

MAY 2019

# PACE ELECTRONICS

Official Newsletter of Pace | Global Manufacturing Services |  
Component Supply | Engineering Services

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# Two Global Leaders Merge

## Pace Electronics & Peter Parts



PACE ELECTRONICS, A WORLD CLASS PROVIDER OF ELECTRONIC CONTRACT MANUFACTURING SOLUTIONS, CELEBRATING 50 YEARS IN BUSINESS, IS PLEASED TO ANNOUNCE THE ACQUISITION OF PETER PARTS ELECTRONICS. PETER PARTS ELECTRONICS HAS BEEN A LEADING GLOBAL SUPPLIER OF ELECTRONIC PARTS, COMPONENTS AND ASSEMBLIES FOR OVER 32 YEARS AND ARE EXPERT IN THE AREAS OF SIGHT, POWER AND SOUND.

THE ACQUISITION BRINGS PACE A SALES STAFF WITH OVER 120 YEARS OF COMBINED INDUSTRY EXPERIENCE PROVIDING SUPERIOR SERVICE TO THEIR CUSTOMERS. IN ADDITION TO AN EXPERT SALES STAFF IN THE US, WE HAVE ADDED NEW STAFF IN CHINA THAT ARE HIGHLY SKILLED IN SOURCING AND LOGISTICS, AN ENGLISH SPEAKING ENGINEER IN HONG KONG AND ACCESS TO MULTIPLE NEW SOURCES THROUGHOUT THE FAR EAST. THIS ACQUISITION ALSO ADDS VALUE TO OUR STATESIDE BUFFER WAREHOUSING BY ADDING ADDITIONAL WAREHOUSING ON THE WEST COAST.

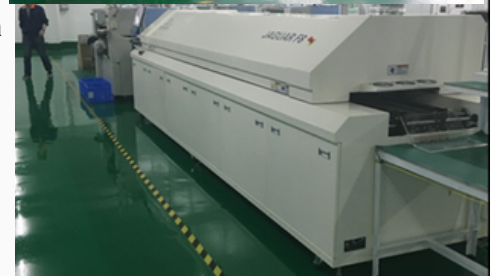
WITH THIS ACQUISITION SIGNIFICANTLY EXPANDING OUR CAPABILITIES AND AREAS OF EXPERTISE PACE IS POISED FOR GROWTH IN 2019 AND BEYOND. PLEASE CONTACT YOUR SALES REPRESENTATIVE TO LEARN MORE ABOUT THIS EXCITING ACQUISITION AND SEE HOW IT WILL BENEFIT YOU.



# Pace Electronics Factory

In 1999 Pace built our own factory in Heshan, Guangdong, China. Our manufacturing facility spans 600,000 square feet of manufacturing, as well as office and dormitory space. Our factory team includes 200 indirect labor including 20 engineers, 12 program managers, 12 project managers, TQM team, production management team, and 700 direct labor. Our China team works to manufacture turnkey electronic assemblies, printed circuit board assemblies, wire harness and cable assemblies, to name just a few. Manufacturing is done using surface mount technology, plastic injection molding, pad printing, and through-hole assembly. Our engineering capabilities include, but are not limited to, electronic design, product design and development, value engineering, and firmware development.

Thanks to our Pace Factory we are able to offer high quality, low cost manufacturing and components, world class ISO and OS certified manufacturing facilities, and 50 years of experience sourcing electronics in Asia. Pace has the capabilities to deliver everything from passive electronics, to sophisticated electronic assemblies and retail ready completed products. We greatly appreciate the hard work and dedication of our Pace Factory team for helping us succeed in Our Mission: "Pace is dedicated to partnering with our customers to provide the highest quality turnkey product, assemblies and components available. Competitive pricing combined with superior suppliers, world class US based customer support and Just-in-Time inventory will provide the greatest value to our customers."







