

The background features a stylized American flag with stars and stripes. In the foreground, several yellow, circular laser optics of various sizes are arranged, some overlapping. The text is overlaid on this scene.

**MADE IN AMERICA**

**Steve Walters**  
President

**Ana Walters**  
Chief Executive Officer



**APC**

***American Photonics***

**CO<sub>2</sub> Laser Optics**

*Solutions through Technology*

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**(941) 752-5811**



## *Solutions through Technology*

### **Executive Summary**

APC was created in 2001 because Steve Walters recognized the vast potential in the optic manufacturing market. Today, APC is one of only three companies in the world which uses CNC technology to produce its optics, the other two being II IV and Ophir.

Since its inception, APC has realized a steady growth in its share of the optics market through innovative improvements to the manufacturing process. APC has also invested in the development of its staff and has Partnered with suppliers of the raw materials to bring high quality products to the market place. These factors have allowed APC to its produce high quality optics and coatings faster and in a more cost-effective manner.







## PEOPLE PROFILE

### Steve C. Walters

Steven C. Walters has been involved with APC since its inception and was appointed chairman and president of APC in 2015.

Prior to devoting his full-time attention to APC, Steve worked for American Torch Tip Company (ATTC), a Walters family company. For over 75 years, ATTC has been in the manufacturing business. ATTC began its operations in 1940 with Steve's grandfather at the helm.

Today, ATTC is a global company with customers in over 53 countries.





## PEOPLE PROFILE

### Steve C. Walters

During his full-time tenure at ATTC, Steve has been instrumental in the development and engineering of the ATTC product line and manufacturing processes, specifically with the use of CNC machines and technology to create affordable replacement component products for the marketplace.

Steve has custom designed machines to improve processes both at ATTC and APC. Steve holds three patents individually and is a co-owner and developer of fifteen other patents.

Steve's passion for engineering, technology and adventure has led him to become an airplane pilot, an avid spelunker and a certified scuba dive master.







## PEOPLE PROFILE

### Ana Walters

Ana Walters was appointed APC's CEO in September of 2014. Ana is responsible for the corporate strategy which includes developing strategies that are linked to execution plans for a new era of laser optics including the acquisition of new markets and to expand APC's client base.



During her 25-year career at numerous global firms such as IBM, Microsoft, Carrefour, Nokia and others, Ana focused on identifying growth opportunities as well as directing process excellence.

Ana has assisted many organizations set their overall strategic direction as well as creating organizational structures and operating models that have helped to make these strategies a reality. Ana worked to develop product line strategies, sales force effectiveness, operations and execution efficiencies and developed and implemented organizational change.





## PEOPLE PROFILE

### Ana Walters

For seven years prior to joining APC, Ana Walters was the owner of the small business Granite Forever. This company imported raw materials from Brazil, India and Europe and manufactured, polished and installed the granite products.



Ana received Bachelor and Master of Science degrees in computer science from Pontifical Catholic University in Brazil, a degree in Business Management from Hodges University, Fort Myers, Florida and she holds two MBAs in marketing and business and a Post-Graduate MBA from the Kellogg School of Management at Northwestern University, Chicago, Illinois.







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## MISSION STATEMENT

### Endless Pursuit of Excellence

**BETTER**

**Endless** pursuit of innovative ways to improve **QUALITY AND SPEED**

**FASTER**

**Endless** pursuit through processes and technology for better ways to increase performance and shorten lead times without affecting **QUALITY AND SPEED**

**COST-EFFECTIVE**

**Endless** pursuit of cost reducing solutions through design and technology without affecting **QUALITY AND SPEED**



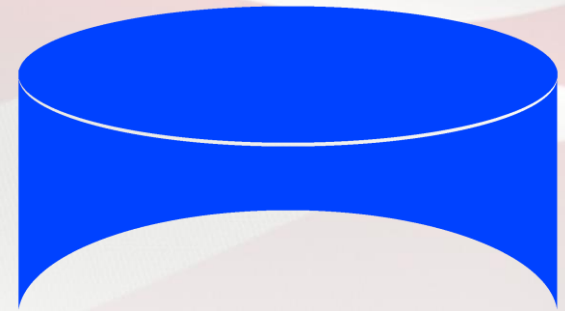


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## Core competences

- **CNC Optic Fabrication**
  - CNC Optic Fabrication - APC incorporates CNC methods for both spherical curves and double sided flats, and also conventional polishing spindles for special size parts and generated blanks in Zinc Selenide (ZnSe), Multispectral Zinc Sulfide (ZnS MS), Germanium (Ge), Silicon (Si) and Gallium Arsenide (GaAs).







