

PENCOM®  
PENINSULA COMPONENTS

EXPERIENCE THE DIFFERENCE



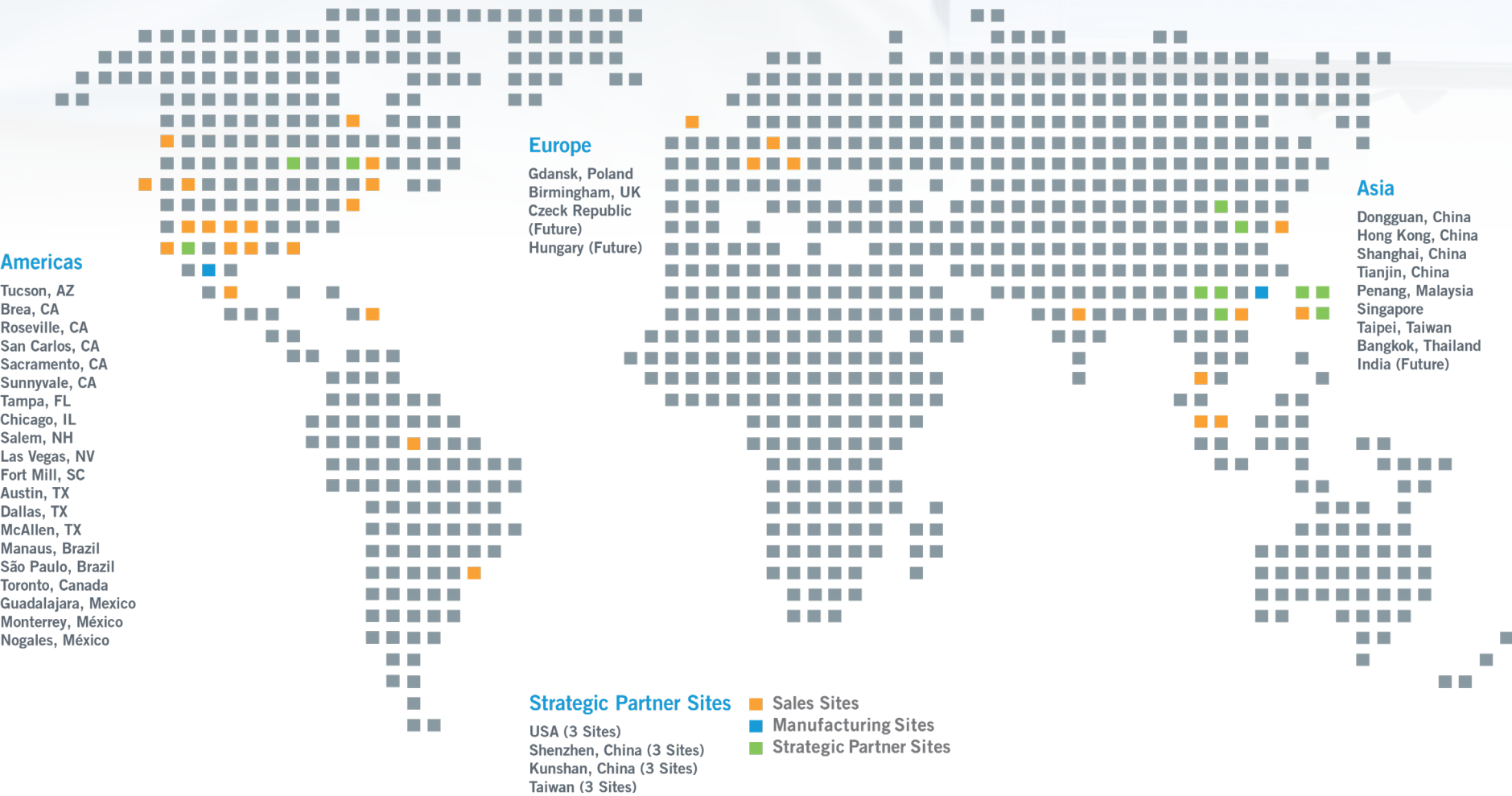


**PENCOM's mission is to be the world's leading solutions provider to OEM design engineers in the fields of mechanical and fabricated components, and to provide inventory management solutions that localizes inventory, increases inventory turns, lowers inventory exposure, and reduces inventory management costs.**

Founded in 1982 by William Gardiner, PENCOM employs more than 600 people globally and has over 300,000 square feet of manufacturing and logistics space worldwide.

