

# Contract Manufacturing Services for High Reliability Applications



Electronic &  
Electromechanical Design,  
Development & Manufacturing



Rail



Aerospace



Defense



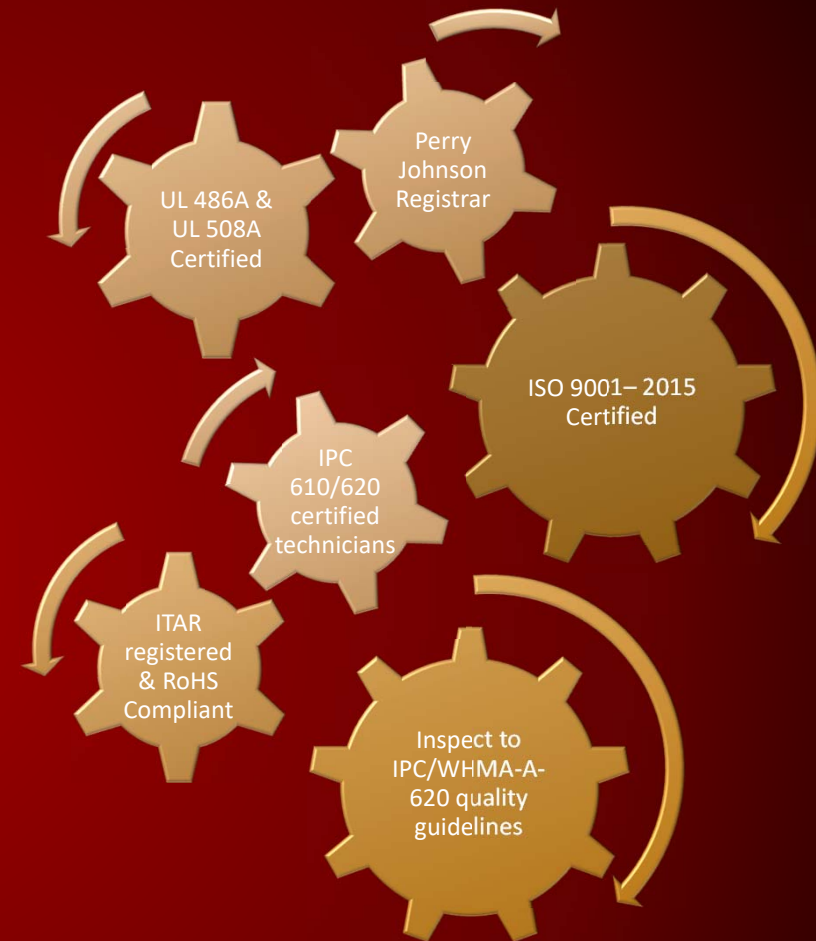
Medical



Industrial

# ABOUT US...

- ❑ Manufacturing facilities in Buffalo, NY; Boston, MA, Durham, NC
- ❑ 35 years of experience in harness manufacturing
- ❑ Between our 3 facilities we have over 75,000 sq. ft. of state of the art manufacturing space
- ❑ We strive to become an extension of your engineering department
- ❑ Contract manufacturer of high reliability components used in critical operations in transit, aerospace, defense, industrial, and medical settings
- ❑ We focus on manufacturability through up front design involvement
- ❑ Lower total acquisition costs through technical services
- ❑ We can help lower installation costs at your facility
- ❑ Manufacturing services include cable and wire harness assembly, electro-mechanical devices, PCB Assemblies, Surface-mount and PTH, and value added sub-assembly preparation
- ❑ Design and manufacture customized, built-to-print, performance-critical products
- ❑ More than a century of highly developed design and documentation experience



# OUR COMPONENTS ARE ON THESE SYSTEMS...



Trains



Aircraft



Satellites



Mining



Biomedical



Medical Device



Automotive



Robotic

# VERTICAL INTEGRATION...

- ❑ Hi-Reliability experienced and dedicated team
- ❑ Low to medium volume, high mix
- ❑ Special Process Qualification Programs:  
Crimping\Soldering
- ❑ ISO 9001:2015 Certified
- ❑ Inspect to IPC/WHMA-A-620 quality guidelines
- ❑ IPC 610/620 certified technicians
- ❑ ITAR registered
- ❑ Specialty: Wire & Multi-conductor cable assemblies



# SERVICES...

- ❑ Design & Development Support
- ❑ Build to Print
- ❑ Prototype to Production volume
- ❑ Panel Build
- ❑ Complete Box Builds/Integration
- ❑ Complex Cable & Harness Assemblies
- ❑ Burn-in and full testing
- ❑ Specialty: Wire & Multi-conductor cable assemblies
- ❑ PCB Assemblies – Surface-mount and PTH
- ❑ Kit assembly, Fulfillment Services, Packaging & Labeling Services



# RAIL EXPERIENCE...JUST TO NAME A FEW.

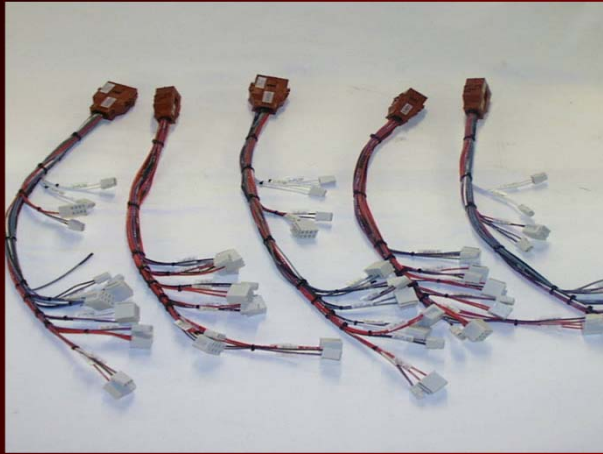
*NYC TRANSIT – R160 ( Interior Harnessing)*

