



Delivering Exceptional Value

About Us



Overview



Astro Machine Works, Inc. was founded in 1984 in Ephrata, Pennsylvania with a clear vision: to serve the custom machinery and precision parts needs of the area's top regional and national companies. Even through our early lean years, we tried to focus on business that fit within our vision, and were selective in terms of who we worked with and the type of work we performed.

We believe this steadfast commitment has paid off. With each successful project, our reputation grew, enabling us to gradually expand our customer base geographically and from an industry standpoint. Today, Astro-built machines and parts can be found across the globe, doing all types of work for some of the world's leading companies.



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Why Choose Us



1. Successful Track Record

Astro Machine Works, Inc. has been providing world-class quality, service, and support since 1984. In that time, we have completed more than 25,000 custom projects for customers worldwide. Our customers, which range from start-up operations to Fortune 500 multinational corporations, can be found a broad range of industries, including:

- Medical
- Pharmaceutical
- Energy
- Food Processing
- Government
- Aerospace
- Electronics/Semiconductor
- Telecommunications/Fiber Optics
- Packaging/Material Handling
- General Manufacturing

2. Simple Business Philosophy

We've built our business with a simple philosophy: deliver exceptional value.

Today excellent product quality is a given. Astro Machine Works distinguishes itself by providing responsive, consistent quoting, leveraging our extensive experience building custom machinery and precision parts to streamline your project, and providing expedited deliveries. We understand the rigorous demands that you face every business day. Our goal is to make your job easier.

Astro Machine Works believes that delivering exceptional value time and time again is the key to building long-term, solid customer relationships. We still have our first customer, and are proud to count the likes of GE, Hershey Foods, DuPont, Bayer, SAIC, and the U.S. Government, along with many other world-class organizations as satisfied customers.

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Why Choose Us (cont)



3. Significant Investment in Technology and People

Astro Machine Works invests heavily in its technology and workforce. Technological advancements are the cornerstone of our continuous improvement programs and quality assurance strategies. With the latest in CNC machining, water jet cutting, laser cutting, and wire EDM capabilities, we can machine and fabricate custom machinery, equipment and parts of varying sizes, complexities, and tolerances.

We firmly believe that our technology is only as good as the people utilizing it. Our dedicated workforce includes certified machinists, welders, and electricians. Recognizing that our people are our greatest asset, we provide them with "best-in-class" safety, training, facilities, and benefits. Our track record speaks for itself. Our very first employees remain with us and our turnover is practically non-existent.

4. Specialized Services

In today's fast-moving, global economy, specialization translates into success. We are experts at building custom machinery and equipment and machining precision parts and components from prototype to low volume production. The other services that we provide: machinery repair, rebuilding, repair and refurbishment, welding and metal fabrication, reverse engineering, and panel wiring and control systems, support our core competencies.

We work in concert with your in-house engineering staff or third-party engineering firms to provide custom machinery and machined parts of the highest quality, and we back our products with hands-on customer service at every step of the way. At Astro Machine Works, we truly are specialists in the services we provide.

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Our Mission/Credo



Our Mission Statement

To DELIVER EXCEPTIONAL VALUE to our customers by providing superior solutions through our dedicated people and innovative technology, while maintaining an environment that is clean, safe, and stimulates employee growth and morale.

Our Credo

We believe in forging solid relationships with each one of our customers.
In today's high-tech, fast-paced world, relationships have become ever more critical to success.

We will value our customers, focusing on those who appreciate our services and recognize the value we bring to the relationship.

We will strive to position ourselves as a value-added partner...
a partner who provides superior solutions and helps to maximize return on investment dollars.

We will accomplish this by consistently delivering exceptional value.

