

## MICROAM

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The past five years have proven to be the most challenging, yet rewarding time for MicroRam Electronics, Inc. Major OEMs/CEMs have recognized the importance of partnering with qualified, quality conscious independent distributors like MicroRam. This has eliminated hundreds of non-qualified independent distributors and brokers from their supply chain.

This paradigm shift is eliminating many of the negative issues once associated with doing business in the spot market. John Douglas and Sanmina-SCI are true pioneers and have designed and implemented what now is the industry standard: "Preferred Vendor Programs." MicroRam welcomes these programs, which will continue to evolve the spot market into an even more powerful sourcing option.