*PATH – Westcode US - PATH R160; Vapor Rail – PATH R160 (HVAC)*

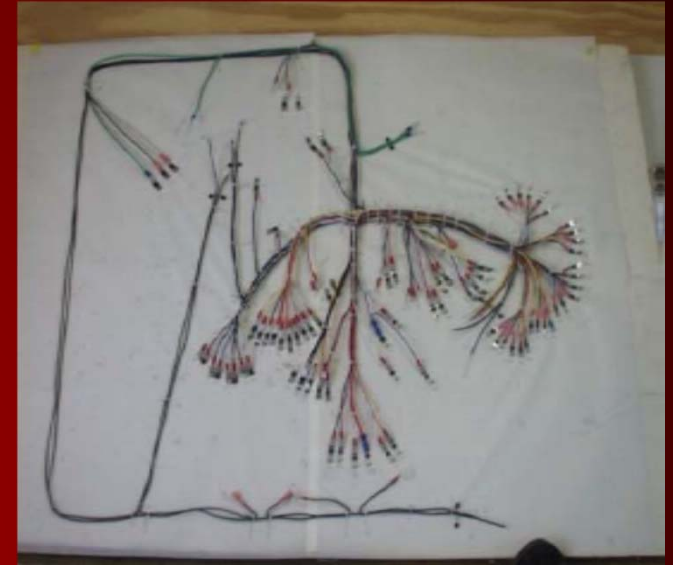
*PATCO – Control Panels*

*Knorr Brake– M9 (Starter Box and Cable Assy)*

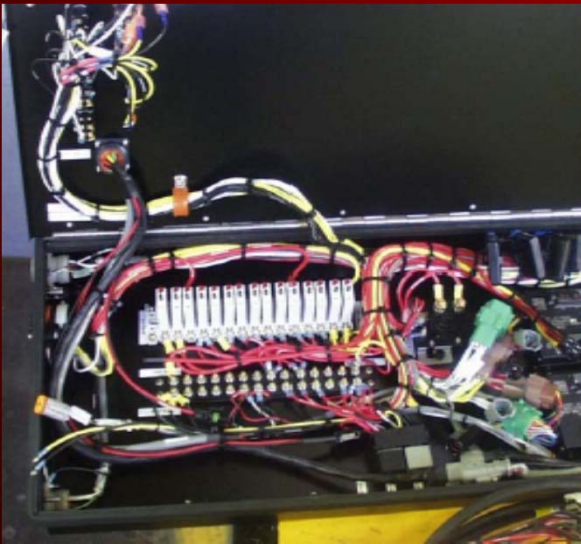
*MDT – SMART SYSTEMS ( Harnesses)*



**Cable Harnesses** →



← **Wire Harnesses**



**Electro-Mechanical Assemblies** →



← **Control Panels**



**20 Termination Presses** →

← **50,000 Sq. Ft. Bldg.**



**250 Applicators** →

← **12 Wire and  
Cable Strippers**





# PRODUCTION SYSTEM

## LEAN MANUFACTURING STRATEGIES

- Small Batch Manufacturing
- Quick Changeover
- Point of Use Inventory
- Flexible Workforce
- Kanban
- Standard Work Practices



# CORE TECHNOLOGIES

- Wire Harnessing, Cable, Component Prep and complete Value-Added Assembly
- Utilizing Shinmaywa, Schleuniger, Carpenter –Wire Cutting Equipment
- Amp, Molex, Deutsch, JST, Burndy, Packard, Delphi –Application Equipment
- Cablesan, Cirris, DIT-MCO –Q.A. Equipment



# COMPUTERIZED SYSTEMS

## Global Shop Solutions –Total ERP System

- Accounts Payable/Receivable
- Inventory Control
- Capacity Planning

## ACCESS – EDI PRO

- Material Management
- Tooling Management
- Design Management
- Quality Management
- Training Management
- Productivity Management





