



ELECTRONIC MFG. SERVICES (EMS)

Janco: Customer Focused Manufacturing Partner

By Michele Knox, Sales Engineer, Janco Electronics, Inc., Rollinsford, NH

Janco Electronics Inc., (JEI) a veteran-owned Electronic Contract Manufacturer in Rollinsford, NH, was founded by Lewis Janetos in 1966 and incorporated in 1986. Founder Lewis Janetos still comes to work every day in a suit and tie and takes a huge interest in his employees, current customers, as well as new customers visiting the facility.

A full-service contract manufacturer and test facility, Janco specializes in military, medical, microwave communications, industrial, and commercial markets. The company's business model is to exceed customer expectations by delivering high-quality manufacturing and high-reliability PCB and electro-mechanical systems.

Celebrating his 83rd birthday, company founder Lewis Janetos believes that business is about people. "A building with machinery in it is a warehouse. Put people in it, and it becomes a manufacturing facility." Today, the company's president is Rollins Janetos, and he takes his father's philosophy very seriously. Most of the company's employees have a history of 20 to 30 years at JEI, a longevity that is unheard of at most companies today.

Wide Range of Services

With 40,000 sq. ft. of manufacturing space, JEI supports a wide range of contract manufacturing services. JEI is able to tailor an application to meet specific customer needs, beginning with NPI (new product introduction). Its long-experienced engineering staff are well versed in DFM (design for manufacturability), DFT (design for test), board layout, supply chain management, PCB assembly, electro-mechanical assembly,

system integration, final assembly, X-ray, traceability and complete test solutions. With today's complex designs, dedicated equipment is required because of the incredible complexity of each process.

The dedicated BGA rework station readily handles the removal and repair or replacement of faulty SMD ball grid array and associated devices on a PCB assembly. AOI and X-ray are also an essential part of the inspection process, which the company provides on a regular basis.

The in-house test lab enables customers to test RF/microwave applications as well as analog/digital, hi pot, in-circuit and functional test, and DFT. The company's test facility stands out from the competition. Test Manager David Perry has been in the industry for over 40 years and his experience enables customers to develop a complete solution. Dave has a working background in RF/microwave applications. The lab can accommodate frequency ranges from DC to 26GHz and can go even higher with additional equipment. JEI's computer automated test software aids in final test and analysis.

The automated test — except for ICT — is typically supplied by customers. Standard tests performed at JEI include conversion gain, image rejection and noise figure

versus frequency. In testing an IF amp, output power adjustments are made, along with AGC function verification and measurements are made of return loss and flatness.

In testing oscillators, typical tests verify RF output level and frequency accuracy, phase noise and return loss. With JEI's more than \$1 million investment in test equipment, the



Test Manager David Perry prepares a circuit board for testing.

customer has multiple choices for test, including the option of customer consigned equipment which truly utilizes JEI as an extension of the customer's own plant.

Counterfeit Parts

With today's issues in counterfeit parts, JEI has a formalized Counterfeit Component Mitigation Plan to reduce the risk of counterfeit components from entering the supply chain. JEI has signed on as a member to both ERAI (Electronics Resellers Association Inc.) and GIDEP (Government Industry Data Exchange Program) for continued resources, education and support to minimize counterfeit risk. GIDEP is a task force providing a data exchange to assist government and industry to prevent, investigate and prosecute counterfeit component activity. It has a centralized database of PCM and EOL notices for over 100 manufacturers for both military and commercial products and the EOL and OBS manufacturer part number search is both automated and/or manual. GIDEP also provides on-going training and supply chain and engineering support.

JEI's approved suppliers must have a controlled documented plan to reduce the risk of providing counterfeit components including supplier evaluation, audit, component

traceability and test information. But an active counterfeit component mitigation plan is just one more of JEI's continuous improvements to increase product reliability and customer satisfaction.

The company's most recent achievement was its certification for ISO 13485:2003. ISO 13485 is a quality-management standard for medical device manufacturing developed by the International Organization for Standardization. The certification aligns the company's organizational management system with the FDA's Quality System Regulation requirements.

Today, JEI serves a diverse and growing industry — medical, defense, commercial, industrial and RF/microwave. The company has built a world-class team that is focused on and meets customer needs. Since its inception, the company has been driven by continuous improvement, in-house training, multiple certifications, ITAR (International Traffic in Arms Regulations) compliance and specialized knowledge which makes the company one of the recognized leaders and innovators in providing contract manufacturing services.

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