



The European Institute for the PCB Community

# EIPC SPEeDNEWS

*Issue 23 - November 2019*

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## NEWS FROM GERMANY

### **Schweizer Electronic AG: • Positive development in the third quarter of 2019**

*Cost-cutting programme gradually shows a stronger effect • Forecast confirmed for the 2019 fiscal year*

Schramberg, 07 November 2019 – The SCHWEIZER Group showed positive development in its business operations in the third quarter of 2019. It was the quarter with the strongest turnover and earnings of the fiscal year.

With a turnover of 34.1 million euros (2018: 32.8 million euros), the previous year's quarter was exceeded by 4 percent. Turnover in the first three quarters thus amounted to 94.3 million euros, which corresponds to a decline of 2.5 percent compared to the previous year.

The positive momentum with customers in the automotive sector has increased significantly over the past two quarters. Compared to the previous year, turnover from the most important customer segment for SCHWEIZER rose by 5.3 percent to 71.2 million euros, representing 75.5 percent of turnover. The pronounced macroeconomic weakness in Europe was reflected in a shift within the sales regions. The share of exports to Asia and America rose to over 21 percent of total turnover.

By contrast, Europe, including Germany, lost significance. However, with a 79-percent share of turnover, Europe remains the most important sales region for SCHWEIZER. Turnover generated via our Asian partner network rose by 59.7 percent to 27.9 million euros in the first three quarters (2018: 17.4 million euros).

In contrast, turnover from our in-house production in Schramberg was a less positive development, totalling 66.4 million euros (2018: 79.3 million euros). Incoming orders in the third quarter reached their highest level in the current reporting year. At 30.3 million euros, they were as high as in the first half year as a whole. The order book at the end of the third quarter amounted to 140.2 million euros (2018: 169.2 million euros). Earnings significantly improved despite burdens from China. This success is due on the one hand to the increasing effectiveness of the savings measures introduced at the Schramberg site in terms of personnel and material costs, and on the other hand to a lower-than-planned contribution to losses from the project in China.

Earnings before interest, taxes, depreciation and amortisation (EBITDA) amounted to 1.9 million euros in the third quarter (2018: 2.7 million euros). An EBITDA of 2.9 million euros or 3.1 percent was thus achieved in the first three quarters.

#### **Investment project in China making great progress**

The construction work on the production and administration building was completed on schedule. At present, the final interior design work is being carried out. A large number of production equipment have already arrived and will be set up step by step by the end of this year. Series production will start in the first quarter of 2020. 2019 Forecast For SCHWEIZER, the situation with regard to turnover, incoming orders and earnings has stabilised in recent months and is showing the first signs of improvement.

Overall, the Management Board of Schweizer Electronic AG expects a slightly better second half year in terms of turnover and EBITDA compared to the first six months. The Management Board continues to forecast a turnover of between 120 and 125 million euros, which corresponds to a growth of between minus 4 percent and 0 percent compared to the previous year and an EBITDA of between 0 and 4 million euros.

[www.morethanPCBs.com](http://www.morethanPCBs.com)



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### NEWS FROM THE UK

## Silicon Chip Industry Awareness Workshop Seminar

Last Chance For 2019 ... Don't Miss Out ... Sign Up Today  
LISTEN - DISCUSS - SEE - TOUCH - LEARN ... ENJOY!

**When:** Monday 11 November 2019

**Where:** Holiday Inn Kensington Forum, London, England

**What:** Explained in clear language how the IC industry works  
- from the science that enables silicon chips to be made  
- to the market fundamentals that drive applications and economics

**Why:** Gain increased confidence, enhanced job satisfaction and improved operational efficiency

**This workshop is suitable for anyone working in or with the semiconductor industry, whether a non-technologist struggling with the jargon or a specialist looking to understand the overall picture**

### **Past Attendee Comments**

- \* As a non-technologist, it was very beneficial to have these issues so clearly explained
- \* The seminar provided a good basis to understanding the industry
- \* It was GREAT! I can't remember a day of a similar density
- \* I finally understand how to recognize products & their use in technology
- \* This has helped me structure my thoughts & plans for the company
- \* It gave me deeper insight into the industry in a way difficult to obtain anywhere else
- \* This will be very useful when involved in our core business development discussions

### **Registration & Workshop Fee**

- \* Register on-line at: <http://www.futurehorizons.com/page/12/silicon-chip-training>
- \* Price is £595 plus 20 percent UK VAT per delegate

- \* Fee includes copies of presentation materials, coffee breaks and 3-course buffet lunch
- \* 30% discount offered for bookings of three delegates or more from the same company

Workshops can also be held in-house for your added convenience and flexibility

Please pass to your HR Department or a colleague if already attended or not suitable for you