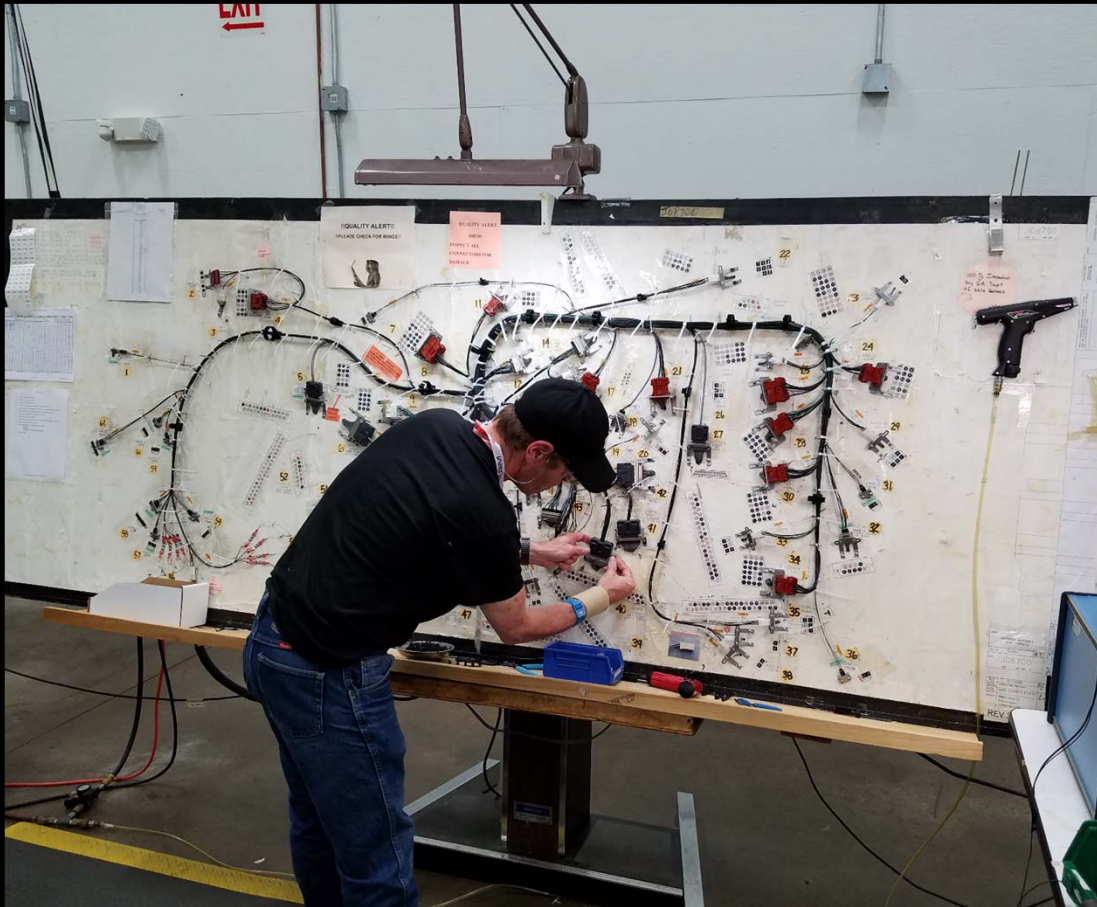
## CAPABILITIES

- ❑ Complete Engineering and Design Support Services
- ❑ Material Standardization
- ❑ Detailed Manufacturing Documentation
- ❑ On-site Support
- ❑ CAD/Electrical Data Software
- ❑ Quick-turn Manufacturing Cell
- ❑ Rapid Prototyping



## QUALITY SYSTEMS

- ❑ ISO 9001 – 2015 Certified
- ❑ Inspect to IPC/WHMA-A-620 quality guidelines
- ❑ UL 486A Certified
- ❑ UL 508A Certified
- ❑ ITAR Approved
- ❑ RoHS Compliant

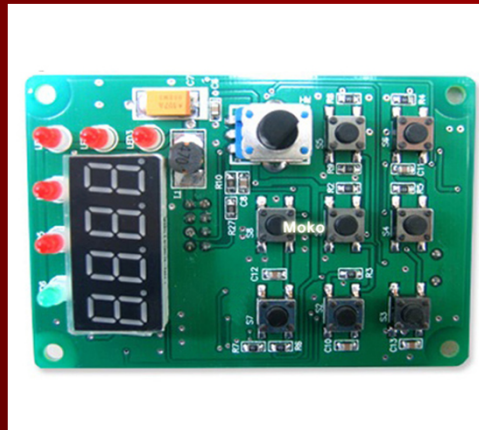
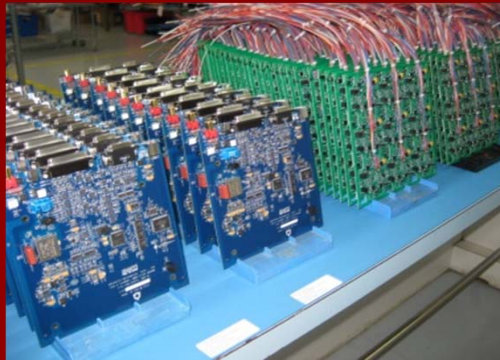
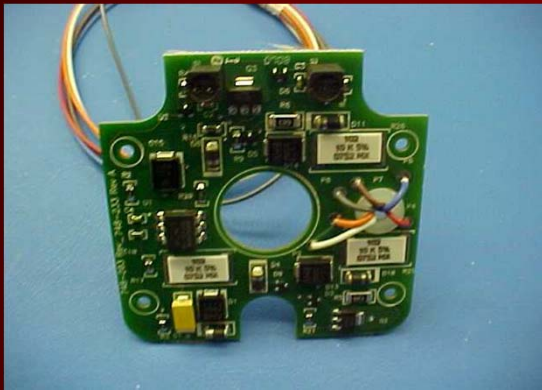


