

Talking with PNC's Sam Sangani

Dan: Sam thanks for taking part in Dan's Six Pack. First of all tell us about your company PNC.

Sam: The company first opened its doors in 1968 by a gentleman named Rene Gabbai, and we purchased it in 1996. At that time we only manufactured bare Printed Circuit Boards. Over the years, we listened to our customer's needs, and now offer Circuit Design, Bare Boards and Assembly, which we refer to as a *total concept company*. We could have never come this far without a dedicated staff of employees, and of course, dedicated customers.

Dan: What is your background Sam?

Sam: I graduated from L. D. Engineering College with a BS Degree in Mechanical Engineering, but continued my education with a Master's Degree in Computer Science from Steven's Institute of Technology. I then worked for Xerox in Romania and London for a while as well as working at IBM in Tucson, AZ, before I became the owner of PNC in 1997.

Dan: So you are providing total concept: Design, Fabrication *and* Assembly. What are the advantages this gives you over other shops?

Sam: Quality, cost savings, and convenience. Since we have all operations under one roof, we have total control over the quality, whether it be Circuit Design, Bare Board Fab, or Assembly. Our process is streamlined through all three disciplines so that there is no waiting on an outside service to supply us with information or product. In essence, there is no wasted time or cost adders from outside services. We like to think it's a convenience to our customer base only having to cut one PO and not having to spend their time following up on multiple POs for one product.

Dan: In terms of solder mask how long have you been using Taiyo?

Sam: It's been a while, probably 15-20 years.

Dan: That's a good long time. I have to ask why do you prefer Taiyo solder mask?

Sam: Well, for a couple of reasons. Taiyo products are time tested and proven, and their product support is second to none. We want to offer our customers the best product possible; Taiyo solder masks and legend inks help us in providing that to our customers. For example, we were struggling with white solder mask turning a pinkish color when it was run through our curing process, as well as a reflow on the assembly end. We called the support team at Taiyo and they mentioned to us that they had a specialty formulation of white called the LEW series which took care of the discoloring we were experiencing. Taiyo also takes the time once a year

to come in to perform an audit on our LPI area. Once done with the audit they issue a report back to us for our review. This has proven to be a valuable quality tool to keep our LPI area consistent.

Dan: Okay in terms of technology, where do you see our industry going?

Sam: What we are seeing and hearing is the increased use of Flex and Rigid-flex boards. For years there has been a movement towards components and hole sizes becoming smaller and smaller to add real estate to rigid boards. It seems that the space requirements for the enclosures that are incorporating the assembled boards are becoming smaller, as well. The Flex and Rigid-flex boards are becoming a viable solution for the limited space requirements within these enclosures.

Dan: Sam thanks so much for talking to me today. I hope you and your company have a great 2016.

For more information about PNC go to www.pnconline.com