

Winstronics



ELECTRONIC ASSEMBLY MANUFACTURING

2020 PRESENTATION

WWW.WINSTRONICS.COM

Winstronics Assembly Offering



- Wire Harness Assembly
- Custom Overmolded Cables & USB/HDMI/Display port
- Printed Circuit Board Assembly
- Injection Molded Plastics
- Box Build/LCD Integration/Sensor Assemblies
- Sheet Metal Enclosures/brackets

About Wins



- Started in 1992 - manufacturing in Dong Guan China - US logistics center in Fremont, CA
- Today we are \$55 million in annual sales and own 3 plants/ manage 1100 employees
- We offer design/document assistance - 3 design Engineers in CA, 35 in China
- Customer Service in Fremont
- Service several fortune 500 companies with multiple ship to points around the world
- World Class Pricing, Quality and Service
- Large warehouse in CA for finished goods inventory – service North America and Mexico
- ISO 9001, ISO13485, UL, CSA, CE, Rohs, REACH

Wins Facilities



- **Headquarters:** North America Logistics, Customer Service, Engineering support, 25k sq' of warehouse space for safety stock.
3817 Spinnaker Court, Fremont, CA 94538
Main # 510-226-7588 Fax # 510-226-6538
- **East Coast Office:** Sales Support Center
278 Park Lake Dr, Jacksonville, FL 32081 954-647-9240
- **China Plants:**
 - Fulltime, Dong Guan– Cables/Harnesses/Overmold/box build
 - Full Glory, Dong Guan - Cables/Harnesses/Overmold/Plastics/Apple Licensee
 - Wins, Taiwan – Cables/Harnesses/Overmold/Box build
 - Wins FastPrint , China and Taiwan – PCBA

Wins Facilities



FullTime Plant



Full Glory Plant



**FastPrint WINS
PCBA**



Fremont, CA

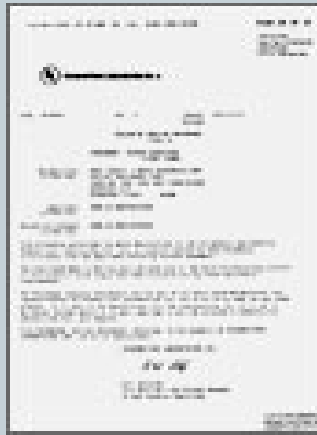


**Wins Taiwan
Plant**

Standards and Certifications



ISO 9001



UL



ISO 14001



ISO 13485

Winstronics adheres to the latest ISO-9001 guidelines. To date, the facilities have been successfully audited by more than 15 major international quality compliance and management agencies plus many OEM customers including some Fortune 500 companies. Our facilities are UL, CE, CSA rated and follow Rohs/Reach initiatives.

Approved in 2013 for ISO 13485 wire harnesses

N America - Key Logistics and Support



- Fremont, CA facility is a strategic resource to our valued clients. Customers can speak with friendly Customer Service people during their business hours for faster response regarding quotes, order confirmation, scheduling, inventory and delivery.
- 3 design Engineers offer technical assistance from cable harnessing to pcb assy board layout. Usually our services are no charge – our part of the investment in a project.
- Sales Engineers in nearly every state – local knowledge of the geography– providing face to face, hands on support.
- 25,000 sq' of warehousing for your safety stock inventory
- Quality Manager in place to react quickly if an issue arises – will work with the factory to determine root cause, containment and get your line running as fast as possible.

Production



- We follow and maintain production through IPC standards.
- All equipment is regularly calibrated and logged.
- Constantly replacing older equipment with newer.
- Quality is maintained through test and inspection.
- Careful planning goes into each assembly. Excellent process control, tracking of what went to the floor, how many were made, how many failed, how many passed test and shipped.
- We will not deviate from your bill or material unless we have written authorization.
- Operators have extensive training, Operation Sheet is written so a new Operator can get up to speed quickly and accurately.
- **Recycle:** Plastic resins, ,metals, paper tape and cardboard.

