

Breaking News

SunTek Vs. Llumar

Comparing Apples with Apples



State of the art equipment at SunTek facility

To whom it may concern

Here is some information that you may want to share with your customers:



Commonwealth Laminating & Coating Inc (CLC) is headquartered in

Martinsville, Virginia, USA. CLC is a rapidly growing company that has been in business for 16 years and has been selling professional window film products under the SunTek® brand name for 13 years. CLC sells professional-grade Automotive, Architectural, Safety & Security, and Speciality window films both domestically and internationally. CLC currently has the most technologically advanced window film manufacturing facility in the world. In the last six years we have:

- 2005 - Invested \$6 million in a 72" tandem coater / laminator
- 2008 - Invested \$8 million in a second 72" tandem coater / laminator
- 2008 - Invested \$6 million in a 72" dye-line
- 2008 - Completed a state-of-art office / warehouse expansion at our headquarters in Martinsville, Virginia.

These investments, along with an experienced staff of engineers, chemists, and manufacturing technicians, keep CLC on the leading edge of window film manufacturing.

While we do not make public our exact market share data, I can tell you that CLC / SunTek is a significant market share player in both the USA, as well as globally. To service the domestic market, we own three factory-direct distribution centers. These centers are located in Florida, Texas, and Arizona. In addition to these centers, we also ship directly from our factory in Martinsville, Virginia. To service the international markets, we own factory-direct distribution centers in China, Germany, the United Kingdom and Australia. We also have many authorized SunTek distributors internationally. We currently export to almost every European, Asian, Latin American and Middle Eastern country, as well as Australia and New Zealand. SunTek is a global brand. Over the last four years, our international sales have grown 15-20% every year over the prior year. The majority of this growth can be attributed to acquiring business from our competitors, such as Llumar.

SunTek Window Film products compete very effectively with all Llumar products. The quality (color stability, optical clarity, heat shrinkability, etc.), in our opinion, is equal to, and in many cases, exceeds that of Llumar films. Many similarities exist between the two companies and the differences act in our favor. Both CLC and Solutia Performance Films (formally known as CP Films, the parent company to the Llumar brand) are located in Martinsville, Virginia, USA. Both companies use many of the same raw materials (raw films, UV absorbers, adhesives, etc.) that are purchased from the same or similar suppliers. The equipment and processes are also very similar, however, CLC's equipment and machinery is newer and more advanced. CLC and Solutia Performance Films are also the only two USA-based window film manufacturers that have the ability to dye film. Similar to the laminating and coating machines, CLC's dye lines is newer and more technologically advanced. To our customers, this translates to superior product quality and pricing.

Lastly, our President/CEO, Stephen Phillips, left CP Films 14 years ago to start CLC. Since that time, we have successfully recruited many of their best employees from management to operations.

To summarize, SunTek has experienced years of exponential growth at the expense of many of our competitors, particularly Llumar. Our commitment to deliver the best quality at the best cost is convincing more and more customers to make the switch to SunTek Window Films.

Sincerely,

Jerry Robertson
Sales Manager
SunTek Window Films, Factory-Direct International



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