



DAVID KOPF INSTRUMENTS

Precision Designs for Research

7324 Elmo Street, Tujunga, CA 91042-2205

Ph: 818-352-3274 ■ FAX: 818-352-3139

E-mail: sales@kopfinstruments.net

www.kopfinstruments.com

Our company started purchasing PCBA and PCB from Giltronics because we wanted a local company that we could pick up the phone and get immediate help and work toward a long-term relationship with a company we could rely on.

We initially purchased PCBA and PCB from China. These products are used on our number-one selling product line. The prices from China were great; but with the delivery issues, the aggravation with part component shortages, communication issues, and additional tariff costs, we were pulling our hair out.

To make the situation more difficult, our former engineer who designed these products provided less-than-adequate documentation. We provided Giltronics with actual boards and assembled PCBA so they could refer to our Gerber files and design layouts to see if they could be a potential resource for these products.

We found Giltronics by google searching PCBA manufacturers near our plant. Giltronics is roughly seven miles from our company.


Ultimately, connecting with Giltronics has been a game changer for our company. It was the best decision we ever made to source a local company for support. Their prices are higher than China, but we fully anticipated that would be the case. The minimal price increase is well worth the quality, availability, and support. We have been working with Giltronics for years and we can't say enough about how much we value their services and support.

With the current pandemic situation and IC shortages, Giltronics has also been assisting us with procuring components for future orders to ensure that we don't get into a situation where we need product, but the components are not available.

We have worked closely with Gilbert and Brad at Giltronics and they have been a terrific asset to the production of our products. We have also had 100% acceptance on all products they have provided us.

Please feel free to give us a call if you would like to ask any other questions or if we can be of help. We would love nothing more than for more business to be directed to Giltronics, as we want them to stay strong so they are always a resource for our company.

Cheers,
DAVID KOPF INSTRUMENTS



Dawn Gelsinger
President