## QUALITY SYSTEMS

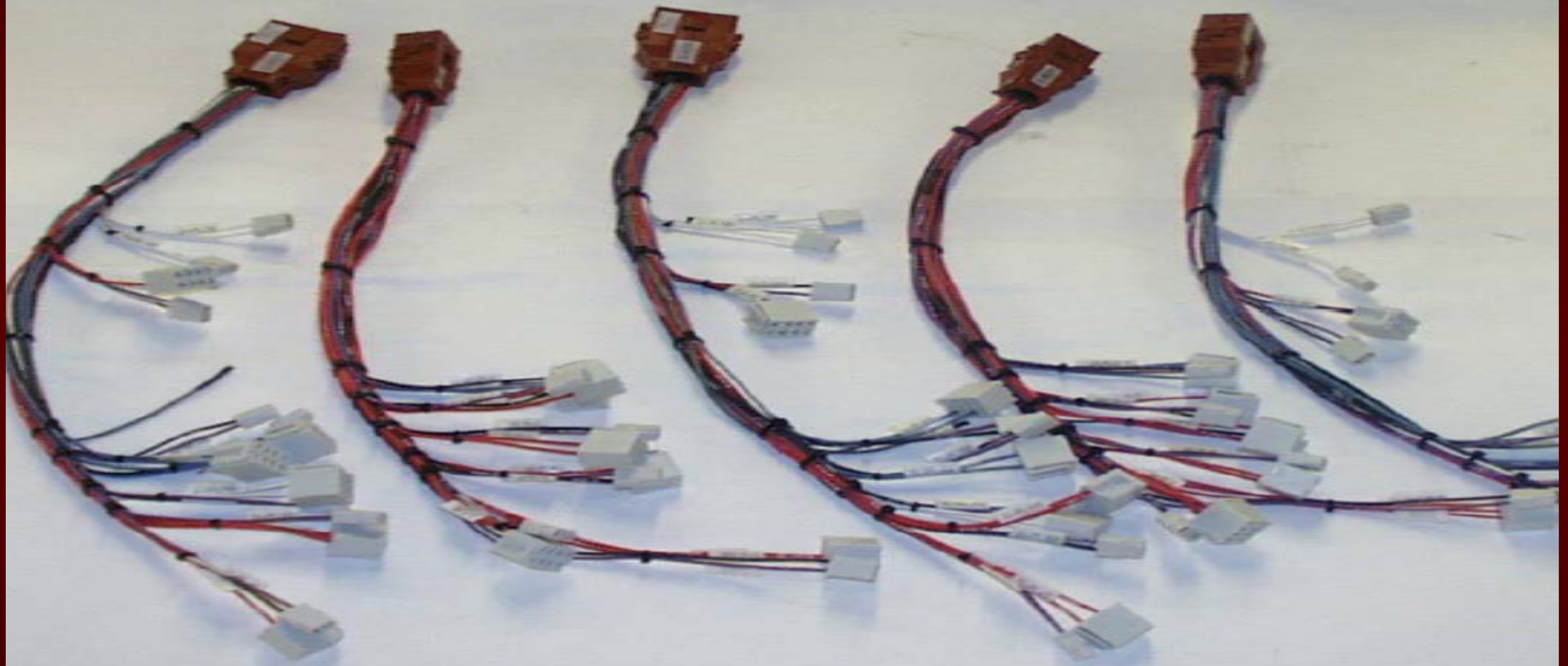
INSPECTION CONSISTS OF:

- ❑ Incoming inspection based on MIL Standard Sampling
- ❑ In-process statistical audits
- ❑ 100 % on-board testing with more than one conductor
- ❑ 100% quality inspection on finished assemblies
- ❑ Information stored and analyzed in Access database

