



“When we shrunk our new CRT terminals, ‘real estate’ became critical. We had to go to copper-additive PCBs.”

Chuck Serra, Manufacturing Manager, Applied Digital Data Systems.

“Our engineering people came to me with schematics for new CRT data terminals to package. They cut down on PC board area by 30% and added twice as many ICs. The only way I know to get this kind of density in thousand lot quantities is with photoprint additive boards.”

“We make terminals for about 40 OEMs, including some of the biggest in the business, as well as for hundreds of our own customers. I can’t afford to take chances.”

“We went to Photocircuits for a number of reasons:”

“To begin with, Photocircuits developed the additive process so they know what it’s all about. Their product was right and so was their price.”

“Now I get 10-mil conductors with 10-mil spacing:”

“Using the additive process with photoprinting, Photocircuits gives me the kind of density I have to have, in the quantities I need.”

“I also like the extra reliability of plated-through holes and soldermask on both sides of the board. This eliminates bridging, slivering and mini-void problems. Saves me a lot of touching up.”

“We’re a customer-oriented business, so I look for suppliers cut from the same cloth.”

“I’m always making facility checks, unannounced. The first thing I look at is people, since PCBs are a highly-skilled business working to very close tolerances. At Photocircuits, everybody, from the top to the bottom, impressed me. I like their work and I like their attitude. In fact, when I asked about service, they gave me their home phone numbers willingly.”

“It sounds like I’m a shill for Photocircuits, but I’m not!”

“Frankly, if they ever reneged on a promise, I’d jump on them with both feet. But I doubt if that would ever happen. In the 25 years I’ve been buying PCBs, Photocircuits has been the best supplier I’ve dealt with. On a scale of 1 to 10, with 10 being perfection, Photocircuits would get a 9. Everyone else would get a 7 or less.”

“It’s just that Photocircuits never let me down. When I needed something in a hurry, they gave it to me. And they’re genuinely nice people.”

“If they weren’t, I wouldn’t have agreed to do this ad.”

Photocircuits

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Printed circuitry for mass-produced electronics