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Matas Electronics B.V.

Perfect PCBA's

Printed Circuit Board Assemblies (PCBA's) are found in numerous applications, such as traffic control systems, security systems for tunnels, access control systems, and conveyor belts for luggage management systems and package delivery services. Life today would be unthinkable without them. The Dutch company Matas Electronics BV is an expert in PCBA's. Based in Best, Matas covers five areas of PCBA production.

Aside from production itself, Matas range also encompasses engineering, prototyping, testing and after-sales. The engineering is taken care by other companies, but Matas takes care of the designs for testing (DFT) and/or manufacturing (DFM). Production is a much bigger field for Matas.

"We use a fully automated ERP and MOS system the link between these programs we wrote ourselves," says Guido Bergman, general director for five years. Last year he also became the owner. "Every component and product gets a unique barcode, and the parts are inspected visually and optically, as well. Automation is important for avoiding mistakes."

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At present, the clients often conduct the testing, but within the next few years, Matas aims to increase its share of testing to 95%. Prototyping, however, is a favourite company activity. "During this stage, something always comes up," Mr. Bergman points out. "If we have had the opportunity to do prototyping, batch 0 is delivered to the client with no flaws." The range is rounded off with after-sales and quality control, guarded by systems like ISO9001:2008.

As a spin-off of Philips, the Matas Electronics started in 1984 with the digital designing of PCBA's, which resulted in far fewer errors than when they were designed manually. Production was soon added. In 2000 a new building brought the company, five locations under one roof.

CT Woerden, a firm that made modems and switches, was acquired two years later. Early in the millennium, Matas was able to take over a division of Siemens and thus begin making PCBA's entrance control systems. On the company's current reference list are big OEMs like VDL, Siemens, Philips and Vanderlande. Matas currently exports about 20% of its products.

"About 10% of our total volume is split between Belgium and Luxembourg," notes Mr. Bergman. "The remaining 10% for export is sent to Germany, France, the UK and Italy." Today the company has 45 employees and generates six million EUR in turnover annually. "Companies no longer want to produce in Asia or East- Europe," says Mr. Bergman. "We have smaller batch sizes now— between 1 and 10,000 units—and shorter delivery times. Although Asian and East European companies offer inexpensive transport, it takes too long for the goods to reach the Customer. Customers also require greater customization. We can achieve that, and due to our high level of automation, our prices are even competitive to those."

Growth is in the cards for the future of Matas as the company focuses on expansion. "We aim to be a magnet for technical people as a means to increase our range of expertise even further," says Mr. Bergman. "This can only benefit our clients."



The Marantz 22X DL assists in the automated optical inspection of printed circuit boards.

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