

# **What Customers Say**

By Dan Beaulieu of DB Management Group

## **A talk with Lance Riley President of Lone Star Circuits**

**Dan:** Lance, thanks for taking the time to talk to me today. I know you have been in boards for quite a while including a long stint with Unicircuits in Colorado. So, to get started, tell me a little bit about Lone Star Circuits.

**Lance:** Since 1986 LSC has provided high reliability technology driven products from a purpose built 101,000 sq. ft facility that includes an in-house machine shop, specialized assembly, classified RF testing capability, of which enables customers in an ever changing business landscape with respect to meeting their current / future needs for SWaP (Size, Weight and Power) and affordability.

**Dan:** I know that you guys do a lot of very high technology boards, tell me about some of the technologies you offer.

**Lance:** Sure, we are very proud of the company's technology. We can do just about anything including; RF, RF hybrids, 12 x sequential lamination, 3D Smart Parts, embedded passives, active baseplates, advanced HDI deep reach, large format organic monolithic manifolds / radiators, antennas, filters, thermal vias, thermal planes, copper coin, CIC with 2.9 Dk hole fill, CTE Constraintment, etc. LSC provides compressed product development and leverages those efforts into KPC / APQP programs to complete the growth to maturity cycle.

**Dan:** And of course, you're using Taiyo's products. How long *have* you been using Taiyo's products?

**Lance:** For over 15 years

**Dan:** Obviously there are other coating products out there. Why do you prefer to use Taiyo? What is special about working with Taiyo? What do you like about our products?

**Lance:** First of all, the products are practically foolproof. They are plug and play producing consistent product results from batch to batch, so it's the product's consistency and reliability, but the most important thing to us is that Taiyo is always willing to work with us, providing engineering support whenever we need it. Because we are always working on new technologies and developing new processes, it is vitally important that we can depend on Taiyo to support us in those endeavors.

**Dan:** Can you think of anything we could do to improve our products or service?

**Lance:** Yes, a communication forum would be appreciated; a place where we could get some answers to the questions we sometimes have. I know that we used to get some of this support from our distributors, but ours is no longer around. So, if we could have a central forum where we could go to discuss our technology and process needs, that would be great.

**Dan:** You know that's a pretty good idea. We'll see what we can do about that. Are there any products that you would like to see us develop?

**Lance:** Yes, I would definitely like to see you come out with conductive inks.

**Dan:** We'll certainly take that into consideration. Lance, thanks for talking to me today.

**Lance:** No problem.

For more information about Lone Star Circuits go to [www.lscpcbs.com](http://www.lscpcbs.com)