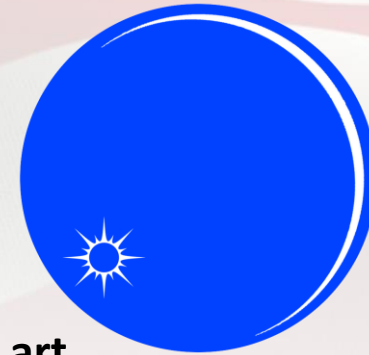
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## Core competences

- **Thin-Film Coating**

- Thin Film Coating - APC has built state of the art chambers in a clean room that consistently produces high quality infrared coatings for 1 $\mu$ m to 12 $\mu$ m. These coatings are used on lenses, windows, partial reflectors, high reflectors, beam splitters and beam combiners.



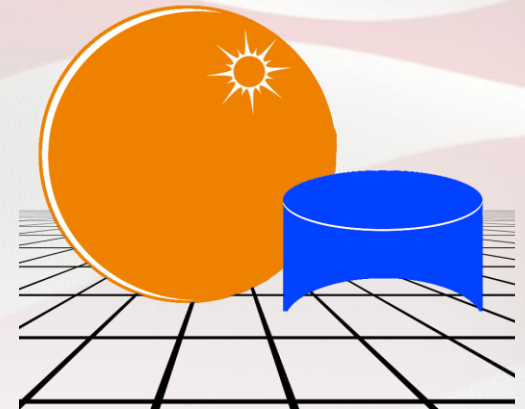


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## Core competences

- **Optical Design & Engineering**
  - Optical Design & Engineering - APC utilizes the state of the art measurement devices to insure accuracy and precision. We use the latest in design software to engineer precision optics for all applications.







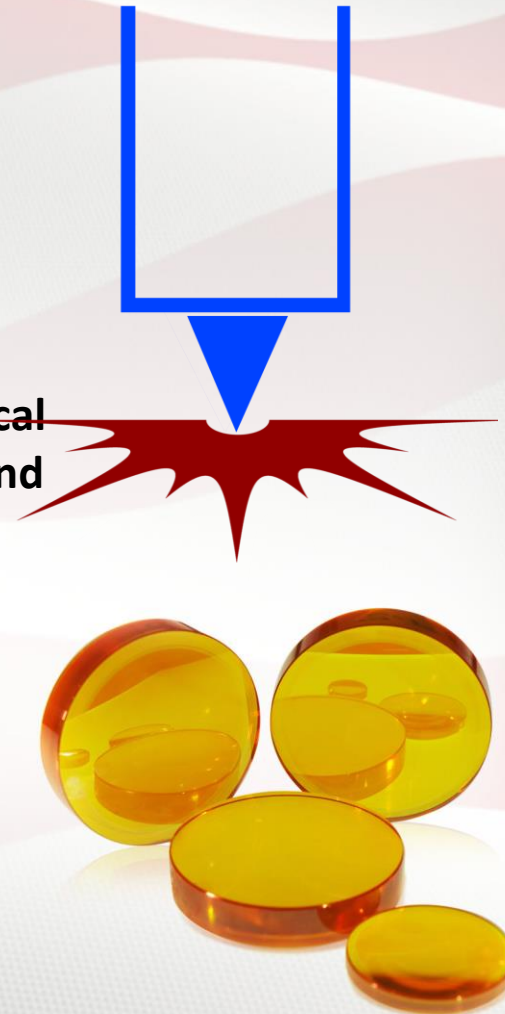
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## Core competences

- **Optical Assembly**

- Optical Assembly - APC has uniquely designed mounting and assembly stations to provide optical assemblies that are free from stress, scratches and are leak and optically tested. ATTC – Knowhow
  - APC engineers
  - Clean Room environment for assembly
  - Assembly testing





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## **CORE COMPETENCY**

**Our Optics are manufactured using the best suppliers around the world - APC uses only the highest quality raw materials to ensure high quality, fast delivery and high performance.**







