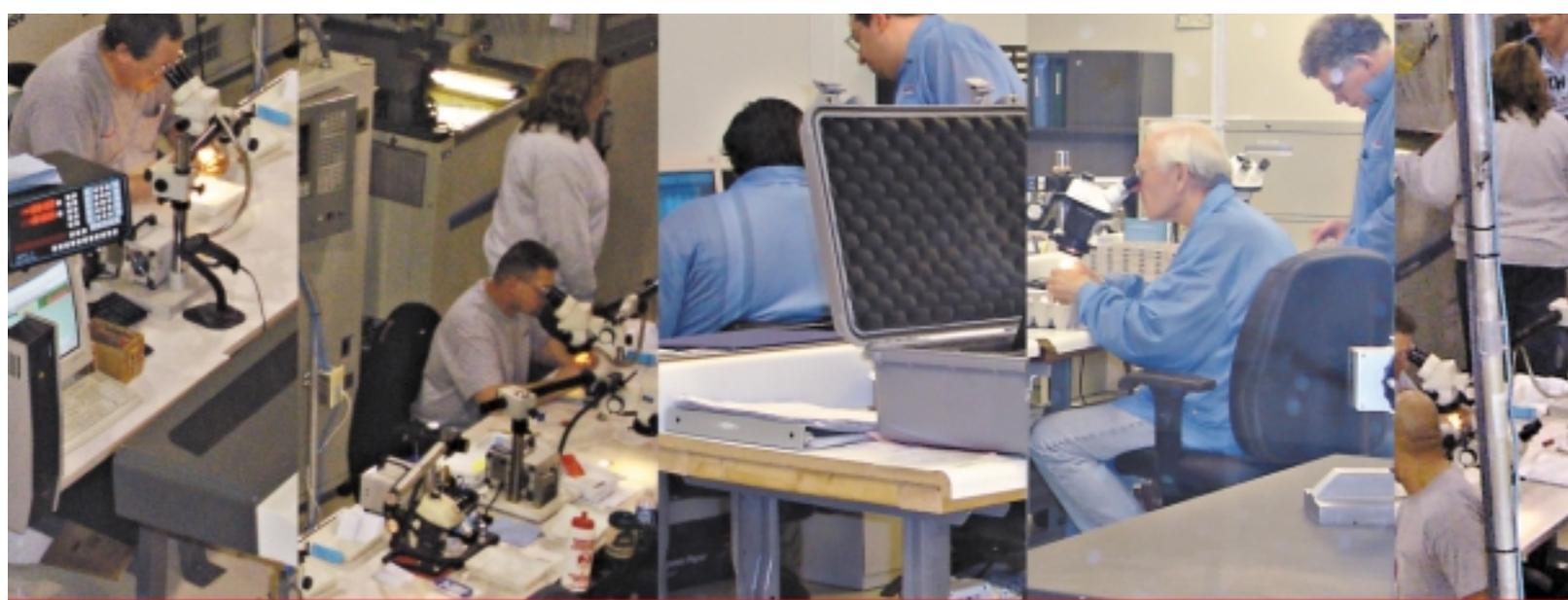


# Pulse Technologies, Inc.



***The SUCCESS Is In The PEOPLE***

As a leading contract manufacturer of micro-machined parts, Pulse Technologies, Inc. of Quakertown Pennsylvania, understands that there are key reasons for their continued growth and success. With a company philosophy of "Quality in Everything we do!" and continued investment and upkeep of the precision machine tools they operate, this state-of-the-art shop has had steady upward growth since they began operations. However, while this attention to detail in equipment and operations is important, the biggest reason for their continued growth comes from the overall understanding of management and staff alike that exists throughout all phases of operation — The success is in the people.

