



MINNESOTA WIRE

Press Release
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Life Saving Connections

Minnesota Wire Hires 125 During Record Quarter

St. Paul, Minnesota: 1/29/2010 – Minnesota Wire had a record month of customer orders – nearly \$4 million in January, and \$9.5 million over two months – to add to the largest quarter of bookings in its corporate history. The rapid pace for 2010 represents annualized orders of \$57 million, and has already led to 125 new jobs.

The trend is illustrative of the company's newly aggressive, strategic approach to its balanced portfolio in the medical, defense and industrial markets following the tough economic challenges that manufacturers faced in 2009. The approach includes a renewed focus on its core capability of assessing the most demanding electrical interconnect challenges facing customers, and responding with innovative and efficient solutions. And, the company is leading the industry for speed of design and delivery on the most complex systems. These capabilities have been methodically developed in recent years. Minnesota Wire has established market leadership in signal integrity through its federally-funded R&D programs, and its "total systems" approach to customers, particularly in the medical and defense industries. In the process the company has built a high technology and quality-oriented staff, an infrastructure that includes four in-house labs, and an R&D division that is commercializing novel products (such as "stretchy," non-metallic and fatigue-resistant wire).

The recent large orders for Minnesota Wire include contracts from leading manufacturers such as: patient lead wires for the medical device manufacturer Covidien; and communications cable assemblies for the U.S. military's M-ATV combat vehicle destined for the Afghanistan theater of operations. The M-ATV is the latest Mine-Resistant Ambush Protected All Terrain Vehicle, and is an integral tool for the Marine Corps as it begins its surge in Afghanistan. The order is one of the nation's "DX" rated programs, which are the highest priority procurement items for the U.S. military.

The surge in orders is having a significant operational impact for Minnesota Wire, particularly at its Eau Claire, Wisconsin facility. The factory is installing new capital equipment for wire extrusion, braiding and assembly, and re-structuring its production floor and quality processes for lean manufacturing and dedicated customer work cells. Most importantly, the company has hired 115 new direct labor employees since late December, and 10 at the St. Paul Headquarters and Development Center. This represents employment growth of 50% in the previous quarter alone.

"Things are buzzing here," said Minnesota Wire's president, Eric Wagner. *"It is really gratifying to see the energy and dedication from every one of our employees. We are moving at a record pace to exceed customer needs... this is our own recovery act, and we're proud to be leading the charge in the industry!"*

Minnesota Wire is a vertically integrated, custom manufacturing and development house for wire, cable and interconnect assemblies to the Medical, Defense and Industrial markets. The company is a market and R&D leader in: electrical signal integrity; mitigating triboelectric effects; radio-translucent wire; and innovative connections for wearable electronics, patient monitoring systems and leading-edge medical devices.

The 30,000 square foot headquarters and development center in St. Paul, Minnesota boasts full R&D lab facilities. Another high-volume, 58,000 square foot focused-cell, lean production facility is located in Eau Claire, Wisconsin. Minnesota Wire is ISO 9001: 2008 certified, ISO 13485: 2003 compliant, ROHS compliant, and is a MIL-STD and IPC-620 certified harness manufacturer.

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