



NEWSLETTER

January 2024

MALAYSIA GRAND OPENING

With the enactment and escalation of punitive tariffs in 2019 on nearly all Chinese imports, Pace had begun to look elsewhere to bring our customers high-quality products without the additional burden of high tariffs. Charlene Yang, Managing Director of Pace Technologies, headed up the search for alternative manufacturing facilities outside of China. Beginning in early 2019, Charlene and her team started working to make connections, set up visits, and perform feasibility analyses on factories in various countries throughout Southeast Asia, making the ultimate decision on Malaysia.

THE DECIDING FACTOR

Charlene reports exciting news! The build of our new Pace Malaysia Facility - See page 2.

Labor rates are similar to those in China and there is no shortage of laborers. Basic industries, including the electronics industry, are mature and the country is politically stable. Overhead rates are higher than Heshan area, however, the higher costs are offset by the punitive tariffs. The well-educated and multilingual population gives a solid foundation in engineering and management areas. After consideration of all the above factors for these and other countries in Southeast Asia, Pace has decided to choose Malaysia to expand our value offerings to our customers.





GRAND OPENING



PRODUCTION

Initial equipment will include wave solder, SMT and injection machines. Space is reserved for an additional two assembly lines as production starts. Additional equipment will be added as production requires. Production trials and UL inspection at the Malaysia facility were completed in December.

MALAYSIA FACILITY

Pace is proud to announce that we are expanding our contract manufacturing capabilities with a brand new facility in Malaysia. The location of our new facility is Pandamaran Industry Park, Port Klang which is an hour drive from KUL airport and only 15 minutes from the Klang Port. The new facility is a two story building with office space of 8,138 sq feet and production area of 21,973 sq feet with the ability to expand.



Capabilities will mirror our China facility but at a smaller capacity. Initially we will be operating 2 assembly lines.

FACILITY TOUR

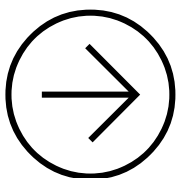
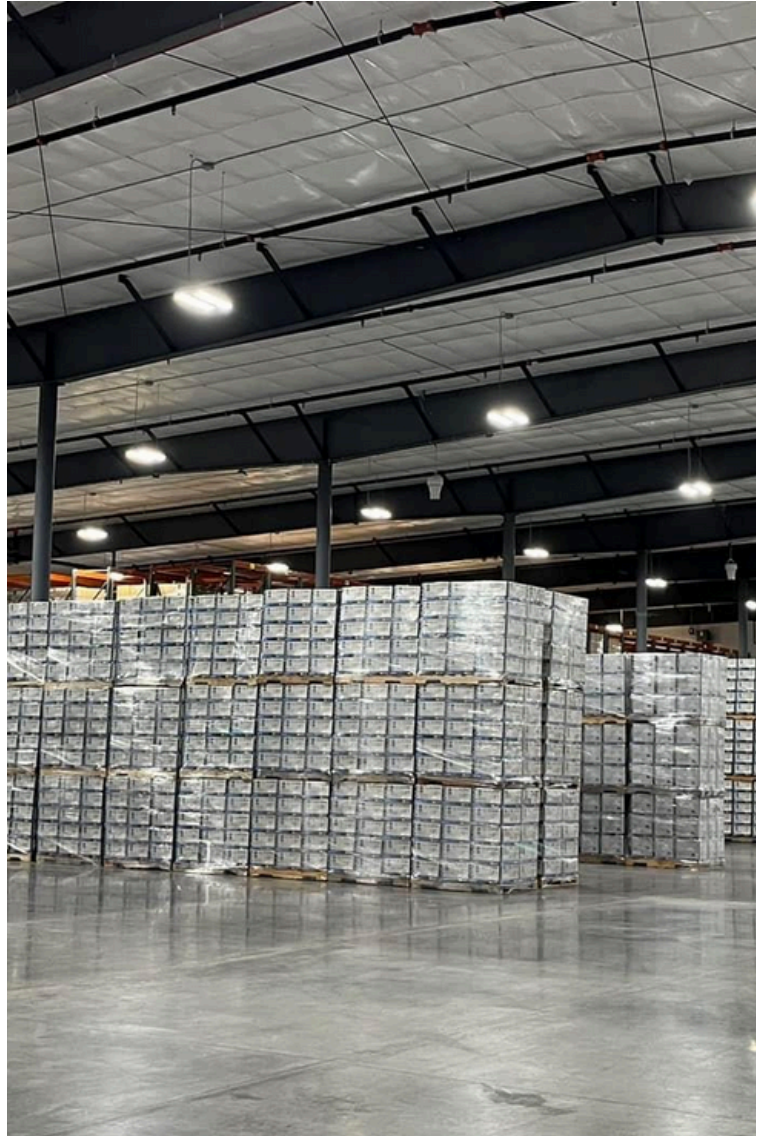
Pace will plan a grand opening tour for interested guests to visit the new facility in March 2024! Schedule your visit with your Pace Regional Manager if you are interested in joining us!

