

## Able Electronics' Corporate Fact Sheet

### Company at a Glance

**History:** Originally founded in 1988; acquired by GET Manufacturing in 1997; re-established as Able Electronics in 1999

**Headquarters:** Hayward, California, USA

**Chairmen:** Roger Nordby and Dave Orosz

**President and COO:** Peter Dennis

**Employees:** 200+

**Financial Status:** Privately held with a solid financial position; sequential profitability each quarter; cash resources to the mid eight figures

**Management:** Backed by Brea Industries, Inc. an experienced growth team

**Industry:** Electronic Manufacturing Services (EMS)

**Manufacturing Capacity:** 185,000 square feet located in Hayward, California; Tijuana, Mexico; and Hong Kong, China

### About Able Electronics

Able Electronics Corporation is an ISO 9002 certified, privately-held electronic manufacturing services (EMS) company serving OEMs in the test and measurement, medical instruments, telecommunications, computer peripherals, industrial controls and genetic research industries.

In less than two years, the company has more than doubled production capacity and added several levels of core competencies into its vertical integration strategy including in-house sheet metal and cable assembly. Able's services include mechanical, electronic and software design, printed circuit board development, prototyping services, new product introduction, material procurement and management, printed circuit board and higher level assembly, in-circuit and functional testing, final system box build, fulfillment and sustaining services and custom enclosures. This range of capability provides for the seamless transition of products from one service offering to another, reducing time-to-market and total cost.

Able provides a complete range of EMS solutions from engineering development and prototyping to systems integration and test. Able offers medium-to-high volume, full turnkey manufacturing, test and logistical services.

### Mission Statement

Able Electronics' mission is to be recognized as the *best* electronic manufacturing services provider by customers, suppliers, associates and shareholders. Located in the heart of Silicon Valley, Able is ISO 9002 certified and provides a full range of services from engineering development and prototyping to systems integration and test.

### Quality Policy

Able is committed to provide quality products and services to our customers that will enable them to succeed in their global markets.

### Value Proposition

**Operational excellence.** We have seen our value proposition evolve as our customers' business requirements have changed. While we strongly believe that providing a high quality product at a competitive price is important, it is only the first step in delighting our customers. Today's customers want much more from their EMS partner. At Able Electronics, we work to understand each customer's value and supply chain, and to provide services that create breakthrough improvements in business execution.

### Customer Focus

Customer service is a key differentiator of Able Electronics among other EMS companies. Able Electronics focuses its resources on the customer ensuring attention to every detail. Able's new proprietary, online and real-time tracking and reporting service, AbleTrax™, gives customers access to real-time information with up-to-the-minute answers about orders. Customers get immediate information 24/7 to instantly check manufacturing status and delivery schedules, liability, yields, backlogs and purchase orders. Everyone inside the customer's organization from finance to quality can use AbleTrax to get information, making it easier to partner with Able.

### Industries Served

**Telecommunications.** Able manufactures products that enable customers to improve their voice communications equipment. Examples of telecommunications equipment include corded and cordless home phones, business phones, cellular phones, pagers, PBX systems and voice-mail systems.

**Internetworking.** Able builds products for its customers so that they may develop ADSL, cable modems, enterprise routers, SOHO networking solutions, hubs, network interface cards (NICs), switches and virtual private network (VPN) hardware.

**Medical.** Able enables its customers to build products to monitor the health of patients including electronic thermometers, cholesterol measurement devices and diabetes testers.

**Computer Peripherals.** Able's partners are able to improve personal productivity by leveraging their computer systems. Examples of computer peripheral products include sensors, cameras, adapter cards, keyboards and disk drives.

**Industrial Controls.** Able's customers develop the environmental and process applications necessary to help run businesses more effectively.

**Semiconductor Testing.** Able makes products for its customers that design, develop and manufacture spare parts, tools, cleaning devices, equipment and related materials for the semiconductor industry.

**Genetic Research.** Able's customers are involved in life science and biotechnology research applications including drug discovery, protein synthesis, diagnostics and genomic-database building.

