed as an entrepreneur.

The first workshop was held in September with 25 attendees; here’s what attendees say about their experience:

*“Having a presentation that brings together all the major aspects of entrepreneurship was awesome because there are things that can’t be learned in the traditional classroom ... “I wanted the insight and info that comes from people that really have both “made-it” and also failed in business ... “The most valuable aspect of this workshop is the real-world experience that the instructors brought to the table” ... “I really enjoyed every bit of it, it increased my knowledge about every aspect of what you need to start up a business” ... “I learned more about what it takes to be an entrepreneur and how to make dreams come true”.*

Future plans include expanding the workshop courses to additional campuses, and to offer the opportunity to earn the Professional Entrepreneur certification. Check [TEiOrg.org](http://TEiOrg.org) for details on the 2012 workshop schedule.

For more information on TEi and its program or workshops, please visit [TEiOrg.org](http://TEiOrg.org), or call Dr. Jana Minifie at 512-658-9679.





George Wunderlick (center) is the Legend for August 2012 for his work with Tennis, EVERYONE!



Joyce White (right) was honored for her work delivering food to homebound men and women of Bartlet



RecognizeGood®

[www.RecognizeGood.org](http://www.RecognizeGood.org)

## Legends of RecognizeGood Continue to Inspire

RecognizeGood has had one exciting year. In addition to celebrating our third anniversary, we've been busy planning for the future. New technology will allow us to live stream Legends ceremonies worldwide. We will also launch our third platform, the Business N Community Membership program in early 2013. This, along with Legends and EiB&C create RecognizeGood's true identity - **The Voice for Socially Responsible Business.** Now, let's take a moment to celebrate some of our recent Legends.

### June Legend: *Joyce White*

During the Great Depression, Joyce's grandmother provided a warm meal and safe haven to hungry hobos, who painted her door to let others know that they would be welcomed. In that same tradition, Joyce, a retired school teacher, founded Food for Friends. Just two years ago, Joyce began cooking for a few friends whose limited mobility required them to rely on easy-to-prepare food for all or most of their nutritional needs. Many of these friends are over 70 and have lived in the same tiny field homes most of their lives, leaving them beyond the reach of most social programs. Today, Joyce works closely with local farmers, churches, civic groups, medical and health organizations to meet the needs of her growing operation. Together with a few close friends and volunteers, Joyce cooks and delivers meals to over 120 friends in need every Friday, as well as more sustainable groceries during the week.

### July Legends: *John Lorek and Felix Madrid*

John Lorek and Felix Madrid started the non-profit organization East Wilco Challenger Sports in Hutto, Texas. The mission of this nonprofit organization is to have all interested children with special needs in Eastern Williamson county, Travis County, and Eastern Central Texas play sports all year round, free of charge! The founding of this organization was inspired by Lorek's son, Ryne, who lives with visual and muscular disabilities, but whose father felt still deserved the chance to run and play and jump like other children. The nonprofit organization is partnering with the Cal Ripken Sr. Foundation and applying for grants and raising money to build their own Special Needs Ability Baseball Field for 2013!

### August Legend: *George Wunderlick*

George discovered the Boys & Girls Clubs in 1999 and asked if he could teach the kids the game of tennis. More importantly, George spoke about teaching kids etiquette, sportsmanship, and a lifelong love for the game. The program is now named "Tennis, EVERYONE!" In 2011 George turned 89 years old. A hip replacement and an ongoing battle with lung cancer have slowed his steps, but not his spirit. He helped run the tennis program at the South Boys & Girls Club nearly every Thursday for more than 13 years. In addition to tennis, teaching rules and shaking hands, George teaches the kids about eating healthy. George's efforts at the Boys & Girls Clubs in Austin cannot be overstated. Thousands of kids have been introduced to a game they otherwise might never have played. Every kid has an adopted grandfather.



Daniel Hogberg is the Engineering Manager of Megladon Manufacturing Group, Ltd.

## EMPLOYEE EDITORIAL

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### **Daniel Hogberg: Megladon Innovates in the Fiber Optics Industry**

I would like to take this opportunity to share with the Tyrex Family and friends some information about Fiber Optics and its influence on modern communications. My hope is that after reading this, you will understand what makes Megladon Manufacturing unique and better appreciate the value that Fiber Optics brings to the information revolution.

#### **What are Fiber Optics?**

Fiber Optics are very small strands of pure glass that are used to transmit high volumes of information over both short and long distances. The fibers are very small and delicate to work with. A single strand of fiber optic glass is smaller in diameter than a single human hair. The thin glass strands are coated with a special plastic that traps the light inside the strands and prevents it from escaping, and keeps the signal moving from one end to another. The fiber optic allows signals to be sent at the speed of light over many miles, and all without losing information.

There are many advantages to using fiber optics, and these in particular highlight why fiber was selected as the foundation of modern data transmission:

1) Fiber is thinner, smaller and more efficient. Light signals can travel over long distances, and do not degrade as quickly as in copper. The small size of fiber optics allows us to cram more communication channels in a smaller

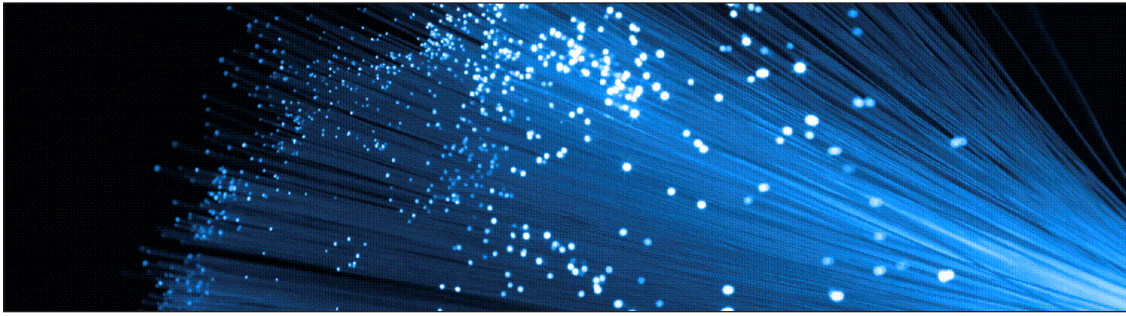
footprint than ever before, and transmit more information with less infrastructure.