Inspection and Test

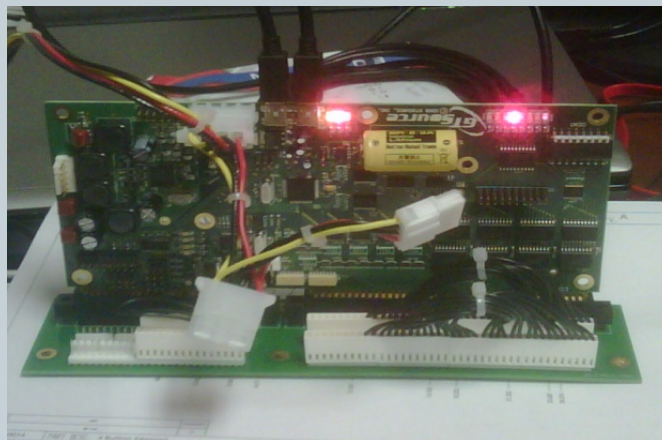


- Starting with stringent Incoming Inspection – each component received is checked against dwg and spec sheet - inspection sheet is checked and logged.
- Every cable assembly is inspected and tested throughout the process. Cables: crimp terminals are measured and tracked, overmold dimensions, durometer, lighted magnification to view pin-outs. Computerized continuity and Hipot tester. Cable and overmold flex testing, pull testing and final visual inspection against customer dwg.

Inspection and Test



- PCB Assy: Each assembly for production goes through highly accurate AOI, ICT “bed of nails” to test each point plus there is visual, optical or Xray equipment to inspect every step in the process. A Final Go-no-Go functional test is performed. Each assembly is tracked through the process by barcode scanning,



Cable/Harness Test and Inspection Equip.



东莞市创能测试设备有限公司

Cable/Harness Test and Inspection Equip.



- **Computer Cable Tester (CT8681/8691/8650E/RT9600) qty 72**
- **Dsp-4000 Series Scientific Digital Cable Analysis 1**
- **Computer Cable Tester(CIRRIS) 21**
- **UTM 1**
- **Hi-Pot Tester 5**
- **Bending / Flex Tester (test bulk cable and overmolded strain relief – life cycle test) 1**
- **Pull-Force Tester 5**
- **Spark Tester 1**
- **Insulation Tester 2**
- **Profile 1**
- **High-Low Temp. Test M/C 1**
- **Xray – 1 to view inside of overmold.**
- **Lighted halo magnification 110**

Cable and Harness Production Equipment



Cable and Harness Production Equipment



- **Molding Machines 111**
- **Crimping Machines 50**
- **Wire Cut Machines 6**
- **Stamping Machines 6**
- **Marking Machines 2**
- **Ultrasonic Cleaning Machine 1**
- **Ultrasonic Welding Machine 6**
- **High-frequency Soldering Machine 1**
- **Auto Dispenser Machine 1**

