CIRCUIT MISSION SPECIAL The NEWS Circuit

Newsletter of the Newbury Electronics group of companies

UNDER SCRUTINY-

Can PCB pricing and delivery from China be competitive?

Newbury Electronics is the exclusive UK representative and distributor for Circuit Mission Ltd of Hong Kong and Shenzhen.

We are pleased to have been associated with CML since 1998. We are committed to supplying PCBs of the highest quality at the lowest prices and there is no question that producers based on mainland China have a substantial competitive advantage..

You can benefit from dealing with a local supplier with invoicing in Sterling and deliveries to your door. We provide all the back-up you would expect from a UK limited company in terms of technical & product support. Where we have already made prototypes in Newbury, we arrange a seamless transfer of manufacturing data to China. Use our experience gained from over almost 50 years in the industry to ensure your lowest opportunity to quote you for any quantity of circuits whatsoever from

cost of supply. We seek the 1 piece to 100k.

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- Page 4 3,000 staff 'on board' new factory with room for expansion.
- Page 4 Lunch at CML, Hong Kong, rounds-up the visit.

The latest developments at CML under the microscope

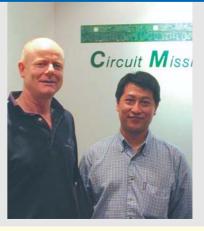
- ▲ HDI & Laser drilling
- **▲ Impedance control PCBs**
- **▲ PTFE PCB production**
- PCBV production on Halogen-Free laminate
- Aluminium base metal PCB production

CML breaks records for reliability and service

Over the last 3 years, we have shipped over 1 million CML manufactured circuit boards to customers in the UK and have had not a single defect. We have experienced variable quality from a number of other Far Eastern suppliers, but all have been surpassed by the outstanding quality and delivery reliability of CML. We have no reservations about proposing CML as a supplier of your PCBs. 🍣

A UK Director's Tour of Duty...

Philip King visits CML factory - page 2



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Plating tanks as big as your living room in the newly installed High Capacity Plating plant!

CML installs New High **Capacity Plating Tanks**

With a requirement to process over 1,000,000 square feet of laminate per month, CML has recently installed and commissioned some of the largest plating lines in the world.

As you can see from the photographs, individual tanks are room sized. The lines are fully automatic and computer controlled. They require only a few people to maintain and manage them.



You will see some of the largest plating lines in the world at CML.

Fit for a King? **UK Director visits CML** factory

Newbury Electronics has had a close relationship with CML for many years and relationships like this are cemented by personal visits.

On his recent visit to CML, Philip King, co-owner and Sales Director of Newbury Electronics Ltd was once again impressed both by the professionalism and the substantial growth of CML over the last few years.

"There may be larger PCB plants in the world but CML's new facility must rank as one of the most efficient and cost effective" he reported.

"The working areas were immaculate and the plant and equipment were all of recent manufacture. Staff were well trained and fully involved in quality improvement. Any UK manufacturer would die for a facility and labour force like this. One has to be realistic and recognise the market forces Continued on page 3...



Fit for a King? continued from page 2.



Philip King authorises a PCB shipment with Dey Ngo, the MD of CML

which are driving production to regions where costs are lowest. We will continue to develop our PCBTRAIN service and small batch production of PCBs in Newbury, but all volume production will migrate to CML."

See page 4 for a further insight into the PCB production facility at CML.

Final Quality Control

CML's excellent quality performance is not achieved without effort.

Every shipment is checked by an independent final inspection department. Solderability tests and micro-sections are undertaken on each batch produced. A 100% dimensional check is performed on a sample basis and every circuit is visually inspected. Full supporting documentation and all test samples and micro-sections are shipped with the product. Of course, all this is in addition to a 100% electrical test. 🚵



LEAD-FREE FINISHES

Above: All production is electrically tested.

AVAILABLE NOW

of lead-free finishes on PCBs is often requested. In fact, suitable finishes have been available for many years, and we offer proven finishes such as Electroless Gold over Immersion Nickel, Electrolytic Tin, Electrolytic silver, & **Entek Protective** coating.



Copper and other proven finishes are available along with lead-free and protective coatings.



Above left: The punch presses producing PCBs for the automotive

Above right: Dev Ngo explains the QA procedures in the final machining department.

Left: At the control centre - the panel registration area.



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SUPERB NEW MODERN FACTORY

These pictures tell their own story of the wellequipped new factory for CML.

The new plant is cleanly and efficiently laid out. The compound also includes a complete effluent treatment and recycling unit, as well as dormitories for some of the plant's 3000 workers. At present, only about half the plant is fully commissioned whilst the additional half remains available for further expansion as demand requires. 🖎





Above: the dormitory block at Shenzhen. Left: view of the front reception area.

CML, LUNCHTIME **ROUND-UP**



AT THE HEART OF THE PCB OPERATION

The drill shop is the heart of any PCB plant.

drilling machines that CML has installed.

This picture shows just 4 of the 45 multi-head

No business trip is complete without a bit of relaxation.

In the photo (left) Jennie King and Dey Ngo (CML's Managing Director) are second and third from the left together with CML's sales team in Hong Kong where they enjoyed a lunchtime roundup at the end of the visit. The tanks in the background are for live fish, not plating! And it was a very good lunch.





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