PENCOM started out by working with design engineers to provide solutions for product designs. With each successful design, PENCOM built a reputation as a company that could solve difficult design problems. As demand for products and engineering services grew, so did the company. By adding local logistics centers, and focusing on a solutions-based customer approach, PENCOM was able to grow while continuing to provide unparalleled customer support. In 1999, the purchase of Accuracy Screw Machine in Hayward, California, marked PENCOM's first steps into custom manufacturing.

Today, PENCOM hosts over 136,000 square feet of global manufacturing space, as well as 22 sales and logistic offices in North America, Central America, South America, Europe, and Asia.





# PRODUCTS



BALL STUDS



CAPTIVE SCREWS



GUIDE PINS



INSERTS FOR PLASTIC



NUTS



SCREWS



SELF-CLINCHING  
HARDWARE



SPACERS



STANDOFFS



THUMB SCREWS



WASHERS



SPECIALTY PARTS

Since its inception, PENCOM has been a solutions provider for mechanical components. Today, PENCOM supplies a complete range of standard and custom mechanical hardware.

PENCOM's supply expertise lays in the field of mechanical components. These items are commonly referred to as Electronic Hardware, Fasteners, Handles, Captive Screws, Labels and Machine Parts. PENCOM manufactures many of its own products and It also distributes products from most majors hardware manufacturers. This allows to offer PENCOM a "total supply chain solutions.





# MANUFACTURING

For over 25 years PENCOM has been manufacturing turned and milled mechanical components. Today PENCOM has two manufacturing sites. An 85,000 square foot factory in Nogales, Mexico, and a 50,000 square foot site in Southern China. Both are ISO9002 certified.

PENCOM's global manufacturing locations combine precision, experience, and quality. These sites are strategically located near industrial and logistic hubs, giving PENCOM supply chain and transportation advantages few competitors have at an exceptional price.

**EXPERIENCE** – With over 200 years combined experience, PENCOM's engineers have the knowledge to handle any project or task. From a concept design to reverse engineering, PENCOM is able to meet customer's needs.

**MODERN** – PENCOM is routinely replacing manufacturing equipment with the latest technology. Multi-axis lathes, specialized mills featuring 5th axis capabilities, and other machines provide manufacturing solutions for today's complex products.

**QUALITY** – PENCOM relies on over \$1,000,000 in inspection equipment and trained personnel to meet the most rigorous quality requirements. Internal and external auditing regularly ensures quality control processes are at the highest standard. ISO9001, ISO14001, and AS9100 certified.

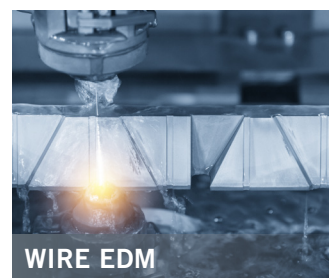
**STRATEGIC LOCATIONS** – In order to offer the highest quality for the best price, PENCOM's manufacturing centers are located to have direct contact with its' supply chain. Raw goods are received and inspected faster, and finished goods are shipped quickly thanks to nearby transportation hubs.



WELDING



ANODIZING



WIRE EDM



STAMPING



5TH AXIS



CNC MACHING



LASER ETCHING



PROTOTYPING



CONCEPT DESIGN AND APPLICATION SUPPORT

PENCOM's component design expertise is built on the knowledge shared by a large team of engineers, designers, and manufacturing experts. These technical specialists are located throughout the United States, Mexico, Europe and Asia. PENCOM's engineers have backgrounds in mechanical component design, Testing, component performance evaluation, inserts for plastics, best manufacturing practices and 3D modeling. OEM design engineers speak directly with PENCOM's engineering staff to discuss application requirements. PENCOM will Evaluate the application with the goal of suggesting a standard off-the-shelf product. If that is impossible then PENCOM's engineers will create a unique solution for the application.