THE BENEFIT

OF PACE MANAGED INVENTORY & FULFILLMENT

One thing that has always set us apart from the competition is our ability to take the worry out of Asian outsourcing by providing complete program management in our New York headquarters. We have over 50 years of experience importing products and we work closely with licensed customs brokers and logistics professionals to make sure your products arrive on time and with the right documentation to clear customs.

While we offer direct full container shipments, we also have custom programs tailored specifically to the needs of our customers. Whether it's JIT, blanket/buffer orders, consignment billed on usage or min/max LOI, we have managed it all. Are you looking for a program best suited for your business? Let us customize a program for you!

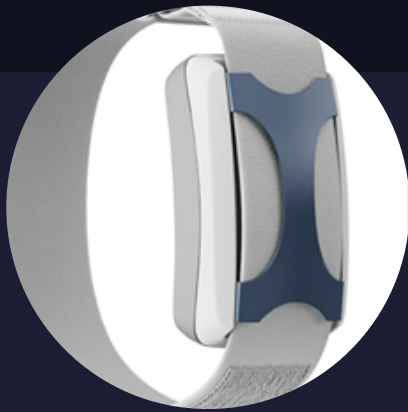


REDUCING OVERHEAD COST

MANAGED INVENTORY | ORDER FULFILLMENT
DROP SHIP TO END CUSTOMER | MANAGING RETURNS

Grow your business better and faster with innovative solutions.

UP & COMING

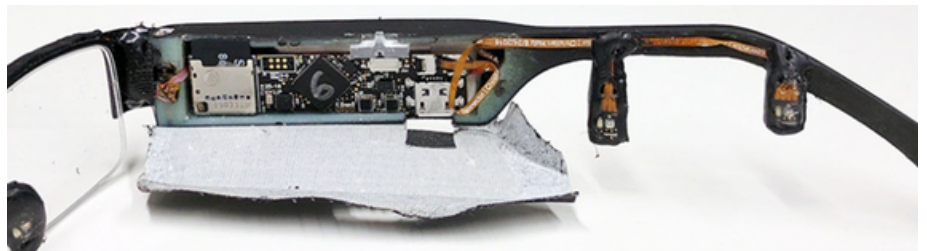


AT PACE WE ARE ALWAYS FINDING WAYS TO MODERNIZE TECHNOLOGY

Check out these new
wearable tech designs
in development at Pace!

REDESIGN FOR OBSOLETE COMPONENTS

Our engineering staff is capable of taking your current design and substituting an equivalent component to cost reduce or replace a phased out component. We will review your bill of materials, provide specs and samples as well as test data proving out the equivalent. Let our team assist you by taking the hassle out of finding an alternate for an obsolete, end of life or pricey component.



REVERSE ENGINEERING

Have a product that has been around for decades but you would like improved? Let our engineering team reverse engineer your products and assist in redesigning, to accommodate the latest and greatest technology. Add new features, a fresh new look or even app development. We have solutions for you thanks to our experienced team that can assist you, all while protecting your companies intellectual property.

THE PRIDE IN OUR WORK

CERTIFICATIONS MATTER

We believe in our work because of our ability to set incredibly high standards internally & internationally while also meeting rigorous industry standards for credentials and certifications. We utilize the latest tools and technology to meet those standards and exceed expectations.