# □ PCB Assemblies – Surface-mount and PTH

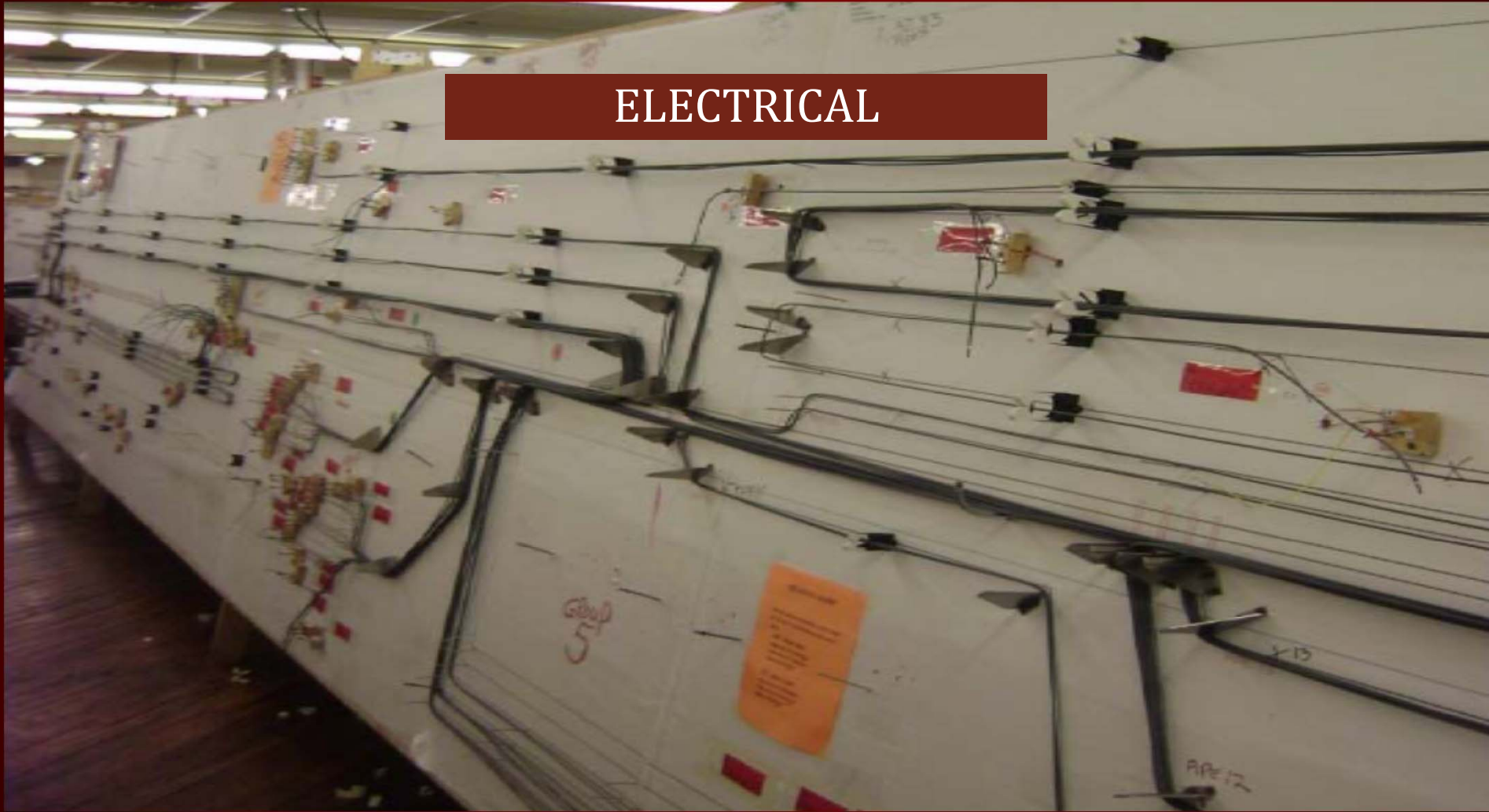


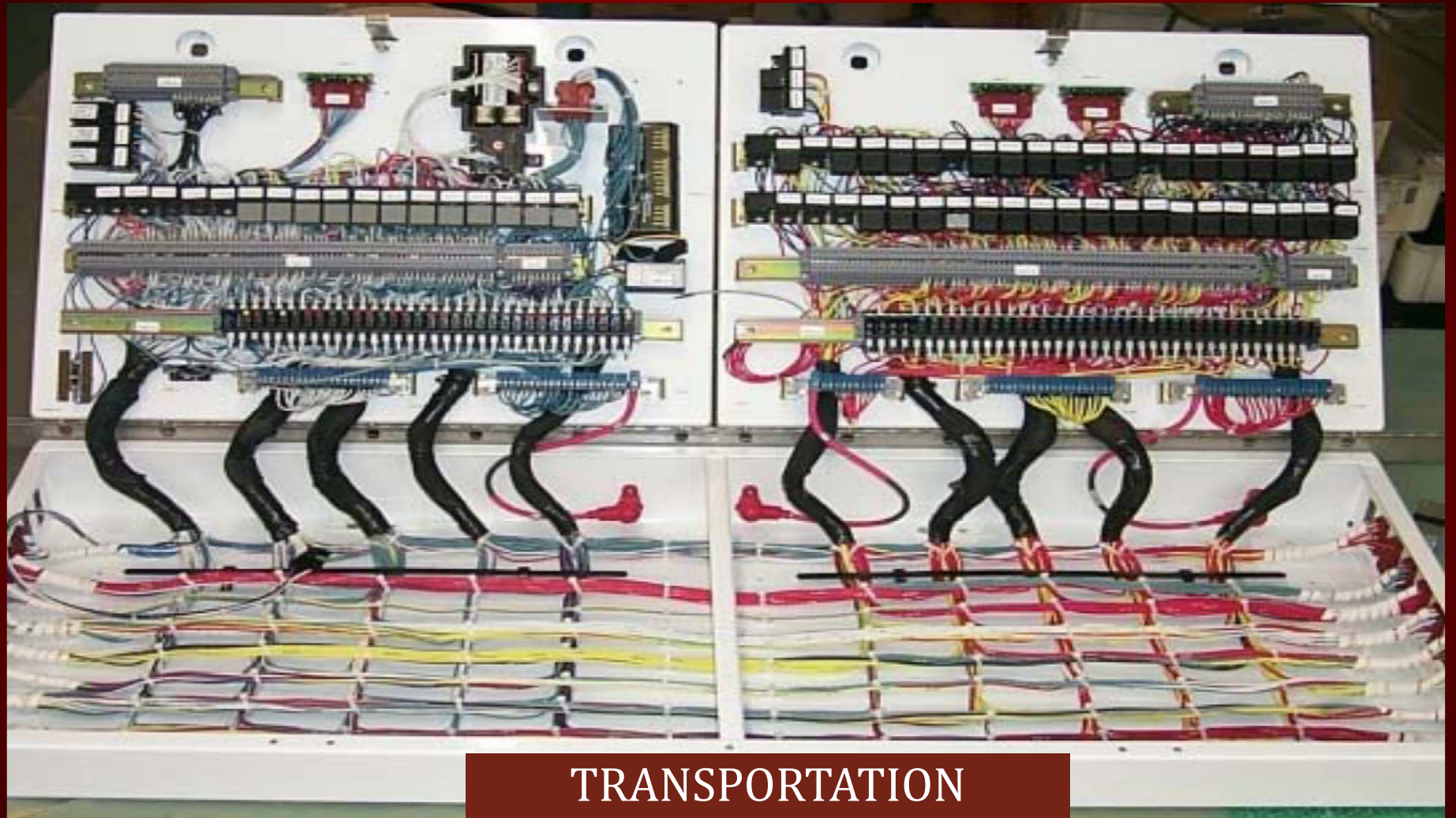
# ELECTRICAL





# ELECTRICAL



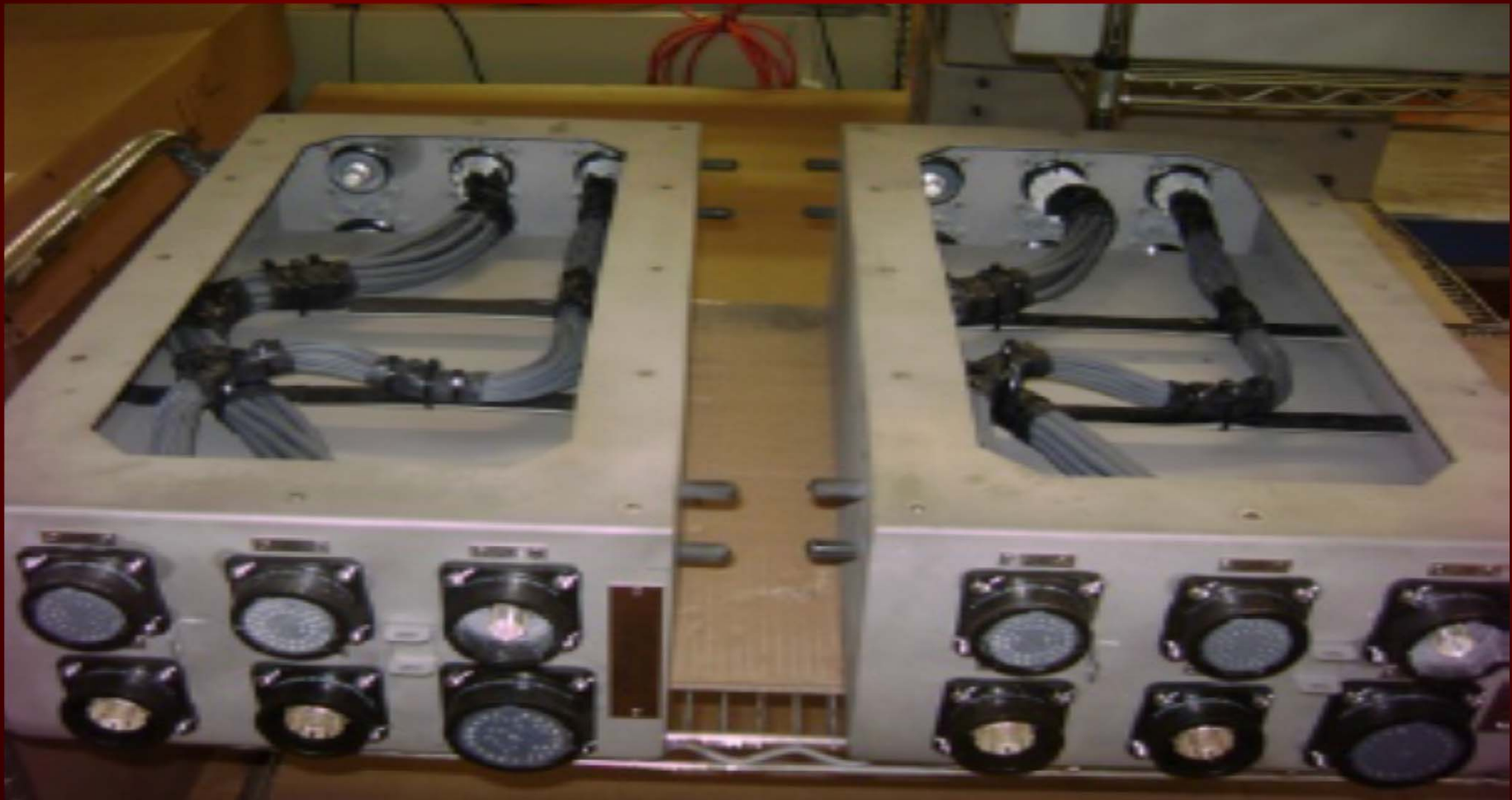