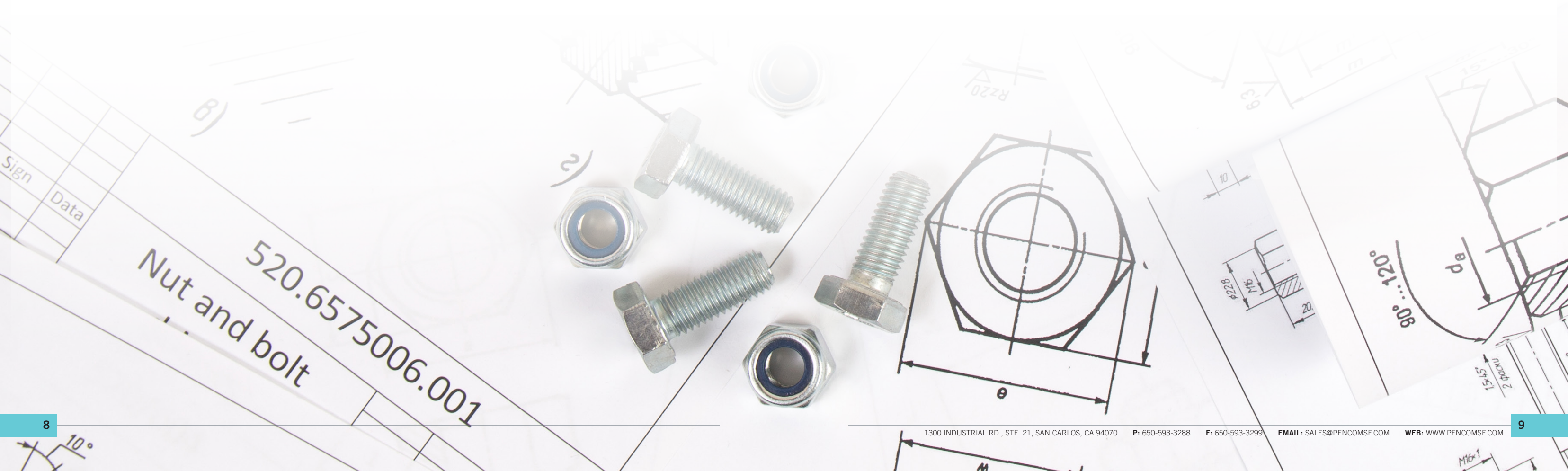
VALUE ENGINEERING

PENCOM's engineers strive to maximize function while minimizing cost. Whether it's a new, custom, or existing design, alternatives may be suggested to improve value and performance.



ENGINEERING

PENCOM's engineering staff directly engages with customers' design engineers. Assisting in design solution by suggesting the best fasteners for the application. When a standard fastener will not suffice PENCOM's engineers will design a custom component. When required PENCOM will provide 3D part models.





# ASSEMBLY

PENCOM's assembly plants are tasked with meeting the growing desire of customers to purchase higher level sub-assemblies, employing PENCOM's machining capabilities as the source for the primary components, and its strategic supply partners for the rest. PENCOM's trained staff will then assembly all the components into a cost saving solution.

## KITTING

Kitting is the gathering of components and parts needed for the manufacture of a particular assembly or product. Individual components are gathered together in a kit and issued to the point of use. PENCOM is happy to offer this service to customers. There are several benefits to kitting such as reducing time taken to process and order parts, downtime on an assembly line, and minimizing storage and handling.

PENCOM can customize kits using manufactured or supplied products, and may even include assemblies and installation equipment.



KITTING

## ASSEMBLY

Assemblies offer companies the ability to reduce their own manufacturing burden and provide a more complete component. From welding to basic assembly, PENCOM offers a range of assembly services to meet customer's needs.

PENCOM's in-house precision manufacturing, anodizing, and external strategic partners ensure that any level of assembly can be completed. Rigorous quality inspections guarantee customer satisfaction with every lot.



MECHANICAL ASSEMBLY

## MECHANICAL ASSEMBLIES

PENCOM has the ability to join multiple pieces together to form one sub-assembly, minimizing the need for additional work or tooling.

## COMPLEX ASSEMBLIES

For customers seeking a more complete product, PENCOM can source products from strategic partners and assemble items in-house.



COMPLEX ASSEMBLY






YOUR SUPPLY CHAIN PARTNER

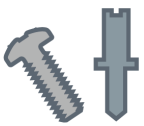
For comprehensive PENCOM Supply Solutions, look no further than the supplemental services and high quality and numerous manufacturing capabilities to help ensure your success and achieve your business objectives.

From supplying the Aero-Space industry with high quality critical safety components and assemblies to key internal mechanical components and sub-assemblies for medical, you can depend on PENCOM.