## Capabilities and Competitive Advantages

- Consignment and full systems turnkey manufacturing through box build (PCBA level through system build, integration, test and pack-out)
- Highly skilled at helping customers transition from consignment to turnkey
- Low to high volume products; short runs, engineering builds and prototypes
- Concurrent engineering of new OEM products using DFM, DFT and DRC that expedite product launches
- PTH and SMT (.4mm pitch, 0402 packages, BGA; assembly, repair and failure analysis)
- IPC 610 Certified Personnel
- ISO 9002 certified
- Product repair and refurbishment (in and out of warranty)
- Engineering services with Solid Works and AutoCAD
- Sheet metal finishing and cable assemblies
- QTA (Quick Turn Around) of one to three days

## Engineering Services

- Product design and support—strategic partnerships with design and development contractors
- Product design review check—PCB DRC prior to PCB fabrication
- Mechanical engineering design
- Final engineering test of completed enclosures

## Quality Systems

- Company-wide commitment to Total Customer Satisfaction using corporate Total Quality Management (TQM) philosophy and guidelines
- ISO 9002 certification, regulatory approvals and international certification

## Program Management

- Cross-functional teams led by Able Business Unit Managers are assigned to each account for customized service
- Customer reporting available online through AbleTrax
- Centralized point-of-contact for change control driven by customer's ECO processes
- Electronic data transfer for drawings, GERBER files, drill tapes, etc. (Agile Software)
- Customer Satisfaction Index conducted and analyzed monthly

## Purchasing

- Leveraged commodities pricing
- JIT programs from local supply base
- Full product turnkey procurement

## Materials Management

- MRP II system (BPCS) used for automated materials and production planning
- Customer-owned materials managed separately to maintain integrity and accuracy
- Integrated MPS activities and management
- Agile Software

### **Logistical Services**

- Typical delivery of finished goods is FOB Hayward, CA with the capability to act as the customer's distribution center and drop ship directly to the end user
- Order fulfillment

### **Business Services**

- Product Design and Support—Offering industrial, electrical and mechanical product development support
- Enclosure Systems—Offering a full range of integrated custom electronic housings
- PCB Fabrication— Offering a full range of PCB fabrication services

### **Subsidiaries**

#### **AbleMex S.A. de C.V.**

AbleMex opened in May 2000 for customers requiring low-cost North American production from a convenient, regional manufacturing source. Located in Parque Industrial Tijuana, AbleMex customers can profit from the company's commitment to Total Customer Satisfaction and operational excellence without traveling overseas. The Mexico facility is a world-class site with capabilities ranging from PCBA level through system build, integration, test and pack-out. This allows Able customers to build medium to high volume products ranging from the simple to the most high-tech while benefiting from the strategic advantages of manufacturing in Mexico.

#### **AbleChina**

AbleChina opened for manufacturing in June 2001 for customers requiring low-cost offshore manufacturing. Located in Hong Kong, Able's customers can easily take advantage of immediate production increases and at the same time receive Able's excellent operational excellence. Capabilities include PCBA level through system build, integration, test and pack-out.

#### **Able Custom Enclosures-ACE**

ACE began operations in January 2002 to enhance Able's core capabilities in manufacturing providing customers with lower cost solutions, better lead times, reduced inventory and higher quality control. Located in Hayward, California, ACE works to provide Able customers with such services as cable assembly, sheet metal fabrication, powder coating and silk screening.

### **Management Team**

Roger Nordby, Co-Chairman of Able Electronics and Managing Partner in Brea Industries

Dave Orosz, Co-Chairman of Able Electronics and Managing Partner in Brea Industries

Peter Dennis, President and COO

George Laurie, Director of Manufacturing Operations

Jerry Ceglia, Controller

Russel Yarp, Director of Vertical Integration

Bob Weber, General Manager, AbleMex S.A. de C.V

### **Strategic Relationships**

Comerica Bank of California

Trend Technologies



### **Headquarters**

31033 Huntwood Avenue  
Hayward, CA 94544 USA  
Telephone: +1-510-477-5000  
Fax: +1-510-477-5102  
[www.ableco.com](http://www.ableco.com)

### **Media and Analyst Relations**

Peter Dennis, President  
Telephone: +1-510-477-5005  
Email: [pdennis@ableco.com](mailto:pdennis@ableco.com)