TRANSPORTATION

# Specializing in custom harnesses and assemblies for industrial OEMs



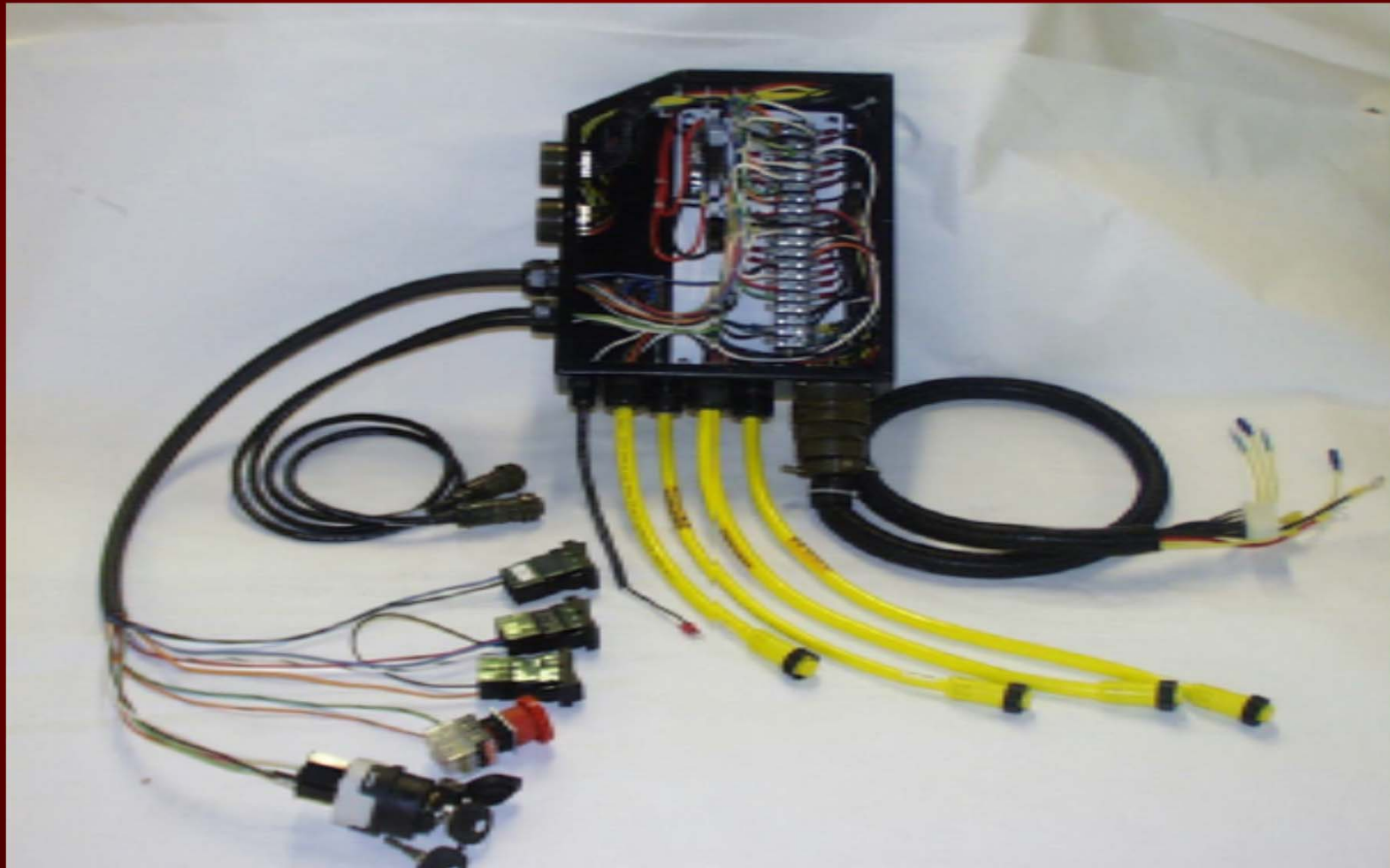
# Wire harnesses, sub assemblies and control panels