Delivering Exceptional Value

About Us



Our Mission/Credo (cont)



We believe delivering exceptional value means:

- Responsive quote turnaround
- Consistent, competitive pricing
- Listening to and understanding customers needs
- Continuous interaction and communication with customers
- Quality workmanship in all aspects of our service offerings
- Leveraging our experience to streamline customer projects
- Best in class employee safety, training, facilities, and benefits
- Significant reinvestment in leading edge technologies
- Stringent quality control systems
- Expedited project turnaround and delivery

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Facilities



Astro Machine Works' modern manufacturing facilities total approximately 60,000 square feet. We have taken the same care in the design and maintenance of our facilities as we do with the equipment and parts we build. This has resulted in efficient work flow, a safe and comfortable working environment for our valued employees, and plenty of room for additional growth.



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Affiliations



Astro Machine Works is proud to be affiliated with many leading community and industry organizations.



Delivering Exceptional Value

Services



Custom Machine Building



At Astro Machine Works, Inc., custom machine building is our specialty. We handle all phases of a machine build project including:

- Welding and fabricating of the base or frame
- Machining of component parts
- Procurement of raw materials and commercially available components
- Secondary processes such as plating and anodizing
- Painting and specialty finishing, including CARC coatings
- Complete mechanical assembly
- Plumbing of any associated pneumatic or hydraulic systems
- Wiring of main control cabinets including PLC wiring and operator stations
- Debugging, testing, and checkout
- Final skidding, crating, and shipping

We staff each project with a highly trained and experienced project manager who oversees a dedicated team of machinists, welders, electricians, etc. and serves as your primary point of contact throughout each phase until completion. Any future projects are staffed with the same manager and team, giving you continuity and comfort and enabling us to be as efficient as possible due to our familiarity with your expectations and preferences.



Delivering Exceptional Value

Services



CNC Precision Machining



Astro Machine Works, Inc. provides a wide range of precision machining services to meet your unique parts requirements. We specialize in single part prototyping, short to medium production runs, and special blanket order arrangements with periodic scheduled releases.

We have a full complement of computerized and manual milling and turning centers, as well as wire-EDM and water jet and laser cutting capabilities. Our CNC department, equipped with MasterCam CAD/CAM software, has the ability to download customer drawing files from anywhere in the world. Whether it's machining complex components, jigs, fixtures, or gages, or repairing or modifying parts, Astro has the expertise to deliver the results



you expect. To ensure that we keep pace with our customers needs, we have a formal capital investment policy that mandates continued investment in computerized machine tools and other state of the art technologies.

Delivering Exceptional Value

Services



Welding and Fabrication



Welding and fabrication is a specialty that evolved from our machine-building roots. Customers admired the quality of our work in the machines we built for them and began requesting our services in this area.

Our team of AWS D1.1 and ASME Section IX certified-welders are proficient in the welding of all types of carbon steel, stainless steel, aluminum and a host of specialty alloys such as Inconel 718 and Nytronic 60, among others. All structural shapes, including channel, angle, beam, tubes, and plates are handled.



We work extensively with companies in the medical, pharmaceutical, food processing, packaging, and nuclear energy industries. Accordingly, we are knowledgeable in the strict weld standards required in these sectors and work with them on a daily basis. Astro Machine has the ability to work to various standards such as GMP and FDA food-grades. We provide all of the secondary support services associated with this level of welding sophistication such as:

- Passivation
- Electro-polishing
- Dye penetrant testing
- Magnetic particle testing
- Industry-specific cleaning processes

Delivering Exceptional Value

Services



Panel Wiring and Control Systems



Astro Machine Works, Inc. builds control cabinets to customer specifications for all applications. Because of the extensive panel and control wiring required in the production of our custom machinery, many customers have come to rely on us for their panel wiring and control system needs. We offer complete wiring of main control cabinets, operator stations, and a host of "on-board" wiring and connections. This includes wiring of PLC's on a regular basis, as well as, familiarity with touch screen, and servo drive technologies. Our customers appreciate the layout and organization of our custom wired panels, including the completeness and appearance of our labeling and bundling.



Delivering Exceptional Value

Services



Reverse Engineering



Our reverse engineering service was born out of Astro's commitment to listen to our customers' needs and follow up with superior solutions. Several years ago, a key customer approached us with a major problem. They were unsuccessfully trying to obtain OEM parts that were no longer being produced.