PCB ASSY Production Equipment



Juki FX-3 high speed



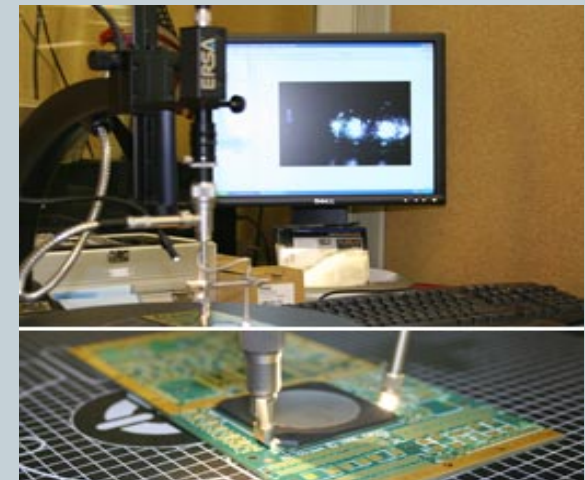
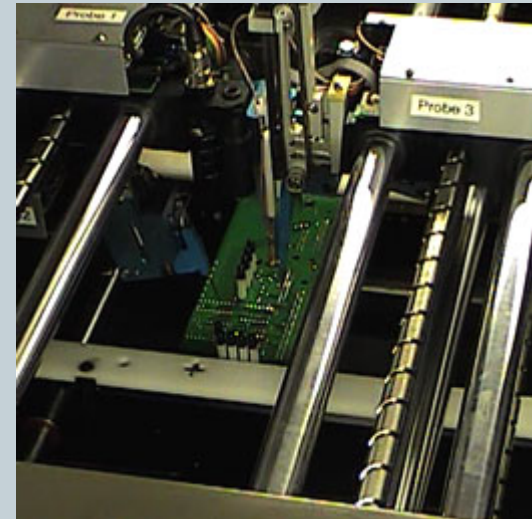
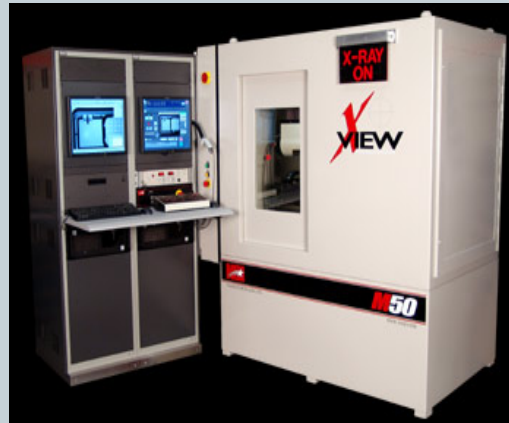
PCB ASSY Production Equipment



- **High Speed Surface Mount Machines:**
- Juki , FX-3 (6) , FX-1R (4), KE-2080 (3)
- Juki, KE 2010 (4), KE 2020 (4), KE 2060R (2), KE2050 (2), KE-2080
- **Automatic Printer:**
- Minami, MK-878SV (4), SP-3040B (9)
- **IR Reflow Machines:**
- Heller, 1809ESL (2), 1809EXL (6), Nousstar Floung NW850 (2), CR8000NP-FW (3)

PCB ASSY Test and Inspection Equip.

Flying Probe, Concord
In Circuit Test, Xray
and BGA, uBGA
Inspection Equipment,
High speed – AOI,
Automated Optical
Inspection, AXI, Auto
solder paste inspection.



Additional In-house Operation Tooling and Plastics



Make our own tool & dies



CNC Machine

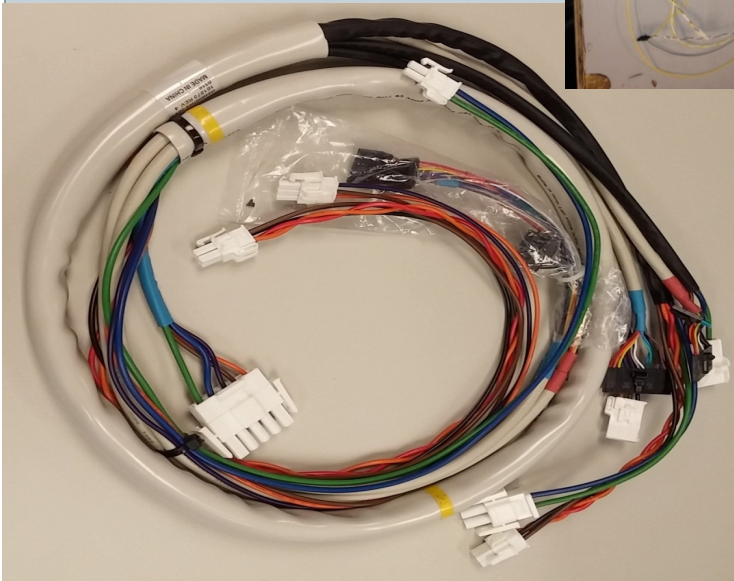
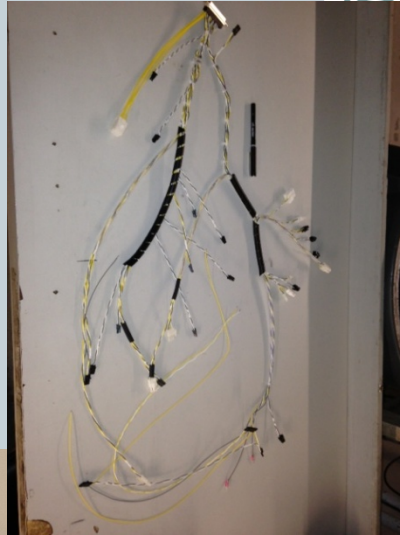
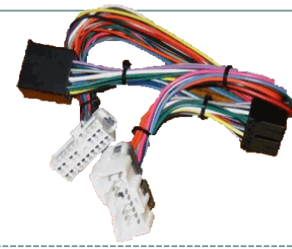


