

MANUFACTURING YOUR IDEAS_



THE SECRET
OF OUR SUCCESS?
450 PEOPLE
WITH A PASSION
TO ALWAYS
GIVE YOU 100%.
WELCOME
TO HEKATRON_





WHAT MAKES US DIFFERENT? PREPARE TO BE SURPRISED_

You probably already think of Hekatron as the experts in security and fire alarm systems. But for the past 15 years, we've also been successfully supplying electronic manufacturing services (EMS) to the industrial electronics and automotive industries. In fact, you've more than likely come across one of our products without even knowing it. We manufacture high-quality components for a wide range of industrial applications, according to your specifications and with unwavering reliability – but we're not the only EMS supplier on the market. So what makes us different? Maybe it's our unique approach to collaborating with our partners. Or perhaps it's the fact that we only offer what we're really good at. We focus on our core competence: manufacturing your ideas. That allows us to deliver consistent quality that meets our own high standards and ensures reliable and on-time delivery. It's just one of the reasons we invite you to experience the difference.

**What will you like about Hekatron?
Just ask our employees.**

We're passionate about what we do and we value a positive work environment. But you don't have to take our word for it, because our employees have already told us. Hekatron Technik GmbH has been named a 'Great Place to Work' four times since 2011.



HEKATRON MANUFACTURING – WE PUT OUR HEARTS INTO EMS EXCELLENCE_

Hekatron Manufacturing connects people and technology. Our unique blend of experience and performance has been around since 1963, with reliable quality that's 'made in Germany'. We make all our products in our home town of Sulzburg and, unlike some other EMS providers, we don't outsource. Sulzburg is the best place for us to offer the most comprehensive bundle of advantages from a single source – while keeping a close eye on everything to make sure what we do lives up to our high quality standards.

QUALITY. TIMING. COSTS. TOGETHER WE'LL GET THE BEST POSSIBLE RESULTS_

When you partner with Hekatron, you decide what matters most. Have you got strict quality requirements, an ambitious delivery schedule or an incredibly tight budget?

Together we'll find the solution that best suits your needs. We know what we can offer and what we can't. That means you can always be sure that you'll get exactly what you ordered.

Hekatron Technik GmbH

- Established in 1963 as Pyrotektor Europe GmbH (renamed Hekatron in 1978)
- Headquarters and production facilities in Sulzburg, near Freiburg/Basel
- 450 employees
- 54 vocational trainees & students
- EUR 98 million in sales (2017)
- Subsidiary of Securitas AG in Switzerland, family-run group with 16,200 employees, CHF 1.37 billion in sales





OUR ELECTRONIC MANUFACTURING SERVICES AT A GLANCE_

Production / mounting

- 6,000 m² production area for mounting electronic modules (PCBs)
- 5.7 million PCBs (2017)
- 600 million components (2017)
- Batch sizes from 1 to 60,000 pcs.
- All conventional component types ≥ 01005 – BGA, QFN
- Compliance with IPC-A-610 Class II
- Manufacturing execution system (MES)
- 3-shift operation

SMT (surface-mount technology)

- 5 SMD lines (SIPLACE SX and X series)
- Up to 4 mounting modules per line
- Single- or double-sided SMD assembly
- Mixed technology (SMT/THT/THR)
- Separate prototype line
- Fully automatic solder paste printer
- SMD adhesive station

THT (through-hole technology)

- Single- or double-sided THT assembly
- One piece flow
- Press-fit technology for multi-pin components

Soldering units

- 5 convection reflow soldering machines
- 1 vapour phase soldering machine
- 1 wave soldering machine
- 1 selective soldering machine
- Manual soldering
- Soldering in nitrogen atmosphere (extracted from ambient air)

High-end product services

- PCB cleaning
- Conformal coating for PCBs, including selective coating

Final assembly

- 5.3 million devices (2017)
- Semi or fully automated assembly for high volumes
- Final device test

Industrialisation

Pre-production

- Layout and production reviews for quality and cost optimisation
- Comprehensive, direct advice on all material- and production-related topics
- Data preparation, panel design
- Obsolescence management
- Change management
- Management of product launch and phaseout periods
- Aftersales service
- Reengineering
- Project management

Test equipment development

- PCB design-for-test consulting
- Test programme development
- Test equipment construction

Logistics & materials management

- 1,400 m² storage area
- Dynamic warehousing (FIFO)
- Continuous inventory

End-to-end supply chain services

- Global sourcing
- Component warehousing/storage
- Stocking finished products
- On-time delivery (> 98%)
- Global supply
- Authorised economic operator (AEO-C)

