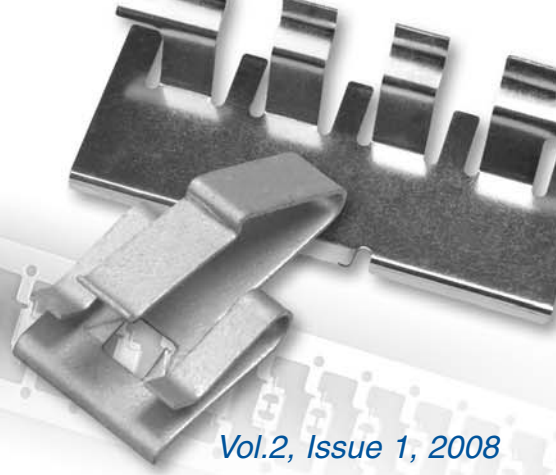




# Progressive News... *to Die For*



Vol.2, Issue 1, 2008

**News and Information from ATLANTIC PRECISION SPRING, INC.**

## CHARGING AHEAD WITH SUCCESSFUL STAMPING RECIPE

The Wildcharger™ Pad, a flat, thin pad with a conductive surface, is the first of its kind to allow cordless charging of cell phones, iPods and other electronic devices. The most noticeable aspects of the pad are the shiny coated conductive strips (stainless steel with copper flash and bright nickel coating) which are as important aesthetically as they are functionally.

Because of this, Wildcharge was particular in its search for a manufacturer for the strips (AKA "swim lanes" for their resemblance to the swim lanes in an Olympic pool). Dan Hoekstra, V.P. Design & Manufacturing Engineering, had previous dealings with APS and recommended they be considered for the job.

After estimates, discussions, and prototypes, APS was chosen to stamp the swim lanes, as well as manufacture other internal components, including spring clips, coil springs, and small contacts. "We were looking for a supplier that had the right manufacturing technology for today and the future," stated Bob Boerger, Wildcharge Director Global Manufacturing and Logistics. Wildcharge evaluated

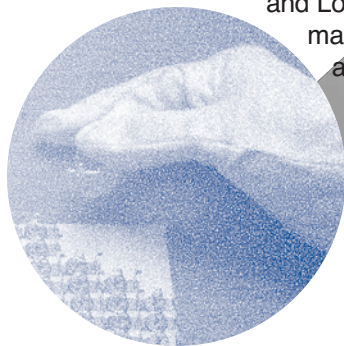
manufacturers on five major areas – proven quality, excellent references, on-time delivery record, cost-competitiveness and, most importantly, prompt responsiveness. "Atlantic Precision Spring met all five criteria," said Boerger.

Although the final conductive strips appear bright, shiny and perfect, it wasn't easy to get there. "This is a challenging part to manufacture," admits

Wildcharge President Itzhar Matzkevich. "Its evolution from raw material to finished product needs constant oversight and special handling." Wildcharge supplied APS their requirement for the parts and it was up to APS to create a recipe for the production process.

APS has formulated the process of manufacturing to ensure a flawless, final product. First, all raw material is supplied with paper interleaf. The material is then sent out for a two-step plating process (nickel strike and copper with a bright nickel mirror finish), then a protective, peel-off vinyl coating is applied to protect the

*Story continued on page 3...*



**Learn more about  
our White Glove  
Service... page 3**

*Celebrating 50 Years*  
1958  ATLANTIC PRECISION SPRING, INC. 2008



**Then... and Now!**  
**Turn the page to see  
how far we've come  
as we celebrate  
our 50th Anniversary!**

# 1958 Celebrating 50 Years 2008

*Atlantic Precision Spring has always been known for quality workmanship, performed by skilled employees. Through the years, we have remained committed to the development of dedicated, long-term employees, and we know that they have been a key to our growth. In addition, by offering personalized customer services and competitive prices, we have continued to meet goals for increasing sales. We have now expanded our marketing efforts throughout the United States, as well as internationally.*



**THEN**                      **NOW**  
←.....→  
**1958**                      **2008**



APS began in a section of the old Sessions Clock Factory building on East Main Street in Forestville with a few fourslide machines and footpresses. The company grew quickly, which enabled us to build our current facility in the Forestville Industrial Park in Bristol, Connecticut. In 1994, our company's growth led us to build an addition that accommodates our continuously expanding Power Press Department, currently with presses up to 75 ton. Also, with time, our neighbors have changed. The ever-famous (and ever-expanding) ESPN complex now borders our property.