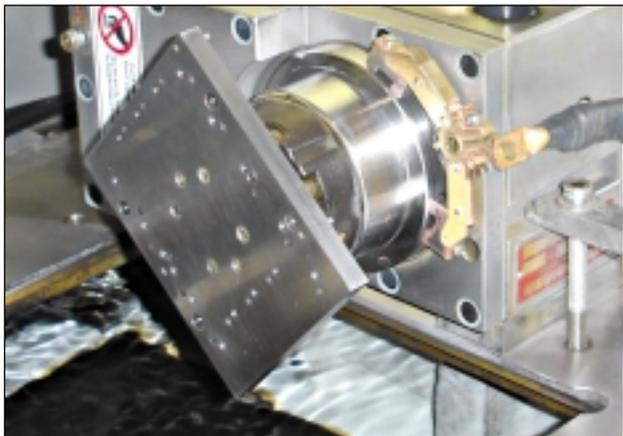


From the moment you enter the building, it is apparent that this is a high-end operation. Two years ago, the company moved into their expertly designed 40,000 square foot facility. Every attention to detail has been met, and the entire company, both office area and machine shop, is modeled for peak communication, control and efficiency. Even the future was considered in the construction of this manufacturing facility. Pulse Technologies purchased the land behind the building for future expansion, and can easily add equipment and hire more people to meet the changing demands of their industry. Extensive market research has tailored the type of work that Pulse Technologies specializes in, and the single-minded goal of all employees is to provide their customers with the highest quality, competitively priced products on time.

We spoke with Joseph Rosato Jr., President and Mike Kemmerer, Senior Manufacturing Engineer, and they shared with us what they felt were the most important factors to success in this highly competitive machine shop specialization.

Joseph summed it up in the most succinct way possible — “Employees are key, and morale is crucial to success.” He feels that if there is a problem with the employees, it becomes like a cancer, growing and affecting operations, until it becomes difficult to change the culture within the company. By listening to the staff, their problems and ideas, through regular individual, group and department meetings, issues get resolved, new ideas and changes get implemented, and success is ultimately achieved.

In 1991, Pulse Technologies was started by owners Bob Walsh and Frank Henofer. From the onset, they were driven to become a profitable, world-class manufacturing facility, that continues to be rated excellent by their customers. They are committed to helping their customers reach the next level in a highly competitive marketplace, by consistently providing them with precision components to the greatest precision, and of the utmost quality.





Pulse Technologies specializes in the machining of precious metals, exotic materials, and stainless steel alloys. However, they also excel in the production and manufacturing of plastic components and ceramics.

### **Investment and Maintenance**

Continued investment is made in operations and machine tools. A recent enhancement to their latest wire EDM purchase was the addition of an integrated rotary table for increased performance and precision. All of the EDM machines are operated within a temperature controlled area of the facility, and mist and dust collectors are on all machine tools. Because they machine many expensive alloys, individual filtration units are installed on all of their EDM machines. Not only is this an assurance of maximum productivity, it aids in the recovery of precious metals and alloys.

Regularly scheduled upkeep is mandatory on all equipment, and a full maintenance shut-down takes place, at least once a month, to check and change worn spare parts, clean the machines and guarantee that machine tool precision remains within peak performance parameters. This is the only way that Pulse Technologies can maintain their exacting standards and continue to provide their customers with tight tolerance manufactured parts, of complex requirements.

Quality control and inspection are two of the most important aspects within the company. All inspection is computerized and is transferred directly to the quality assurance department, where highly skilled staff conducts the testing and corrections necessary to achieve a perfect finished product.

### **Strategic Planning and The Future**

Joseph Rosato summed it up best by stating, "I came on staff as president in 2001, and my primary role is strategic planning. By projecting and following strong 5 and 10 year plans, Pulse Technologies has a solid foundation to map their progress and stay on course for continued growth."

"I, like the other two owners, recognize the imperative value of communication, maintaining excellent working conditions, and the importance of creating an effective team mentality. Pulse Technologies is efficiently operated by good employees, and I cannot stress enough the value of good employees, and the important role that they play in the success or failure of any company in today's competitive manufacturing environment."