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## **PRODUCT SEGMENTATION**

- **HIGH POWER**
- **LOW POWER**
- **MIRRORS**
- **BEAM COMBINERS**
- **ASSEMBLIES**
- **COLLIMATORS**
- **OUTPUT COUPLERS**
- **CUSTOM DESIGN PARTS**
- **MILITARY SOLUTIONS**





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## **QUALITY CONTROL**

- **PRINTS ROUTINELY VERIFIED FOR ACCURACY**
- **MATERIAL CHECKED FOR STRESS**
- **PARTS CHECKED FOR TOLERANCES / SPECIFICATIONS AT ALL POINTS ALONG PRODUCTION**
- **COATING RUNS TESTED FOR ABSORPTION**
- **100% INSPECTION BEFORE PARTS GO TO PACKING**







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## **TESTING**

- **SPICA POWER & DURABILITY**
- **MIL SPEC TESTING OF**
  - **COATING**
  - **DURABILITY**
  - **QUALITY**
- **FIELD TESTING**
- **ABSORPTION TESTING**
- **SPECTRAPHOTOMETRY**





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## **DOCUMENTATION**

- **PROCESS TRAVELERS**
- **COATING TEST RESULTS**
- **EACH RUN ASSIGNED A LOT NUMBER #**
- **EACH RUN WITH LOT # & SAVED WITH PARTS TRAVELERS**





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**YOU ARE PAYING TOO MUCH!**



**The World's Best CO<sub>2</sub> Optics Manufacturer.**  
OEM Quality • Inventory available for immediate delivery! We carry all OEM's replacement part numbers.  
Ask for APC products when you contact your distributor.

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**APC Profile Book**  
**Military Brochure**  
**High Power Brochure**  
**Low Power Brochure**

**Greetings from American Photonics!**  
We hope you choose us to be your partner in the CO<sub>2</sub> laser business. As you know, we manufacture focusing lenses and other optics for your CO<sub>2</sub> laser. We also carry a full line of other optical components, all at competitive prices. We use 100% US materials, making us the only optical manufacturer being 100% MADE IN THE U.S.A.

APC also offers a way to safely dispose of your used ZnSe lenses and possibly provide you with credits to be used toward the purchase of a new lens. Our buy back program is an easy way to try APC and see the quality of our products and services. Our quality is superior or there is in the industry and our pricing is highly competitive.

Please take a few minutes and check our links literature to the left. We invite you also, to visit our website to see how we can help you increase your profits and productivity at [www.americanphotonics.com](http://www.americanphotonics.com).

We know that after you test our lenses, you will see the quality and value we deliver worldwide, and be extremely happy with APC as your CO<sub>2</sub> laser supplier.

Our customers are very loyal and extremely pleased with our quality and performance.

**We look forward to working with you in 2016 and contributing to your success.**



**Ready For Immediate Delivery!**  
We sell replacement lenses for TRUMPF® machines.  
(DM15000291 & DM1570029)



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**World's Best CO<sub>2</sub> Laser Optics.**

**High Quality Raw Material** **CNC Optic Fabrication** **Thin-Film Coating** **Optical Design & Engineering** **Optical Assembly**

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**APC MISSION STATEMENT**

**Endless Pursuit of Quality**  
American Photonics is focused on providing standard or custom optics, APC will meet your specifications. APC provides you with custom designed optics. Our goal is to provide you with affordable products using business models and experience that are second to none.

**Customer Care/Service**  
American Photonics is committed to providing customer service that is second to none. Our goal is to provide you with the highest quality products and services that are second to none.

**Accountability**  
We hold our employees accountable for the quality and performance of our products and services. We are committed to providing you with the highest quality products and services that are second to none.

**Financial Strength**  
We are committed to providing you with the highest quality products and services that are second to none.

**Employee Focused Environment**  
We hold our employees accountable for the quality and performance of our products and services. We are committed to providing you with the highest quality products and services that are second to none.

**VISION STATEMENT**

"Building upon our core values and the talent of our employees, we proactively seek the continued improvement that promotes responsible growth. We aspire to be a company with the respect and long term loyalty of our customers that creates a win-win partnership."

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# THANK YOU!

**STEVE C. WALTERS**

PRESIDENT

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