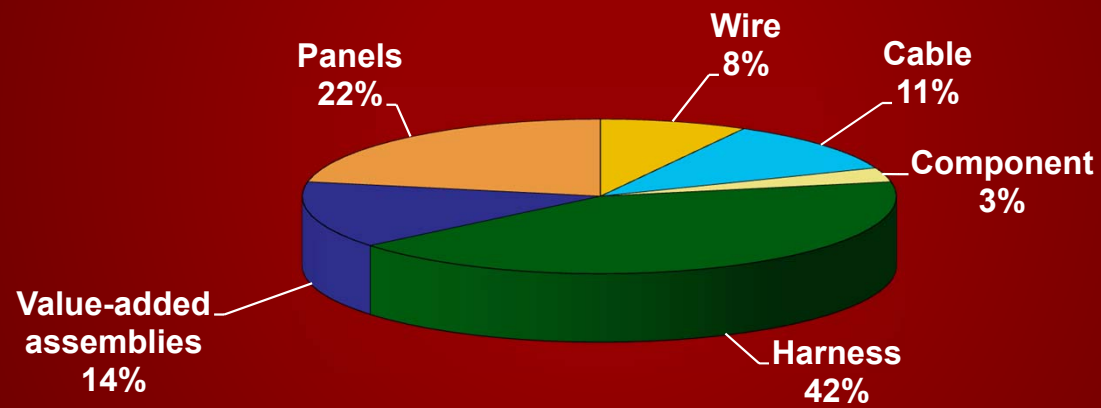
# MECHANICAL



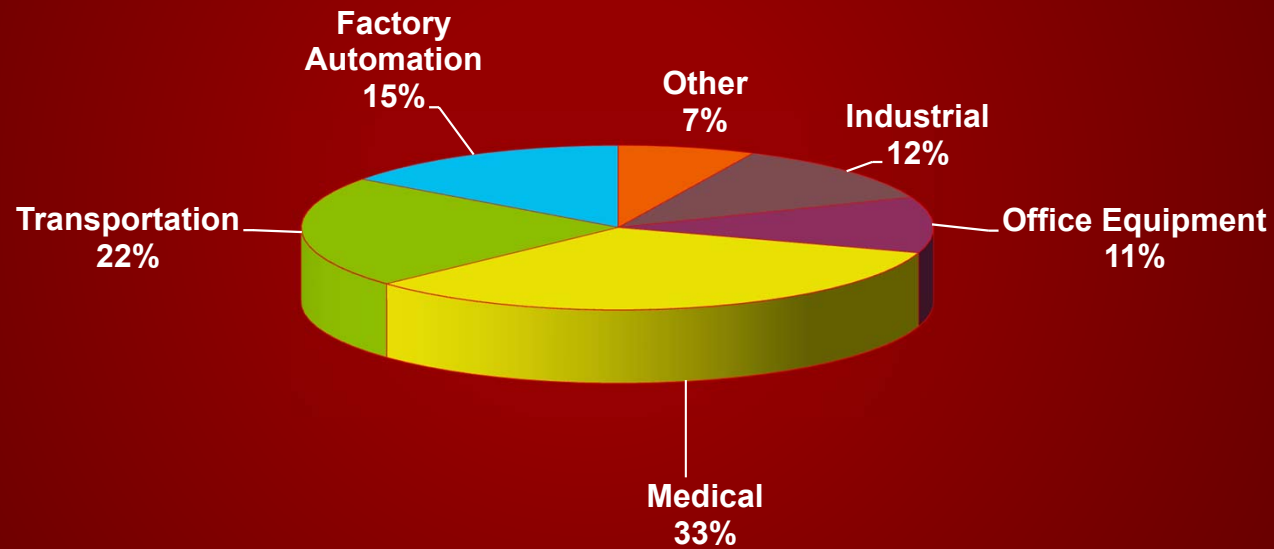
Design and build custom control panels, electro-mechanical sub assemblies and control boxes



