

# Sonics & Materials Inc. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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## Abstracts

Sonics & Materials, Inc. (the Company or Sonics), incorporated in New Jersey in 1969, and reincorporated in Delaware in 1978, designs, manufactures and sells ultrasonic bonding equipment for the welding, joining and fastening of thermoplastic components, textiles and other synthetic materials, and ultrasonic liquid processors for dispersing, blending, cleaning, degassing, atomizing and reducing particles as well as expediting chemical reactions. Products The Company manufactures equipment in various categories. Ultrasonic Welders: Manufactured by the Company since its founding, this line of ultrasonic devices welds, bonds, fastens, sews and rivets thermoplastic components and other synthetic materials. Plastic welders and related devices are used in a wide variety of industries and applications. These include the automotive, computer, electronics, packaging, toy, home entertainment, medical device, textile and garment, and home appliance industries. Liquid Processors: Liquid processors, which are sold under the Company's trade name Vibra-Cell or under private label, are ultrasonic devices that disperse, break up, emulsify, atomize, mix and blend substances in a liquid or semi-liquid media. Substances affected by liquid processing include molecules, cells, tissues, fluids, chemicals and particles. These devices are available in different power configurations for low, medium and high volume applications with various capacities, features and accessories. Liquid processors are utilized in biotechnology by scientists, biologists, chemists and pharmacologists, primarily in laboratories for research and testing purposes. The Company also manufactures a liquid processor with a spray nozzle that atomizes fluids by producing ultra-fine sprays in precisely measured dosages or at extremely low flow rates. Utilized in laboratories and plants, ultrasonic atomizers can coat, moisten, or deposit micro-droplets of liquid on glass, fabric, paper, semiconductors, pharmaceuticals, ceramics or tubes. They are also used to apply silicone and Teflon, disinfect surfaces and lubricate small parts. Vibration Welder:

Vibration welders are generally used to weld larger plastic components together, and have the ability to weld a wider variety of plastics. In this technology, a non-vibrating part is hydraulically lifted from below to meet a horizontally-vibrating part. The vibrations cause friction and heat, melting the plastic, and a bond is effectuated between the plastic parts. The vibration welder that has been designed and is currently being manufactured by the Company is computer-controlled and has a power supply, digital display and other features similar to the Company's ultrasonic welder.

**Spin Welder:** The Company has developed and currently manufactures spin welders based on a non-ultrasonic process known as rotary friction welding. Rotary friction welding is a bonding technology generally used only when assembling cylindrical or round-shaped thermoplastic parts. It is also better suited for plastics of a semi-crystalline nature and assemblies requiring significant tooling relief. The spin welding system offered by Sonics features, among other things, a multi-function programmable controller, RPM display, and a two horsepower electronic drive motor that spins the plastic part. The spin welder is composed of a steel frame and column with a control box. Other components of the system include a pneumatic head, an automotive spindle bearing, an air brake and clutch system, and steel plates.

**Ultrasonic Surgical Instrument:** Through a wholly owned subsidiary, Vibra-Surge Corporation, the Company designed, developed and marketed an ultrasonic medical device, the Vibra-Surge System Model VS 2120 (Vibra-Surge), for the removal of soft tissue in general and reconstructive and plastic surgery. Sales and Marketing Sonics generally markets and sells its products in the United States and abroad through a network of sales representatives and distributors to end users and original equipment manufacturers (OEMs). In the United States, the Company and its Ultra Sonic Seal division (USS) utilize approximately 39 sales representatives in 48 states. Sonics relies on approximately 80 distributors and several sales representatives to distribute its products in 49 foreign countries. The areas covered by these third parties include North and South America, the Middle and Far East, Europe and Australia. Customers Sonics sells its products, directly or indirectly, to numerous customers, ranging in size from small companies to large Fortune 100 corporations. Its customers are end-users, OEMs, system integrators and resellers as well as distributors.

**Competition** With respect to its ultrasonic bonding equipment, the Company encounters competition from Branson Ultrasonics Co. (Branson), a subsidiary of Emerson Electric Co., Dukane Corp. (Dukane), Herrmann Ultrasonics, Inc., Forward Technology Industries, Inc. and other smaller manufacturers. In the ultrasonic liquid processor market, the Company's principal competitors are Branson and Misonix Inc.

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1 – Data availability depends on company's security policy.

2 – These sections are available only when you purchase a report with appropriate additional types of analyses.

The complete financial data is available for public traded companies.

The above Company Fundamental Report is a half-ready report.

It means that we have all necessary data in our database to prepare the report but need 2-3 days to complete it. During this time we are also updating the report with respect to the current moment. So, you can get up-to-date version for the same price. Please note that preparation of additional types of analyses requires extra time.

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