A QUALITY MANAGEMENT
SYSTEM MAINTAINED TO BOTH
INDUSTRY STANDARDS

ISO

ISO 9001:2015
ISO 13485:2016

UL CERTIFICATIONS

EMERGENCY LIGHTING

SOME OF THE RECENT MODELS TO ENTER OUR CATALOG



PAC0889

Thin Line LED Exit Sign / Emergency Light Combo

PAC0890

Thin Line Aluminum Exit Sign / Emergency Light Combo

HOW CAN WE EXPAND OUR LIGHTING PRODUCTS TO BETTER MEET YOUR NEEDS?
LET US KNOW AT [CONTACT US](#) - PACE ELECTRONICS

2024 D2P TRADE SHOWS

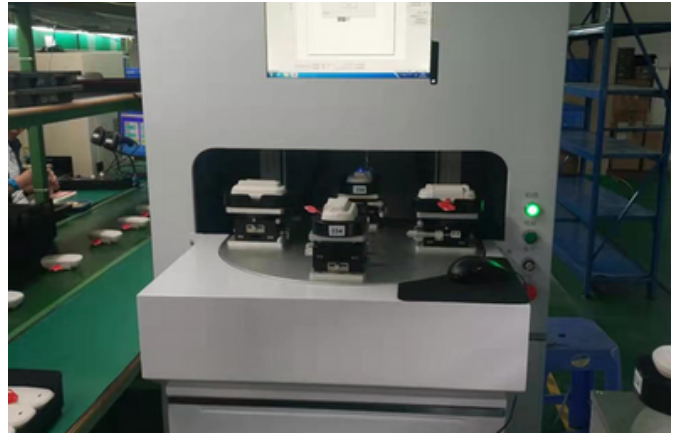
Spring -
Irving, TX
Atlanta, GA
Schaumburg, IL

Fall -
Long Beach, CA
Nashville, TN

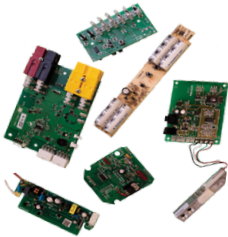


CAPABILITIES

BRING US YOUR TOUGHEST CHALLENGES. WITH COMPLETE END-TO-END CAPABILITIES, FROM CONCEPT DESIGN TO GOING-TO-MARKET, WE'LL PARTNER WITH YOU EVERY STEP OF THE WAY.



CONTRACT MANUFACTURING WITH EASE



DESIGN

Pace engineers are industry experts who use DFMA (Design for Manufacturing and Assembly) protocols to ensure that your design is optimized for efficient production from the start. Our goals are to minimize your cost and expedite your time-to-market without sacrificing quality.



BUILD

Does your organization lack in-house manufacturing capabilities? Do you have the facilities, but require scalability to meet your changing business needs? Are you looking for a more cost-effective way to manage your component manufacturing and product assembly without sacrificing quality? Are you a small business looking to overcome the barriers to entry in the electronics market? If so, you would benefit from a contract manufacturing partnership.



ASSEMBLE

Pace has a demonstrated history of innovation and understanding our customers' needs. When we built our newest headquarters in Williamson, NY we included stateside assembly and kit building capabilities for our customers who prefer a domestic workforce. Our new state of the art facility has 2 assembly lines and the infrastructure for quick expansion. We built our facility with your future in mind.

OFFERING MORE OPPORTUNITIES

STATE SIDE ASSEMBLY



The Value of State-Side Assembly

It's recommended to establish an assembly schedule that aligns with your shipping schedule or allows for modifications across various SKUs. Maintaining a stockpile of kitted materials that can be customized per the SKU requirements provides an unparalleled degree of flexibility, enabling swift adjustments to meet your demand schedule.



Flexibility

The modern labor force poses several challenges. Rather than being a cause of concern, why not leverage the expertise of our experienced labor force to alleviate the burden of planning and production scheduling?



Control of Processes

Our team implements your control processes with precision. In order to ensure that our assembly line meets your specific design requirements, we work closely with your team to identify any critical testing requirements or work instructions. We provide comprehensive documentation for all assembly operations, tailored to your unique specifications.