2) Fiber is safe to handle – There is no electricity passing through the fiber, just pulses of light. There is no risk of electrocution and fiber transmission is weather proof. Fiber does not generate heat like cables transmitting electrical signals. Water, humidity, EMI and electrical shock will not impact the fiber's transmission and performance.

3) Fiber is Fast – The light doesn't actually move faster inside the fiber, in fact electricity and light travel at roughly the same speed. What I mean by fast is that with fiber we can transmit huge amounts of data at a time, allowing for increased capacity. The current record for a single fiber transmission is 15.5 Terabits per second. To put that in perspective, that single fiber cable transmitted enough information to provide 10.3 million homes with a DSL internet connection.

#### **Why are they important?**

Fiber optics are the foundation of modern communications, and although you rarely get to see them in action in your home and workplace, they are always around us. Most telephone and internet signals are transmitted through fiber optics, and now HD cable TV is also being supported by fiber optics in most areas. All cell towers and antenna systems are supported by fiber optic infrastructure, so



With the help of Megladon, an industry leader, fiber optics are revolutionizing modern communications

every call or text is being routed through a fiber network at some point. Think about how this impacts all aspects of your life.....You can't even make a cell phone call without fiber. You can not check you email without fiber. You cannot even watch Cable TV without fiber connections.

People today are more connected than ever before. Last year (2011), smartphone owners used an average of 150MB of data per month, and tablet users consumed 517MB per month. By the year 2016, CISCO forecasts that smartphones users will use 2576MB/month and tablets will use 4223MB/month. That is a 1600% increase in cell phone data usage alone! In only 5 years time, we will use 16x more data per person on our phones than we use right now, and that does not include the increases on all the other "connected" products we use daily. This growth will require an expansive amount of fiber optic infrastructure to support it. It is clear that fiber is essential to the growth of business and individual communications, and that fiber will play the foundation role in our communications for many years to come. It is critical that we support it with the highest quality fiber assemblies available.

### **Who is Megladon and why are we important to the Fiber Optic Industry?**

Megladon is a member of the Tyrex Technology Family of companies, and was started 12 years ago to focus on building fiber optic cable assemblies and related fiber products. There are many companies around the world that build fiber cable assemblies, so the important question is.....**What makes Megladon Special?** How have we survived the ups and downs of the communication industry with a commoditized product like fiber cables?

The answer is that Megladon uses a patented

process to make our cables, and they are unique compared to every other cable manufactured. Megladon uses a high power CO2 laser to cut the glass at the end of every fiber cable we make, and we call this the Hardened Lens Contact (HLC) termination process. This laser cut makes a small lens on the end of the cable that is extremely durable and beneficial to transmitting light. All other fiber cables are built by cutting the glass with a sharp knife/scribe, and then polishing the glass so light can get through. With the HLC process, we create a perfect end to the fiber that transmits light better than any other in the marketplace. Our HLC connectors preserve the integrity of the light transmission, and our customers work with us because they cannot afford to have communications challenges.

Megladon's products are used in a variety of industries because of their exceptional optical performance and durability, but it is important to note that there is more than just technology that sells our products. Our customers trust us because we are committed to designing and building cutting edge fiber systems, but also because we are an organization with heart. Our products are successful because of meaningful relationships with our customers, and a commitment to providing them with the best fiber products on every order. Having the best product is not always enough, and we focus on fostering long term partnerships with all of our customers.

I hope that this has been informative and that it both answers and inspires questions regarding fiber optics and their role in our day to day lives. Megladon is committed to innovation in fiber connectivity and will play a pivotal role in the coming years as our demand for information becomes more difficult to keep up with.



## COMPANY CONTACT INFO

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[www.irexmfg.com](http://www.irexmfg.com)  
[www.dlinnovations.com](http://www.dlinnovations.com)  
[www.megladonmfg.com](http://www.megladonmfg.com)  
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**Our Nonprofits**

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**RecognizeGood.org**



## ADP CONTACT INFO FOR TYREX FAMILY MEMBERS

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### **ADP**

Access employee perks, TotalSource University, Forms and Manuals, view paychecks and benefits.  
[www.adptotalsource.com](http://www.adptotalsource.com)  
[www.mytotalsource.com](http://www.mytotalsource.com)

### **Employee Service Center**

Benefits, payroll, W-2s, COBRA, etc.  
M - F 8 a.m. to 8 p.m. ET  
(800) 554-1802  
[esc@adp.com](mailto:esc@adp.com)

### **Aetna**

Medical insurance  
(800) 704-7287  
[www.aetna.com](http://www.aetna.com)

### **Guardian Dental**

Dental insurance  
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[www.guardianlife.com](http://www.guardianlife.com)

### **Employee Assistance Program**

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### **VSP**

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[www.vsp.com](http://www.vsp.com)

### **Mass Mutual**

401K Enrollment, rollovers, statements  
(800) 743-5274  
[www.massmutual.com/retire](http://www.massmutual.com/retire)

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*We would enjoy hearing from our TyRex customers, employees, and vendors. If you have something to include in the newsletter, please send an email to [rstout@tyrexmfg.com](mailto:rstout@tyrexmfg.com).*