

● 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 cost of supply. We seek the opportunity to quote you for any quantity of circuits whatsoever from 1 piece to 100k. 📧

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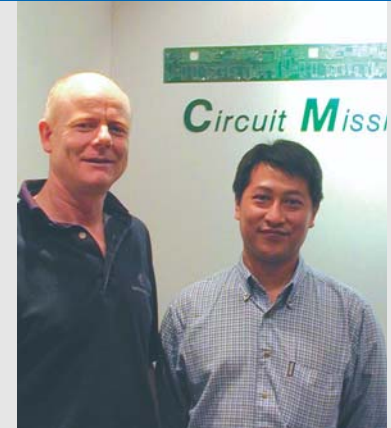
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### The latest developments at CML - under the microscope

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

### A UK Director's Tour of Duty...

Philip King visits CML factory - page 2



## 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. 📧



# 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

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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?  
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. 



Above: All production is electrically tested.



## LEAD-FREE FINISHES AVAILABLE NOW

The availability 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.