# Product mix by commodity



# Customer type by industry





# ADDING VALUE...

***EFFICIENCY*** – Increasing efficiency of employees allows us to lower costs for our clients

***GROWTH*** – Adding increased value to existing clients and establishing new clients

***REAL-TIME DATA*** – Using real-time data of our process to continuously improve and reduce waste

***EMPLOYEE ENGAGEMENT*** – Helping employees benefit from success and prosper

***TECHNOLOGY ROAD MAP*** – Adding speed, agility, and insight to our clients, while decreasing time and increasing quality consistency

# JOINT CERTIFICATIONS...

- ❑ HUBZone (Cert. # 63400)
- ❑ SBA EDWOSB
- ❑ WBE
- ❑ USDOT DBE, NY; MA; GA; PA; CA; IL; AZ; DC; RI; FL; TX  
City of Buffalo/County of Erie Joint Certification
- ❑ ISO9001:2015 Certified
- ❑ Inspect to IPC/WHMA-A 620 quality guidelines
- ❑ ANSI/IPC A-610 Certified - Class 1, 2, 3 Acceptability of Electronic Assemblies
- ❑ ITAR Certified
- ❑ RoHS Compliance
- ❑ UL 486A & UL 508A Certified



# PROFILE...

❑ COMPANY DUNS NUMBER: 624104464

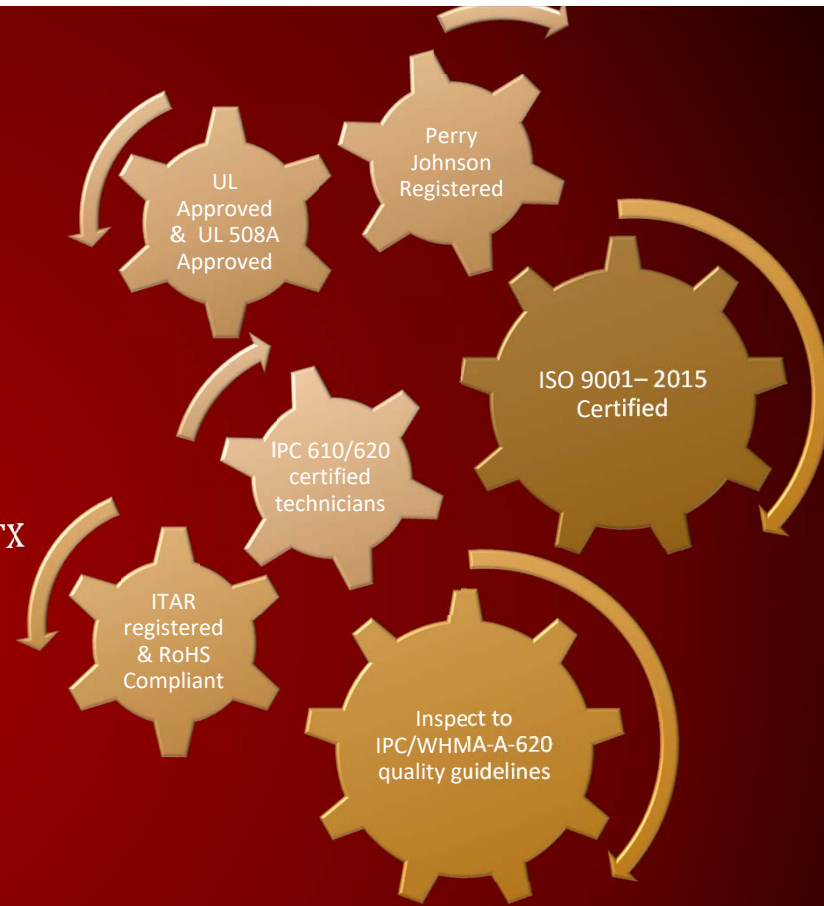
❑ COMPANY CAGE CODE: 4LUQ2

❑ BUSINESS CERTIFICATIONS: SBA 8(a) BD (CASE# 304603), SBA , EDWOSB, USDOT DBE, NY; AZ; CA; GA; DC; IL; MA; PA; RI; FL; TX  
JOINT CERTIFICATION: City of Buffalo/County of Erie

❑ NAICS CODES: 332618, 334290, 334418, 334419, 334511, 335311, 335929, 335931, 335999, 423610, 423690, 541330, 541340, 541380, 541611, 541712, 541990, 561910

❑ FEDERAL SUPPLY Classification 5935, 5995, 5998, 6145, 6150

❑ Customer Audits: Alstom Transport, Clever Devices, Wabtec/Vapor Rail, Bombardier, Westcode, Knorr Brake, NYAB, Mitsubishi , Lockheed-Martin; Hamilton-Sundstrand Space Systems International; Moog; Cobham Mission , Carestream Ortho-Clinical, Systems; Tactair, Taber, Remotec/Northrop-Grumman; Parker, and Dresser Rand



# OUR CONTACT INFO...

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