<http://uk.linkedin.com/in/malcolmpenn>)



## ***Microelectronics Packaging for Harsh Environments"***

*An IMAPS-UK Conference & Exhibition*

covering applications for:

**Space, Defence, Aerospace & Transport, Medical, Energy & Exploration**

***28 November 2019, Satellite Applications Catapult, Harwell, UK***

*The Conference will have 10 Technical Presentations with Sessions on:*

- Applications & Requirements*
- Components & Materials*
- Design, Manufacturing & Processes*
- Reliability & Ruggedisation*

*This event will also have a Table-Top Exhibition from related Companies*

*All the event details are now on the website [www.imaps.org.uk](http://www.imaps.org.uk)*

*Registration is now open - use the [www.imaps.org.uk](http://www.imaps.org.uk) on-line system to book your place.*

*For any other details or information please contact:*

*IMAPS-UK Secretariat*

*58a Maudlin Drive, Teignmouth,*

*Devon. TQ14 8SB UK*

*Tel: +44 0131 2029004*

*e-mail: [office@imaps.org.uk](mailto:office@imaps.org.uk)*



**MicroTech Annual Conference & Exhibition**  
*"Advanced Packaging"*  
**CALL FOR ABSTRACTS**  
Register at: <https://www.imaps.org.uk/events/microtech-2020-advancedpackaging/>

*STFC RAL - Harwell, Oxon UK –  
Thursday 19<sup>th</sup> March 2020*

### *Conference Topics*

Semiconductor Industry Trends	Packaging Technologies	Thermal Management & Materials
<ul style="list-style-type: none"><li>• Compound Semiconductors</li><li>• EV &amp; Automotive</li><li>• High speed Communications</li><li>• AI and IoT</li><li>• Smart Systems</li></ul>	<ul style="list-style-type: none"><li>• Emerging Packaging Technologies</li><li>• Assembly Processes</li><li>• Embedded Technologies</li><li>• System in Package</li></ul>	<ul style="list-style-type: none"><li>• High Reliability</li><li>• High Temperature Materials</li><li>• Thermal Management</li><li>• Material Handling</li></ul>

*THOSE WISHING TO PRESENT THEIR WORK AT MICROTCH2020 SHOULD SUBMIT AN ABSTRACT OF APPROXIMATELY 200 WORDS, ELECTRONICALLY TO: [SECRETARIAT@IMAPS.ORG.UK](mailto:SECRETARIAT@IMAPS.ORG.UK)*

### **THIS IS YOUR CHANCE TO NETWORK WITH ENGINEERS, ACADEMICS AND INDUSTRY EXPERTS**

A FULL "Call for Abstracts" DOCUMENT IS DOWNLOADABLE FROM OUR WEBSITE  
.... [CLICK HERE](#)

*WE INVITE SUBMISSION OF ABSTRACTS IN THE FOLLOWING AREAS:*

- *RESEARCH PAPERS: THESE WILL DESCRIBE HIGH-IMPACT ACADEMIC RESEARCH RELATING TO THE CONFERENCE TOPICS.*

- *TECHNICAL PRESENTATIONS: TECHNICAL PRESENTATIONS SHOWCASING IN-PRODUCTION OR PRE-PRODUCTION TECHNIQUES RELATING TO THE CONFERENCE TOPICS.*
- *CURRENT/FUTURE TRENDS: PRESENTATIONS DEMONSTRATING HOW MARKETS RELATED TO THE MAIN CONFERENCE TOPICS ARE DEVELOPING OVER TIME.*

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*ALL ABSTRACTS RECEIVED BY THE SUBMISSION DEADLINE WILL BE EVALUATED BY THE TECHNICAL COMMITTEE. ABSTRACTS COVERING A BALANCED RANGE OF THE MAIN CONFERENCE TOPICS WILL BE SELECTED AND INVITED TO PROVIDE AN ORAL PRESENTATION (20MINS + 5 MINS QUESTIONS) OR POSTER PRESENTATION (A0 SIZE) DURING THE CONFERENCE. SOME POSTERS PRESENTERS MAY ALSO BE INVITED TO PROVIDE A BRIEF ORAL PRESENTATION SHOWCASING THEIR POSTER CONTENT TO THE FULL AUDIENCE.*



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### PRODUCTRONICA

EIPC will be present at Productronica on Stand No B3-529 in Hall B3.

*Along with some of their members, who will also be in attendance throughout the show.*

#### **Technic Electric**

Technic has served the PCB industry for an unprecedented 30 years for the supply, service and repair of PCB drill and routing machines, as well as equipment and parts supply for manufacturing and technologies industries worldwide.

#### **Osborn –**

Experts in mechanical surface treatment since 1887, and staffed with people experienced in surface treatment solutions and finishing tools. Osborn supply more than 10,000 standard products in more than 120 countries, and offer local support throughout the world.