Plastic enclosure molding

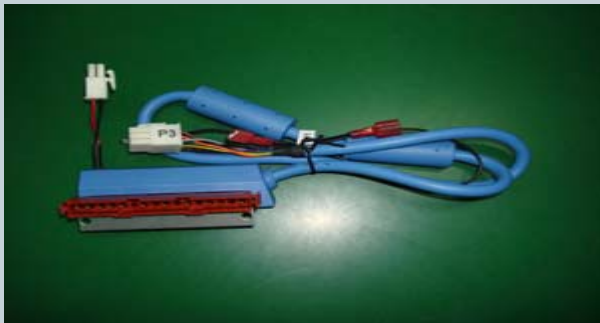
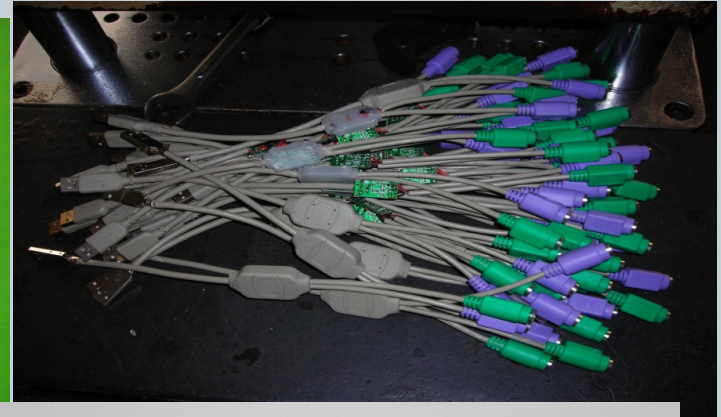