Modern manufacturing requires computers and computerized equipment capable of producing precision parts at higher speeds with extremely tight tolerances from a wide variety of metals. Our experienced engineers and skilled employees offer our customers superior knowledge and production methods as well as the state-of-the-art manufacturing technology to deliver precision parts. We have been ISO Certified since 1996 and, in our continued commitment to quality, we currently hold ISO 9001:2000 Certification. APS has been presented with many distinguished quality awards from our customers, including the ultimate "Supplier of the Year" (over six million parts shipped with zero defects). Our customer base has grown from clock makers and appliance and sewing machine manufacturers to include aerospace, automotive, medical, marine and hardware, as well as more diverse appliance industries.

Finally, our success story would not be possible without the support of our loyal customers, quality product from our finest suppliers, top-notch service from our business associates and the admirable dedication of our employees.



**Thank you!**

# Our Tooling and Prototyping Departments Give You The Advantage

Our Tooling and Prototyping Departments are the backbone of Atlantic Precision Spring, Inc. Our Production Department's continued growth is based on the successes of these two departments.

The ability to rapidly produce prototypes for customer research and development is what allows APS and our customers to gain a competitive advantage. Our ability to supply prototypes as well as handle production helps eliminate time-consuming efforts so the customer does not have to "reinvent the wheel" with multiple suppliers. Our wire EDM capabilities allow us to blank samples quickly and have prototypes formed and completed within 1-2 weeks. Many concepts and ideas are also learning experiences for us during the prototyping stage. This allows APS to pass on the cost savings to our customers.

Our Tooling Department is constantly upgrading to build tools quicker, and therefore at a reduced cost. The expansion from CAD to Solidworks allows tooling layouts to be completed in a fraction of the time. Programmable CNC and wire EDM equipment allow for work to be conducted without constant supervision. Keeping up with the latest generation of durable tool steels – as well as high-tech tool steel coatings – allows APS to maximize production runs, which translates to lower piece prices.

Handling customer product through our process is an important aspect of manufacturing here at APS. No matter what the industry, products are handled with the utmost care from start to finish. Many parts require no surface defects; therefore raw material is delivered with paper interleaf to protect the surface of the material. Parts that require sub-contracting services (heat treating, plating, etc.) are packaged to ensure no damage is incurred to and from our vendors.

Final packaging is another area where the creativity and pride in our workmanship is apparent at APS. First and foremost, parts can be packed to eliminate any potential tangling or distortion issues. Certain circumstances require each part to be individually packed within cardboard slots, so there is zero contact with other parts during transit. Other situations may call for parts to be individually pressed onto tacky paper to eliminate movement and the possibility for the parts to mesh together. We even literally provide "white glove" packaging for ultra sensitive products where the oils from the hands can affect the integrity of the product.



**Service Handles Parts with Care!**  
**White Glove**  
**APS**

## CHARGING AHEAD...

(continued from page 1)

surface during both the stamping process and the transport to final assembly in China.

When the material arrives back at APS for stamping, it receives "white glove" treatment to prevent oil transfer from the handler to the material. Stamped pieces travel on a conveyor and down a chute where they descend into uniform stacks, ready for packaging.

Along the way, the ingredients for the final production "recipe" had to be tweaked in order to produce the best possible final product. For example, the vinyl coating was added after it was determined that the paper interleaf between the final

**"THIS IS A CHALLENGING PART TO MANUFACTURE," ADMITS WILDCHARGE PRESIDENT ITZHAR MATZKEVICH. "ITS EVOLUTION FROM RAW MATERIAL TO FINISHED PRODUCT NEEDS CONSTANT OVERSIGHT AND SPECIAL HANDLING."**

**— ITZHAR MATZKEVICH  
PRESIDENT, WILDCHARGE**

stamped pieces was inconsistent in its protection.

Additionally, the base material was changed from carbon steel to stainless steel to produce the best possible product.

"Throughout the project, APS offered their problem solving capabilities, technical advice and customer service skills to work with both Wildcharge, the material suppliers and platers," stated Boerger. "They have been great about communicating production schedules, lead times and deadline status. In fact, it's refreshing to be able to call APS with a question and we're able to get a human on the line immediately, rather than negotiate voicemail."

Wildcharge has what Boerger refers to as their "Supplier Sweet Spot." "We try to find a supplier that will allow us to be in their top 10 customers. This gives us the attention we like and it allows us to work very closely with them to problem solve and try different manufacturing processes. This type of relationship has really allowed both Wildcharge and Atlantic Precision Spring to flex our creative muscles and produce the best possible product."



ATLANTIC PRECISION SPRING, INC.  
PO Box 9158  
125 Ronzo Road  
Bristol, CT 06010-9158



# Progressive News... *to Die For*

*Vol.2, Issue 1, 2008*

## ***IN THIS 50<sup>TH</sup> ANNIVERSARY ISSUE...***

*Challenging Wildcharger™ Project ..... 1*

*Celebrating our 50th Anniversary ..... 2*

*Tooling + Prototype = Advantage ..... 3*

*White Glove Service ..... 3*