Astro personnel rose to the challenge by creating a program that enabled customer-supplied parts to be reverse engineered, documented with appropriate tolerances, and quoted in advance for future production. We committed substantial resources and became experts in FARO Arm coordinate measuring technology. The end result was a program that provided customers with high-quality parts in less time and at lower prices than the original OEM alternative.

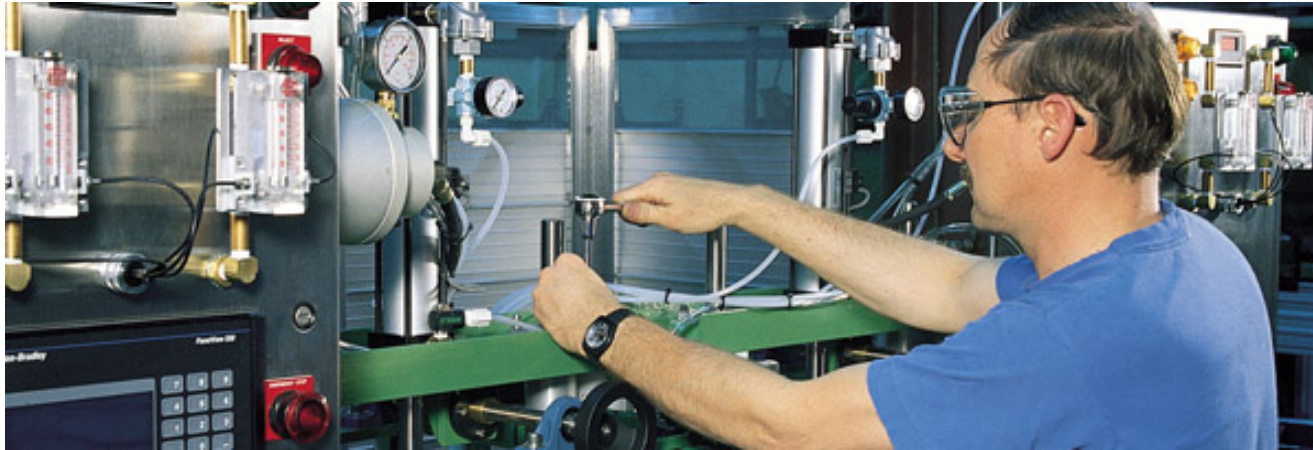
This business segment has grown dramatically since inception. Today, we maintain a database comprised of literally thousands of documented parts drawings for our customers. And most importantly, they take comfort in knowing that their production lines will experience minimal disruption when a parts need arises.

Delivering Exceptional Value

Services



Machine Repair, Rebuilding & Refurbishment



As a complement to our custom machine building capabilities, we offer comprehensive machine repair, rebuilding and refurbishment services. In many situations, your objectives can best be met through retooling, reconditioning, and/or upgrading the technology of your existing equipment. Proper rebuilding and refurbishment can increase production efficiency and extend machine life.

The services we provide in this area range from updating electronic controls to complete teardowns and subsequent mechanical and electrical overhauls. Many repairs and smaller refurbishments can be performed on-site. Breakdowns are given special priority. We will work closely with you to determine the appropriate level of refurbishment to meet your goals and maximize your return on investment. Our experienced personnel can provide you with timely and realistic assessments of what would be involved.

