



# MANAGEMENT

## PBT Works Celebrates 30 Years of Quality Manufacturing

By Vladimir Sitko, Founder and Co-Owner, PBT Works

In 1988, still before the changes of the communist era in Czechoslovakia, I left a large electronic company named TESLA. In fact, we had a TESLA-named company in Czechoslovakia far before Elon Musk used that name. I left to become a sales agent for a Swiss company PBT, which was transferring technologies for electronics from west to east.

I intended to sell machines mainly for PCBA manufacturing and component assembly. Especially PCB assembly because almost no equipment was used at that time, the only tools available were pliers and transformer soldering irons. Later, in 1992, we succeeded in starting a joint-venture company, Czech-Swiss PBT Roznov p.R. s.r.o. At that time, we were five people altogether.

Everybody was excited about new possibilities. Establishing such a company was not easy, and it took constant hard work. It was not an exception to visit a potential customer before 6 a.m. or even midnight! After the revolution, everyone wanted to grow business. However, selling machines was not my main target. As a graduated mechanical engineer, I wanted to build machines.

So, the first equipment pieces, an ultrasonic cleaning “line” and a small manual printer, were born and introduced to customers in May 1992. I personally consider this date the real beginning of the current PBT Works s.r.o.

### Building a Company

Over the next few years, we built between four to ten machines per year. Today, we do that almost weekly. Over the past 30 years, we managed to build a proper manufacturing company with 90 employees. In

2015, PBT Works s.r.o. split from PBT Roznov s.r.o., but the people, knowledge, and activities remained the same, producing sophisticated cleaning equipment and stencil printers.

My son studied at university as a computing analyst and wanted to work in the automotive or aircraft industry, being an aircraft enthusiast. After some years of working in that profession, he joined the company in 2005.

I believe it was just at the right time! His first feedback after a short period was “How can you run the company in such a big mess?” I must admit we were not that organized. At the beginning, the business and our team was small. We usually met over a coffee and that was it.

---

**We design our machines based on process measurement, customer feedback, and studies of cleaning results. Frequently, our machines look different from those of our competitors.**

---

As cleaning complexity grew, a more sophisticated system was needed. And he was able to implement it. Now, I am more engaged in the development and the research of the process and machines, and he is the one controlling the company. Of course, sometimes there is friction between us, but we respect and advise each other. And I believe this is what moves us ahead.

The company has grown every year since the beginning, despite some critical moments like in 1997 when we were almost completely flooded or in 2011 when our building and equipment were highly damaged by fire.

Today, we have a modern and complete production process. From design, metal parts production, welding, and complete mechanical and electrical assembly to final check and shipment. Such an approach enables us to be flexible and positively influences quality.

### Meeting Various Needs

At the very beginning, there was an inquiry from the Swiss company ESSEMTEC to build some very small printers to fit their manual pick-and-place stations. Later, we recognized a demand for more sophisticated offline printers. We also tried to build inline printing machines, but we could not start in big series and get production at a low enough cost due to lack of capital. Therefore, we stayed in that category of sten-

cil printers. We have a constant interest in those printers from prototyping, laboratories, and universities.

We design our machines based on process measurement, customer feedback, and studies of cleaning results. Frequently, our machines look different from those of our competitors.

We have been in this industry for more than 30 years. There is a certain guarantee of quality of our products. PBT Works offers its customers the best cleaning solution according to their requirements. We have the knowledge and practice to help to set the cleaning of electronic assembly and tools properly.

*Contact:* PBT Works s.r.o., Lesni 2331,  
756 61 Raznov pod Radhostem, Czechia  
☎ +420-572-153-111 E-mail: info@pbt-works.com  
Web: www.pbt-works.com ☐