Customer-specific supply chain concepts

- Just in time
- Consignment stock
- Kanban

Testing & inspection

- 5 AOI systems
 - In-line/offline
 - 3D inspection
- In-circuit test (ICT)
- Flying probe
- Functional testing (FT)
- Boundary scan
- X-ray
- Climate test

Check & repair

- Analysis of electronic modules, devices, systems
- BGA rework

READY FOR YOUR IDEAS: EXPERTISE SINCE 1963, EQUIPMENT FROM 2018_

Matching over 55 years of experience with state-of-the-art technology means you can sit back and let Hekatron Manufacturing lighten your workload. Forget the stress – as well as any unnecessary investments in your own facilities or training courses. You can relax and focus on what you do best, confident that we'll get the job done right. With Hekatron, your ideas are in excellent and expert hands.

WE MANUFACTURE ENTHUSIASM. IN ALL SHAPES AND SIZES_

Whether for industrial, automotive or engineering applications, we manufacture superior quality electronic modules. As your professional partner throughout the entire production process, we are always there to provide help, advice and engineering services, to satisfy your every need – from design support to prototype construction and test concept development. Our comprehensive services include order processing, distribution, materials and project management, equipment installation and quality assurance. Welcome to your one-stop shop for EMS.

Reference industries

- Measurement and automation
- Security and fire alarm systems
- Process control
- Mechanical engineering
- Lab equipment
- Automotive
- Sensor technology
- Laser technology
- Electrostatics
- ... and many more

THE ONLY HEKATRON STANDARD: UNCOMPROMISING QUALITY_

When quality is a matter of life and death, you take it seriously. Thanks to our vast, long-term experience in the production of security and fire alarm systems, we know the importance of zero-error operations. That's the performance standard we apply when working with our customers, throughout all project phases. Ever since 1993, we have implemented a quality management system that complies with DIN EN ISO 9001. We conduct regular process audits and invest in new technologies in order to keep pushing the boundaries of excellence for our customers.

RELIABILITY IS THE FOUNDATION OF A GOOD PARTNERSHIP. AND THAT'S WHAT WE DELIVER_

What good is the best product if it doesn't arrive on time? Hekatron Manufacturing always delivers the right products, the right quality, at the right price, wherever and whenever you need them. When it comes to your order, we simply don't do surprises. You'll always receive exactly what you ordered: your ideas, perfectly executed.

Approvals, certificates, awards

Quality management

- DIN EN ISO 9001:2015 with road traffic law (in association with the German Federal Motor Transport Authority, KBA)
- KTA approval (nuclear system safety)

ATEX

- DIN EN ISO 80079 (QM systems for ATEX)
- ATEX Directive 2014/34/EU (equipment & protective systems)

Occupational health and safety management

- NLF/ILO-OSH 2001 (BGHW approval)
- OHSAS 18001:2007

Environmental management

- DIN EN ISO 14001:2015 + Cor. 1:2009
- In-house CHP plant (400 kW) and PV system (80 kW) to cover 45 % of annual power requirements

Awards

- Special award for energy efficiency (Jobmotor)
- 'Good Practice in Energy Efficiency' label by the German Energy Agency (dena)





THE HEKATRON ADVANTAGE. THROUGH THE EYES OF OUR CUSTOMERS_

Although our B2B customers hail from a wide range of industries, they all benefit from our quality and services. But don't just take our word for it. Read what our customers say about us.

Dr Rolf Merte / CTO Testo SE & Co. KGaA

Testo has a very large product portfolio, which means in-house production is not always the best option. Sometimes we don't have the resources and it also would not make good business sense. That is why we are fortunate to have found a partner as flexible and versatile as Hekatron. Plus, they are absolutely reliable and deliver exceptional quality. We know we'll receive exactly what we ordered and we always feel like a valued partner.

Patrick Lux / Hella Gutmann Solutions GmbH

We have been working with Hekatron for over six years now. As a customer, I know I'm in incredibly good hands. Hekatron have never let us down – their word is their bond. Always on the mark and with an uncompromising eye for detail.

GET MORE FROM YOUR PRODUCTION. WITH HEKATRON BY YOUR SIDE_



Michael Roth, CEO, Hekatron Technik GmbH

ANY QUESTIONS?
WOULD YOU LIKE TO TALK
ABOUT YOUR NEXT PROJECT?
YOU ARE WELCOME TO
GIVE US A CALL OR SEND US
AN E-MAIL_

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