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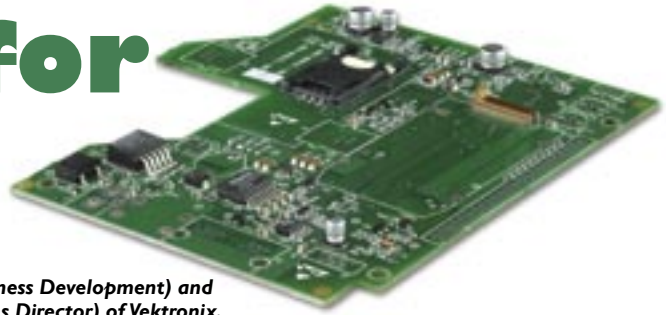
August 2005



VEKTRONIX
Bringing your ideas
to life.

QUANTUM

Major scoop for Vektronix



Kobie Pienaar (Business Development) and Ian Stap (Operations Director) of Vektronix, displaying the first Samsung Television set off the production line.

Vektronix has recently scooped a major contract with Samsung to assemble all their television sets for the South African market. With the factory's facilities initially being designed to cater primarily for television manufacture back in 1974, Vektronix has not struggled to get the television production lines producing superior quality sets at a phenomenal rate. Samsung awarded the contract, based on the quality of the production facility, commitment, focus and management infrastructure.

Vektronix, since taking over the company just over two years ago, has adapted itself to manufacture/assemble equipment and products for a much broader range of electronic applications. Their focus is on customer turnkey solutions which include procurement of materials, assembly, integration, final test and QA, packing and even assistance with logistics for shipment to the end customer. The company feels it is essential to be able to cater for a diverse and demanding market, and thus boast the facilities and personnel to match.

In December 2003, Vektronix became the only electronics company in South Africa to produce the electronics and assemble the mechanics for an innovative pre-paid battery-powered solar electricity unit which is aimed at providing rural areas, which are not on the Eskom grid, with enough energy to power four lights, a cell phone charger, a radio and a monochrome television set. This particular project, which is subsidised by the Department of Mineral and Energy Affairs, with assistance from the European Union, has appointed five concessionaires nationally to install the units and aims to install about 50 000 units in the next few years. Following their excellent performance on the project, Gauteng-based Rural Area Power Solutions (RAPS) Technologies, who designed the solar power unit, awarded the entire assembly contract to Vektronix earlier this year.

Another current activity is the repair of the entire country's M-NET analogue decoders, as well as decoders from Greece and Cyprus at a rate of between 400 – 500 a day. To date, this facility has produced in the excess of two million analogue decoders for the world market.

As for capabilities, the many years of expertise within Vektronix is utilized for product industrialization, and test jigs are designed and manufactured in-house. In order to maximize efficiency and productivity, Vektronix makes use of SAGE ERP system, and its storage and stock handling facilities are designed to automatically

deliver parts to exactly the right point in the manufacturing process. Vektronix also has its own in-house SANAS accredited calibration laboratory, for a range of measurement parameters. Vektronix believes that the company is highly competitive when it comes to the scope of equipment. They can offer medium to high volume automatic component insertions and placements and are currently in the process of upgrading and acquiring new machinery. Vektronix also prides itself on being certified by the SABS and is accredited to ISO 9002.2000

“An advantage that Vektronix has”, says Craig Tyzack, managing director, “is the flexibility to call on a large number of contract staff who were trained in-house over the years, allowing the company to adjust its manufacturing capacity according to demand.” Vektronix prides itself on being able to accommodate each customer's specific needs at an extremely competitive price, while never compromising on quality. “What gives us the competitive edge is that we are in the fortunate position of being able to give our clients the best deal. With our average annual material procurement value approximating R20m, we enjoy favourable component prices from suppliers, low labour costs, competitive rentals, favourable energy costs in terms of electricity and a flexible staff complement to boot,” says Tyzack.

Vektronix believes that huge scope exists for expansion in contract electronics manufacturing and that there will always be opportunities for niche products to be manufactured such as the RAPS project. With its strong, flexible and innovative team, Vektronix has the capacity to take on new work with turn-around times and superior quality that exceed clients expectations. According to Tyzack, any company looking to contract its electronics manufacturing in South Africa would do well to consider Vektronix for the job, since its experience and reputation for delivering superior quality goods at favourable prices makes it a formidable player in the global electronics industry.

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