Precision Metal Casting

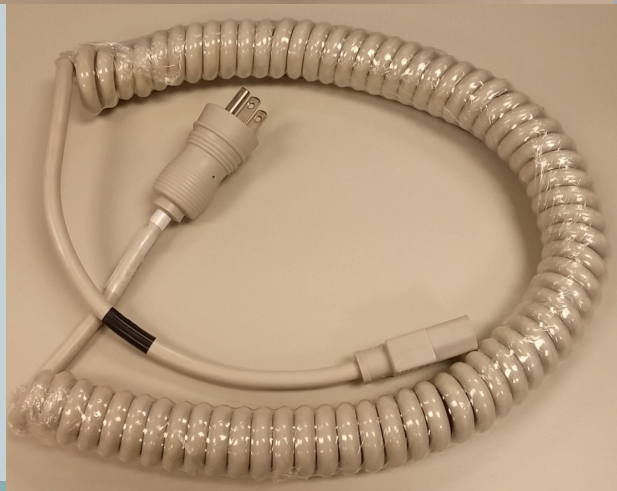
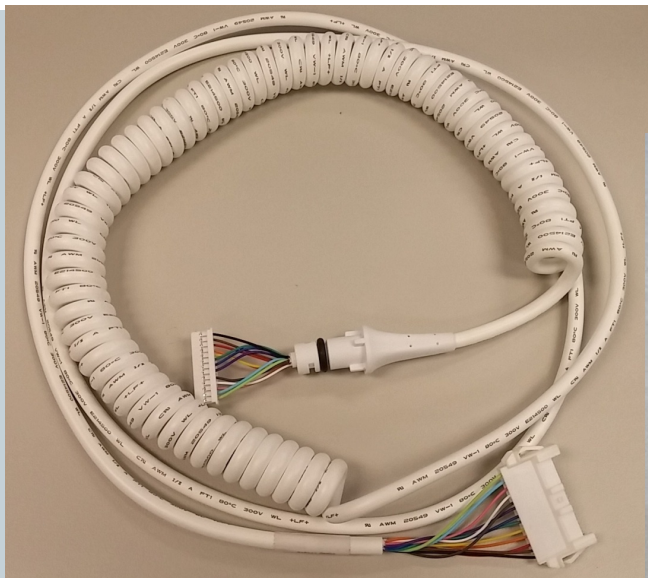
Wire Harnesses



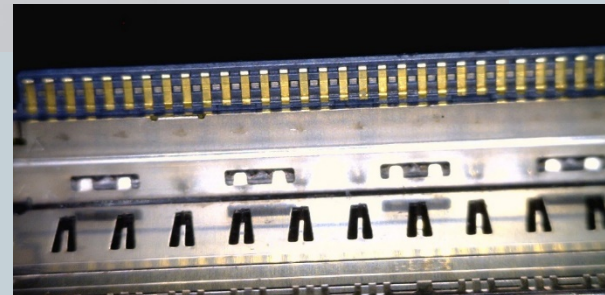
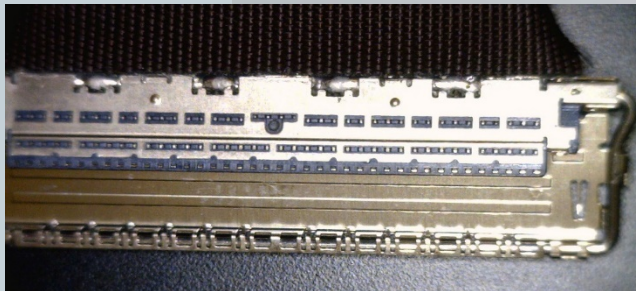
Over-molded Cables



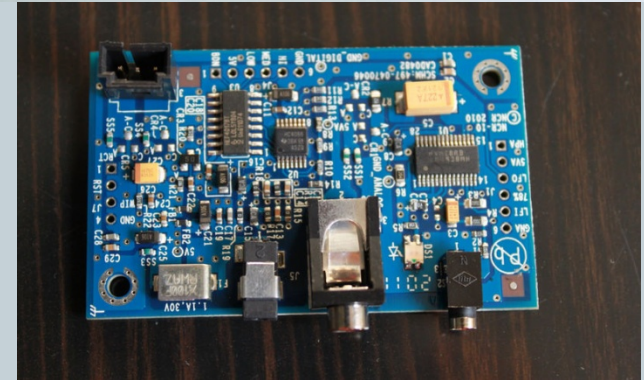
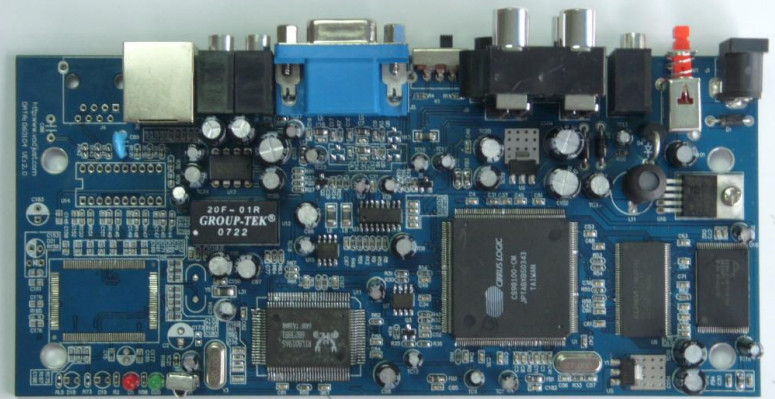
Coil Cords