## Pace Electronics Shenzhen China Team

Shenzhen is located in the southern portion of the Guangdong Province, on the eastern shore of the Pearl River Delta. Neighboring the Pearl River Delta and Hong Kong, Shenzhen's location gives it a geographical advantage for economic development. When China was opened to capitalism and foreign investment in 1979 by Deng Xiaoping, he chose to start with Shenzhen. Since then, Shenzhen has transformed from a fishing community of 30,000 to a sprawling industrial and financial mega city, with a population that by some estimates exceeds 12 million. People have been arriving here from every corner of China since 1980, when Deng Xiaoping launched one of the boldest economic experiments ever attempted, kick starting the plan to turn China from a conventional communist economy into the global powerhouse it is today.

Nowhere on the planet has there been urbanization at the scale and speed of the Pearl River Delta. Its nine cities, including Shenzhen, were earmarked by China's central planners to comprise a single, ultra-connected megalopolis by the year 2030. Shenzhen has been coined "The city where China's transformation began." The vast majority of all consumer appliances sold worldwide are assembled in Shenzhen. The area has also developed an international reputation as a magnet for technology entrepreneurs, and has been designated as one of the world's start-up hubs of the future. Pace Electronics currently has a sourcing office with nine staff members on site. It's a great centralized location making it easy to work anywhere needed throughout China. We appreciate the work and dedication of our great team and their help to get us fast answers and quality product for our customers!







## MANUFACTURING

### Sight Products

#### TFT

A thin-film-transistor liquid-crystal display (TFT LCD) is a variant of a liquid-crystal display (LCD) that uses thin-film-transistor (TFT) technology to improve image qualities such as addressability and contrast. TFT LCDs are used in appliances including television sets, computer monitors, mobile phones, handheld devices, video game systems, personal digital assistants, navigation systems, projectors, and car instrument clusters.

#### TFT LCD Modules:

- 1.44" to 10.4"
- Analog and Digital
- Sunlight Readable
- Touch Interface Integration



### Sound Products

#### Speakers

A loudspeaker is an electro-acoustic transducer; a device which converts an electrical audio signal into a corresponding sound.

#### Speakers:

- General Purpose



### Power Products

#### Desktop Chargers

A battery charger, or recharger, is a device used to put energy into a secondary cell or rechargeable battery by forcing an electric current through it.

#### Power Supplies

- Desktop



"Some people dream of success, while other people get up every morning and make it happen"

WAYNE HUIZENGA

"It is better to fail in originality, than to succeed in imitation."

HERMAN MELVILLE



## NEW LIGHTING PRODUCTS

### Exit Sign

#### Dual Color Micro LED Exit Sign/Emergency Sign Combo

Pace's PAC0855 series offers Dual Color LED Exit Signs and Combos in a slim profile thermoplastic package. Each unit is universal, offering one red and one green stencil face, with an extra red and green diffuser that easily clip into the stencil face. Changing the LED color between red and green is as simple as moving a jumper on the PCB. The dual color exit/combo provides uniform illumination in an economical package. Long lasting, energy efficient, LEDs assure years of reliable service. The combo version has an innovative LED lamp head.



### Sensors & Specialty Lighting

#### Dual Head Sensor Light

The Pace PAC0839 is a compact dual-head emergency light equipped with a PIR motion sensor. The light has two 7W fully adjustable LED lamp heads, with test switch and an LED status indicator. The PIR sensor has low-light detection, a detection angle of 130°, a detection range of 30 feet, and automatically turns off after 16 minutes when no motion is detected. The installed 3.6V, 1800mAh Ni-CD rechargeable battery provides 90 minutes of run time after loss of AC power.



### Code Specific Exit & Emergency Lighting

#### Aluminum ISA Exit

Pace's new aluminum ISA exit sign series is designed to comply with the State of Connecticut Building Code requirements, providing exit signs with the 6" International Symbol of Accessibility. A matching 6" exit only sign is also included in the series. The signs offer an extruded aluminum housing, classic styling, and uniform illumination.



"You're the average of the five people you spend the most time with."

JIM ROHN

"Work hard in silence. Let your success be your noise."

FRANK OCEAN





# GET TO KNOW THE STAFF

Charlie Crotser

## An Interview with Charlie

1. WHAT ARE THREE WORDS YOU WOULD USE TO DESCRIBE PACE?

"FAMILY-ORIENTED, DYNAMIC, AND AGGRESSIVE."

