

Contract Production Limited provides top quality contract electronics manufacturing services across a range of industries from instrumentation and defence to subsea and environmental engineering. We have established a first class reputation in the industry by putting quality assurance at the heart of everything we do, be it design, SMT placement, or final assembly and testing.

### A note from Ed, our General Manager

Welcome to the Winter 2015 edition of our newsletter. Autumn has been a tremendously busy time at CPL completing a number of key infrastructure, IT and production process improvements all culminating in an open day held on November 13<sup>th</sup>. The day was well attended by our existing customer base and was an opportunity to showcase how Contract Production are focused on continuous improvement.

This ensures that we maintain the highest quality standards whilst driving forward efficiencies and value for our customers.

Regards,

**Ed Smithies**



Contract Production is proud to manufacture in Britain, and has been accepted by the Made in Britain campaign team. Over 300 companies are members of the scheme designed to identify British made products and promote British manufacturing in the UK and overseas.

Whilst much of the world's electronic component production is based in the Far East, we have been able to place much of our non-electronics business locally. We have long established partnerships with a number of local specialist suppliers for printed circuit boards, turned parts, housings, and castings.

To find more like minded British businesses and apply for membership, visit [www.madeingb.org](http://www.madeingb.org).

### Customer Focus



Pulsar Instruments Plc are based in North Yorkshire and supply noise at work measurement instrumentation. Their product portfolio includes professional sound level meters, personal noise dosimeters and wall-mounted noise activated warning signs to help Safety, Health, Environmental and Quality Managers around the world to comply with noise regulations and safeguard employees' hearing.

#### **nova** Sound Level Meter

As a long standing customer, Pulsar Instruments approached Contract Production in 2012 during the early design stages of their new Nova range of sound level meters. Test and production engineers from Contract Production worked with Pulsar's design engineers to maximise the number of machine placed components and offer the most economic assembly solution. This multi layer circuit board incorporates BGA devices alongside QFN and other fine pitch devices.

Small batches of prototypes boards were assembled and tested with feedback given by both sides at every step of the process. This helped to ensure inspection processes, tooling and test equipment were all in place for the product launch in mid-2013.

**FREE PCB TOOLING, MACHINE SET UP AND PROGRAMMING \* FOR ALL NEW SMT PLACEMENT ORDERS PLACED BY MARCH 31<sup>ST</sup>.**

\*TERMS AND CONDITIONS AVAILABLE ON REQUEST

Through good design, much of the assembly work is machine-based with the final instrument programming, functional testing and soak testing being mostly automated, helping to minimise costs whilst ensuring the highest product quality.



Pulsar Managing Director, Sarah Brack, was delighted to involve Contract

Production in the design of the Nova instrument. She commented that "working closely with our engineers, Contract Production have proved to be competitively priced, exceptional in their technical knowledge and outstanding at meeting tight deadlines"

The Nova is one of the easiest range of sound level meters to master and use on the market. It is now a well-established and recognised product in the health and safety community, both in the UK and overseas. Since its launch in 2013 it has helped Pulsar increase market share against many of its rivals.



To find out how the Nova and other noise measurement instruments can help your business comply with the Control of Noise at Work regulations, call 01723 518011 or click [www.pulsarinstruments.com](http://www.pulsarinstruments.com).

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### CPL Open Day Review

#### Contract Production

successfully opened its doors on November 13<sup>th</sup> 2014 to welcome customers old and new. Over half of our customers were able to visit, with one individual travelling **over 200 miles** to join us. All were rewarded with excellent refreshments, tours of the recently upgraded facilities and of course the chance to meet the important people who assemble all of the quality products.



I am sure that we will be doing it again in 2015, but there's no need to wait until November. The kettle is always on and we are always happy to "talk shop" to people with a common interest.

If you'd like to visit and discuss a project – existing or new – give us a call. If you'd prefer that we come to you, that's fine too.

Ask us about the our **free PCB tooling offers** to help take the stress out of moving your business.



### Industry Focus

#### EEF 2015 Executive Survey

The latest annual survey published by EEF, formerly the Engineering Employers' Federation, indicates that firms are cautiously confident for 2015. There is confidence that the positive trends of 2014 will remain, albeit the pace of growth companies are planning for is more modest and that feeling of optimism is less prevalent than it was this time last year." Global conditions are of concern with over 1/3<sup>rd</sup> expecting them to worsen.

On a positive note, 70% of manufacturers say that the UK will be a competitive location for their activities in 2015 with 69% expecting to improve productivity. More than half (58%) expect to boost UK sales with just under half (49%) expecting to take on more permanent staff.

With ongoing economic and geo-political uncertainty, Europe and the Middle East are seen as less promising for exporters. North America, Asia and South America are expected to be the hotspots for export growth.

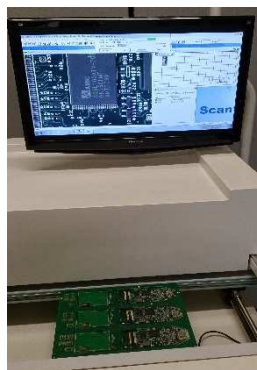
For further details of the 2015 Executive Survey visit [www.eef.org.uk](http://www.eef.org.uk)

### Have You Seen The Changes?

For anyone who did not make it to our Open day, throughout 2014 Contract Production made a number of improvements to infrastructure, processes and systems to ensure that our customers will continue to receive the highest quality of product. These include:-

#### In Line Automated Optical Inspection

We continue to invest in our machine capacity and recently installed a new inline AOI alongside one of our surface mount machines. Whilst being faster than human inspection methods it is also considered to be more accurate. The AOI checks components values and positional accuracy from the start of a batch run through to completion.



**Enlarged Stores Area** – As our business grows in size and variety we have had to find space, not only for electronic components, but also housings, cables and turned parts. By rearranging our work space we have consolidated 3 small stores areas into one consolidated space.

**Sage Manufacturing Rollout** – In the middle of 2014, we made the changeover to Sage Manufacturing to integrate all of our stock control and management accounts systems. Sage allows us to better integrate how we plan our production, eliminating waste and improving lead times for our customers.

 **Software for business**

We will continue to add features through 2015 to further enhance information flow to our customers.

If you would like to see the changes for yourself or discuss the impact that these changes could make for your products, [please call to arrange a visit.](#)