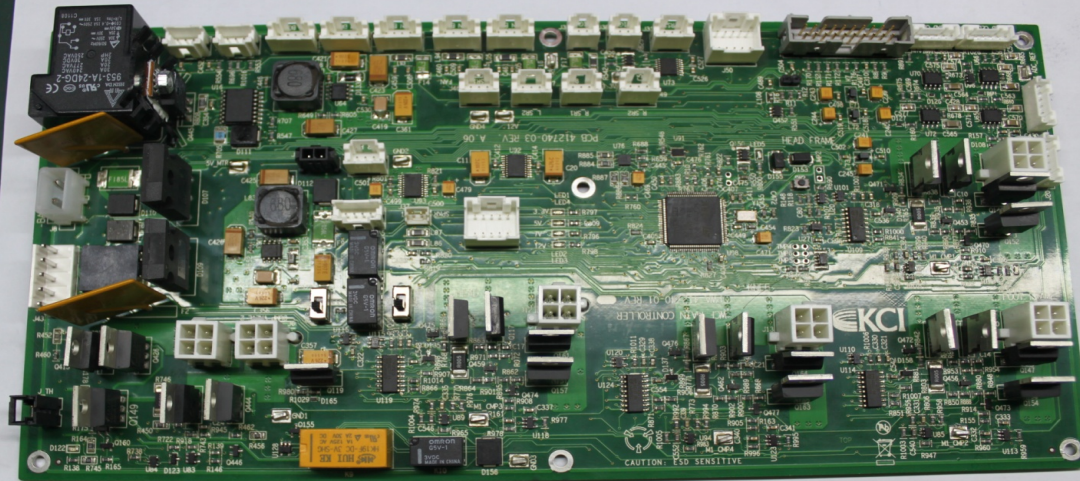
Micro Coax Assemblies



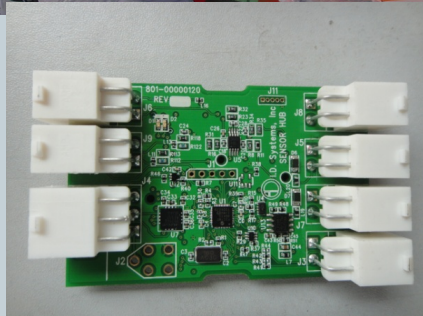
PCB ASSY



PCB ASSY



Overmold Printed Circuit Board Assembly



Plastics and Assemblies Produced by Wins



Plastics and Assemblies Produced by Wins



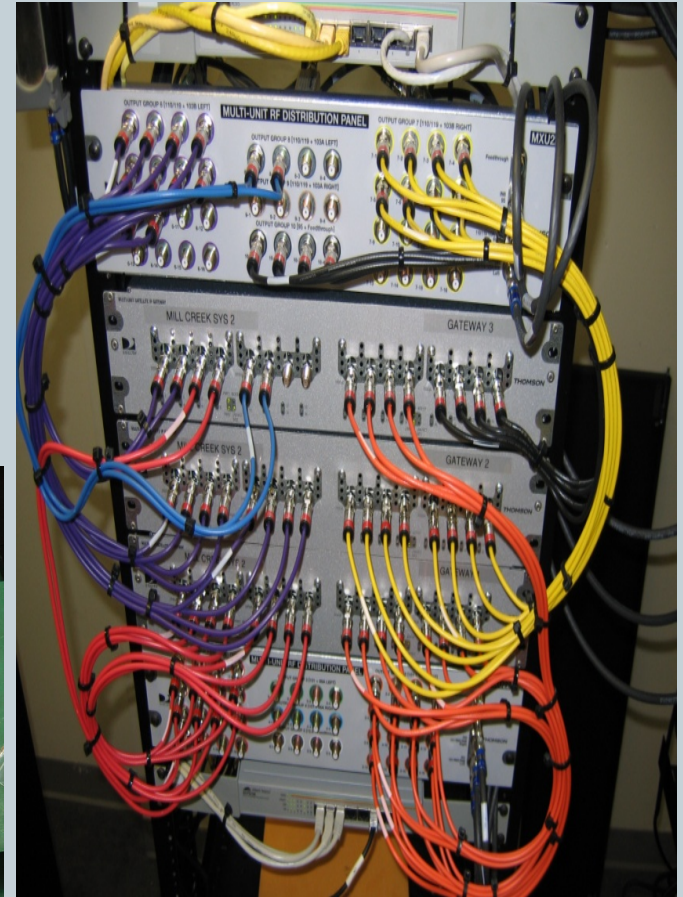
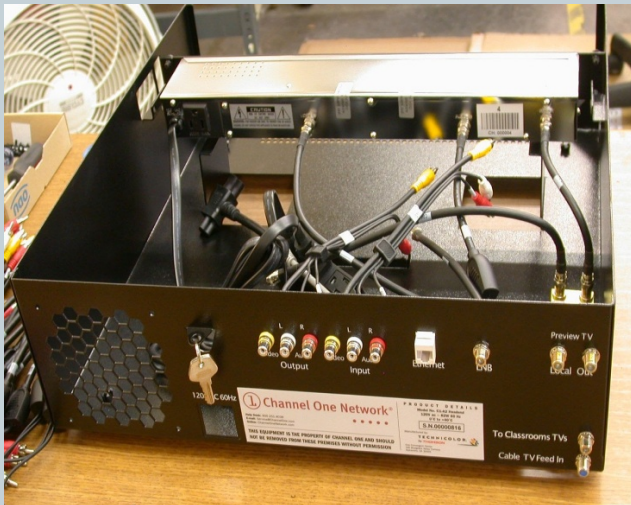
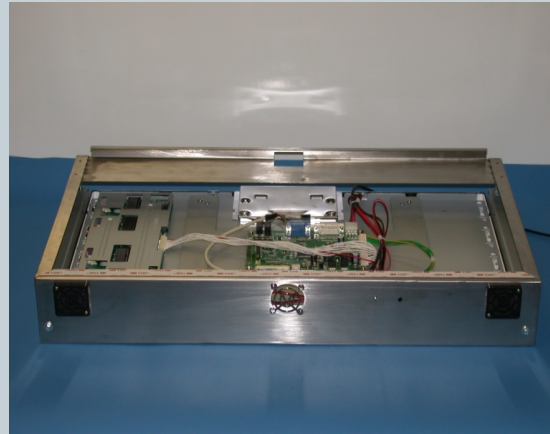
Custom Metal Castings



Plastics Box Build



Sheet Metal Box Build



Warehouse – Finished Goods and Safety Stock in Fremont and China



Major Customers

North America

- **Emerson**
- **Taylor**
- **SONY Convergent**
- **CYBEX/Life Fitness**
- **MAC**
- **Hill-Rom**
- **GTECH/IGT**
- **Prolitec**
- **Viking**
- **L-Com**
- **Geotab**
- **SG Bally**
- **Hickok**
- **Samtec**
- **Island Oasis**
- **Jamesway**
- **KABA**
- **ID Systems**
- **Welch Allyn**
- **GT Source**

China

- **Honda**
- **Plexus**
- **Delta**
- **Foxconn**
- **Fox Link**
- **Belkin**
- **BenQ**
- **Asus**
- **Flextronics**
- **Omron**
- **Pentax**
- **Brother**

Wins thanks you for your business!