2. WHAT DOES A TYPICAL DAY LOOK LIKE FOR YOU?

"ENGAGING WITH MY CUSTOMERS TO BEST SUPPORT THEIR SUPPLY CHAIN NEEDS. IN ADDITION TO THAT, I AM INVOLVED DAILY WITH MY COLLEAGUES TO PROVIDE THEM WITH TECHNICAL SUPPORT FOR MECHANICAL AND ELECTRO-MECHANICAL PROJECTS FOR THEIR CUSTOMERS."

3. DO YOU HAVE A FAVORITE QUOTE?

"THE TEST OF SUCCESS IS NOT WHAT YOU DO WHEN YOU ARE ON TOP. SUCCESS IS HOW HIGH YOU BOUNCE WHEN YOU HIT THE BOTTOM." - GEORGE S. PATTON JR.

4. TEACH ME SOMETHING I DON'T KNOW IN THE NEXT FEW MINUTES.

"VARIETAL SPECIFIC WINE GLASSES DO MAKE A DIFFERENCE AND AN IPA SERVED IN A CAB/MERLOT GLASS IS TERRIFIC!"

5. WHAT DO YOU THINK IS THE MOST IMPORTANT LIFE LESSON FOR SOMEONE TO LEARN?

"TO LIVE A HUMBLE LIFE."

## Upcoming Tradeshows:

Design & Manufacturing -  
New England

MAY 15TH & 16TH  
(CHARLIE'S ATTENDING)

Lightfair - Philadelphia,  
Pennsylvania

MAY 22ND & 23RD  
(PACE TEAM  
ATTENDING)

D2P - Minneapolis,  
Minnesota

JUNE 5TH & 7TH  
(CHARLIE'S ATTENDING)

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## Did you know... ? Entertainment Edition

- IN "GAME OF THRONES," SEASON 8 EPISODE 3, THE BATTLE OF WINTERFELL IS REPORTEDLY THE LONGEST BATTLE SEQUENCE IN CINEMA HISTORY, TAKING 55 NIGHTS TO FILM.
- ACTORS ON "THE OFFICE," REALLY BROWSED THE WEB, ANSWERED EMAILS, AND EVEN PAID BILLS ON THE COMPUTERS IN THE BACKGROUND OF SCENES.
- BY WEEK NUMBER 2 OF "AVENGERS: ENDGAME" BEING RELEASED, IT HIT #1 IN THE BOX OFFICE AND HAS GROSSED \$2.23 BILLION.
- IN THE MOVIE "IT'S A WONDERFUL LIFE," ASBESTOS WAS USED TO MIMIC SNOW.

## Metal Prices as of May 8th, 2019

Industrial	Price		Day	Weekly	Monthly	Yearly
Copper	2.7947	▲ 0.0025	-0.09 %	-0.28%	-4.65%	-8.04%
Bitumen	3,608.00	▼ 2.00	-0.06%	0.45%	3.74%	27.49%
Steel	4,135.00	▼ 15.00	-0.36%	-1.34%	3.19%	2.10%
Cobalt	34,500	▲ 0.00	0.00%	0.00%	7.81%	-61.13%
Coal	88.75	▲ 0.75	0.85%	1.08%	4.93%	-9.58%
Lead	1,887.25	▲ 0.00	0.00%	-0.91%	-4.31%	-17.40%
Aluminum	1,816.00	▲ 20.50	1.14%	1.06%	-2.94%	-23.25%
Tin	19,400.00	▲ 75.00	0.39%	-1.27%	-6.84%	-8.10%
Zinc	2,692.00	▼ 79.00	-2.85%	-4.72%	-7.36%	-12.48%
Nickel	12,136.50	▲ 0.00	0.00%	0.04%	-7.36%	-12.45%

## Exciting Office News



Our Inside Sales Representative Haley Hayes, is due with her baby girl Camilla, on May 28th.



Our Controller Mike Buzzelli is getting married on June 1st