SUPPLY SOLUTIONS




Design & Engineering




Manufacturing Standard & Custom Product




Services Plating, Assembly, & Kitting



Warehouse & Fulfillment



Distribution & Visible Inventory



Inventory Replenishment Services



ADHESIVES



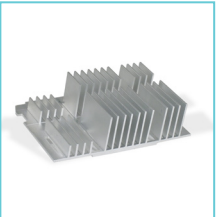
CABLE TIES



CONNECTORS



ELECTRONIC  
HARDWARE



THERMAL  
PRODUCTS



RIVETS



FANS



HANDLES



HINGES



LATCHES



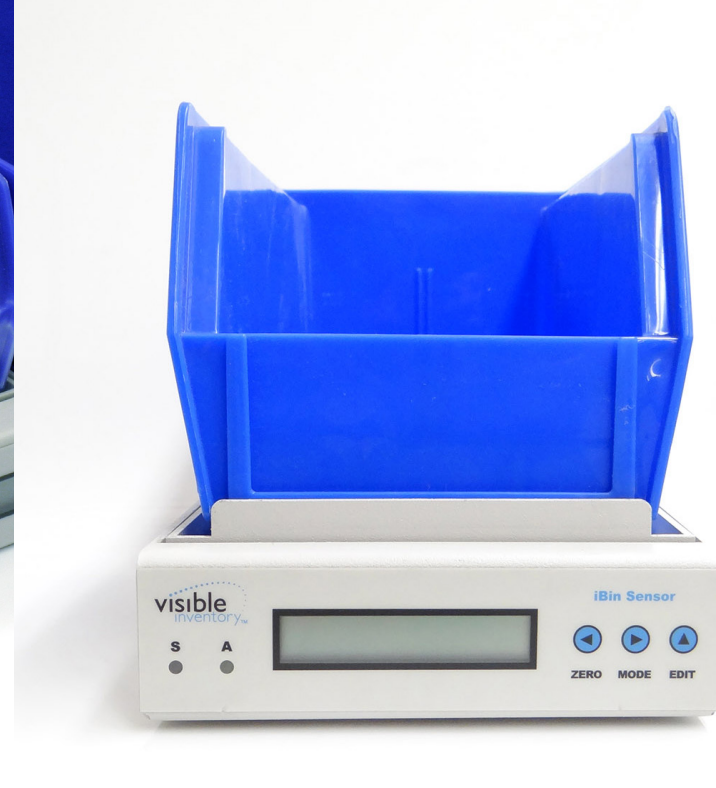
SLIDES



LEVELING FEET

In addition to manufactured products, PENCOM partners with a wide selection of trusted organizations to ensure customer's needs are always met. All vendors are subjected to PENCOM's own rigorous quality inspections.





# VISIBLE INVENTORY

## WHAT IS VISIBLE INVENTORY?

Purchased in 2005, Visible Inventory is PENCOM's inventory management system for the 21st century. Using piece weight, a sensor calculates the quantity in every bin. The SuppliLink software allows users to view real-time and historic inventory levels, and automatically sends replenishment orders to vendors.

Visible Inventory streamlines the inventory management process and reduces overhead costs by reducing "touches" in inventory management, focusing on lean inventory levels, and converting all transactions in to one monthly purchase order.

## INVENTORY SOLUTIONS

Visible Inventory (VI) is a wholly owned subsidiary of PENCOM. It is a state-of-the-art inventory management system for the 21st century that:

- Is easily configurable to any location, and can be expanded at any time thanks to plug-and-play hardware.
- Evolves with the needs of the customer instead of being confined by the abilities of the provider.
- Offers the customer instant remote access to real time stock movement from any internet connection.
- Automatically flags the key stock levels, giving the customer true and total control with zero input. The three key stock levels are REPLENISH, CRITICAL, and OVERFILLED.

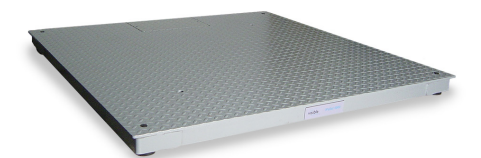
## PRODUCTS



iBin

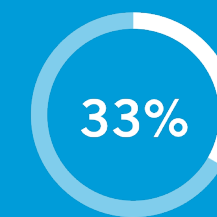


iShelf

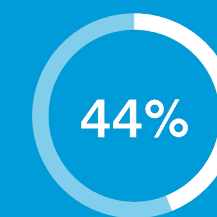


iPallet

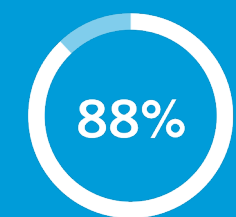
## CASE STUDY



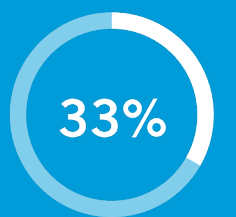
Operational Lead Time Reduction



System Transaction Reduction



Touch Reduction



PO Reduction