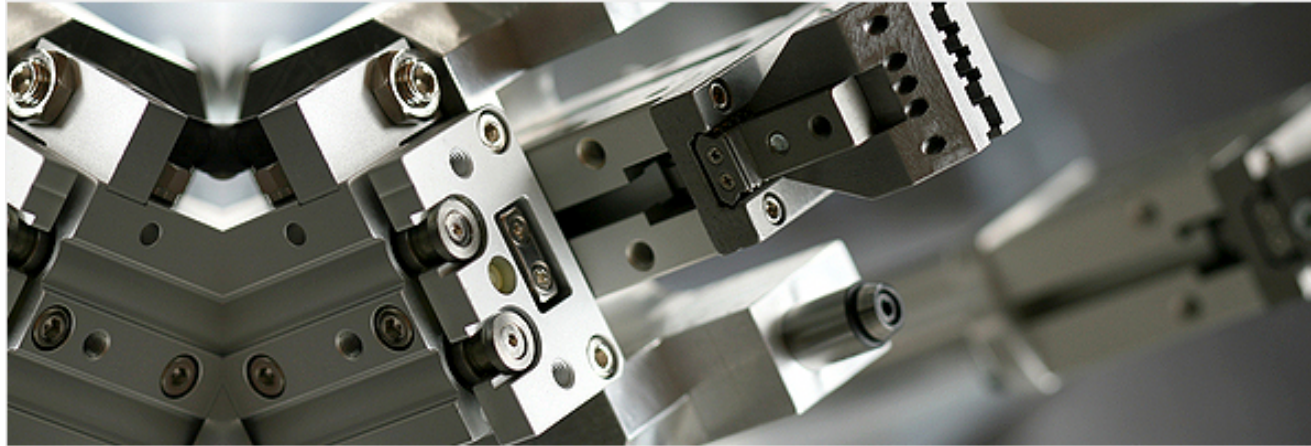


Delivering Exceptional Value

Capabilities



Custom Machine Building



Two manufacturing/assembly facilities totaling approximately 60,000 square feet.

10,000 square feet warehousing/assembly overflow facility.

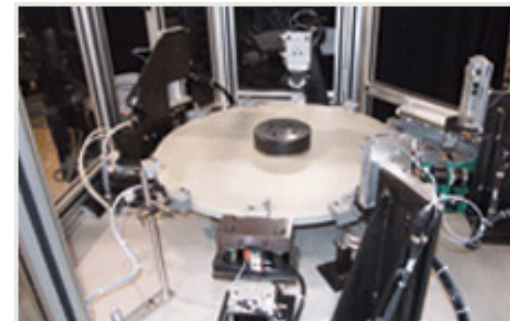
Seven overhead cranes with 1-4 ton capacities.

Five 1-ton jib cranes.

Six forklifts with capacities ranging from 1,500 to 15,500 lbs.

30' x 60' paint bay with 32,500 cubic feet per minute of heated triple-filtered air for high quality industrial and specialty finishes.

Computer aided job/material tracking-updated daily.

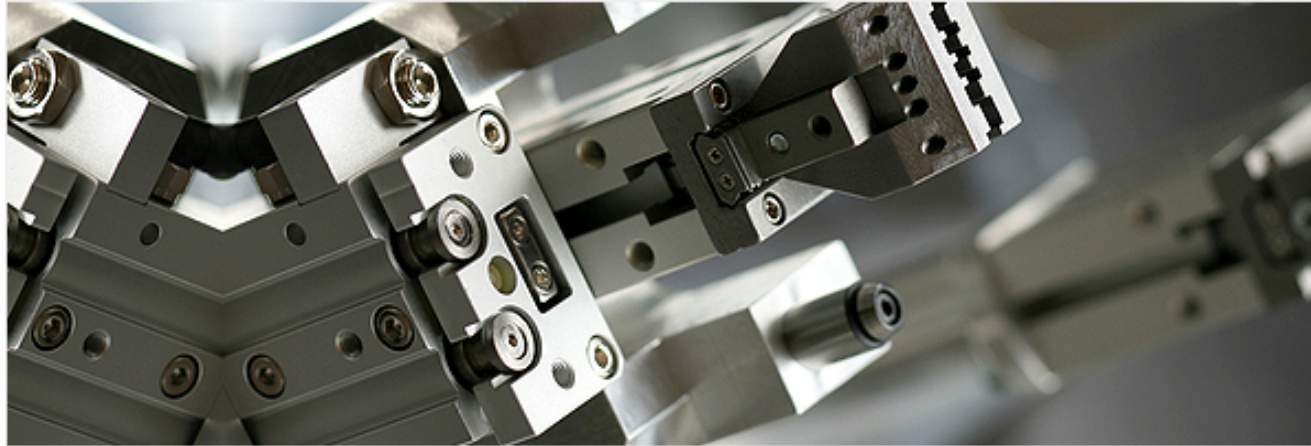


Delivering Exceptional Value

Capabilities



Precision Machining



Six lathes with the capability of turning diameters up to 36" and lengths up to 120". Larger capabilities available.

Fourteen (14) mills with the ability to machine surfaces up to 40" by 60". Larger capabilities readily available.

Complete CNC turning and milling capabilities consisting of 13 CNC vertical mills and three CNC turning centers.

Raw material sawing to 12" diameter by 20' length or flat stock to 18" wide by 20' lengths.

Wire-EDM, water jet cutting, and laser cutting capabilities.

Surface and cylindrical grinding capabilities.

Complete inspection facilities.

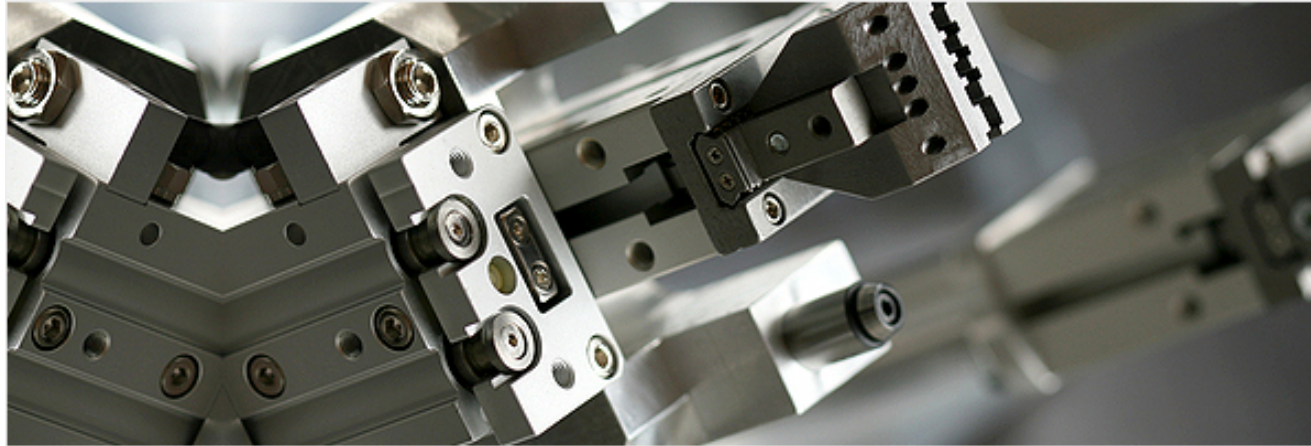


Delivering Exceptional Value

Capabilities



Delivery



All parts, custom-built machinery, etc., leaving Astro's dock are professionally packaged to protect the merchandise from any damage while en route to the customer's facility.

Two drivers making deliveries five days a week to the surrounding area.

A fleet consisting of four (4) delivery vans/pick-up trucks, one (1) 20' flatbed truck, and one (1) 24' cargo van truck.

Specialty freight haulers that utilize drop-deck, double drop-deck and lowboy trailers are readily available for machinery that is oversize.

Expedited delivery services available for all projects no matter the size.



Delivering Exceptional Value

Industries



Our products are positively impacting companies worldwide in a select group of industries, including:

- Pharmaceutical
- Medical
- Energy
- Food Processing
- Government
- Aerospace
- Electronics/Semiconductors
- Telecommunications
- Packaging
- General Manufacturing

As businesses across the globe attempt to achieve ever increasing levels of productivity, Astro Machine Works has become the partner of choice for many world class organizations. We enjoy a high rate of repeat business and have achieved "premier" vendor status with many of our customers.



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Contact Us



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Thank you for
considering Astro
Machine Works.

It would be our
pleasure to work with
you.

For your convenience we accept



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