#### **FED -**

The FED represents the interests of 700 members, including PCB designers and manufacturers, EMS companies, EDA companies, process and technology service providers, as well as manufacturing equipment, software and consumables suppliers in Germany, Switzerland and Austria.

#### **HDP User Group -**

HDP User Group is a non-profit trade organisation that offers memberships to companies involved in the supply chain of manufacturing products that utilise high-density electronic packages. The organisation works with other industry consortia, universities and government agencies to develop the industry awareness of its project results and to support its membership's goals.

#### **Kubatronik**

Manufacturers of flex and rigid flex PCBs in Swabia, this 40-year-old company has established a strong reputation for producing embedded HDI boards for the high-frequency high-speed sector, using special materials, with layer counts up to 30.

#### **-Gardien Group**

Over 30 years ago Gardien began life as Mania, the company that pioneered some of the first electrical grid testers used by PCB fabricators to check the quality of their boards. Today they are a company that literally tests millions of PCB boards a month on behalf of their customers supplying the automotive, defence, telecommunications, aerospace, medical, computer and industrial markets worldwide.

## VENTEC INTERNATIONAL GROUP

### Launching autolam - Base-Material Solutions for Automotive Electronics

We're looking forward to [Productronica 2019](#) where we'll be launching 'autolam' – a base material solutions set specifically curated for the diverse and unique requirements of automotive applications.

Will you be there too? We'd love to welcome you to our booth in **hall B3 #244**.

Automotive electronics technologies are evolving at an increasing rate with advanced driver-assistance systems, the electrification of major body and powertrain functions and in-car infotainment & broadband services access demands transforming our vehicles into the ultimate electronic devices. Paying attention to the properties of materials at the substrate level is the first step towards achieving the most stringent performance targets of today's automotive manufacturers. For designers and manufacturers of high-performance automotive electronics, 'autolam' offers the solutions demanded by the diverse and unique requirements of automotive applications today and in the future.

The Ventec team will be on hand for the launch and to showcase our unique laminate & prepreg capability across a very wide range of applications and budgets.

Your Ventec-Team

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- If you'd like to pre-arrange a meeting or need a complimentary entry ticket please send us an [email](#).

If you can't make it to the show, but are interested in finding out more, please [get in touch](#)

## WHAT'S NEW IN ELECTRONICS

**Are you attending Productronica next week? If so, we would like to invite you to visit our stand in Hall A2-526 and meet our team.**

We will be hosting WNIE TV and have a networking area where you can sit at the bar and enjoy a complimentary drink whilst watching interviews and round table debates on our screen.

**Need an entrance ticket?** We have 100 complimentary visitor passes to offer too so if you are thinking of visiting then please email [chloe@wnie.co.uk](mailto:chloe@wnie.co.uk) for your unique code to receive your day pass.

We will also be running **4 sessions in the productronica forum** on the 14th & 15th November. focusing on the skills gap, the future of diversity and inclusion of technology and manufacturing, the circular economy, and the impact of current affairs on our global industry. Full details are available at <https://www.wnie.online/wnie-tv-tour-dates/> It's not too late to take part in these, just drop us a line at [kirsty@wnie.co.uk](mailto:kirsty@wnie.co.uk) to get involved.

We look forward to seeing you in Munich.



## MIMOT Boosts Value Creation in Electronics Production by Optimizing the Value Stream

Lörrach, November 2, 2019 – MIMOT GmbH, the leading manufacturer of SMART STORAGE Systems for electronics production exhibits the holistic, completely modular, fully automatic logistics solution at productronica 2019 in hall A2, booth 404.

From November 12th to 15th the SMART STORAGE system capable of managing the flow of goods for 30,000 or more components featuring continuous inventory taking, MSD handling and AGV connectivity can be experienced at the Munich fair grounds.

MIMOT SMART STORAGE is a fully automated system for managing the flow of goods and is the heart of an optimized warehouse logistics solution. The result is cost reduction through optimized logistics, efficiency increase by means of improved throughput and quality improvement owed to the fully automated process. The completely modular design enables customers to gradually adjust the storage capacity to their business demands or to integrate additional features and modules such as fully automated components counting via X-ray.

„Boosting profits is not only about pure throughput of your lines or the investment in more lines.

Experience has shown the biggest value creation is achieved by optimizing the logistics processes which significantly improve one's own competitive situation.

The logistics processes are most successfully optimized by taking into consideration the principles of value stream mapping and conducting an analysis of internal material flow.

Our paramount goal is to maximize value creation for our customers, hence to maximize the benefit i.e. profit“, said Jürgen Philipp, managing director at MIMOT.

At productronica, MIMOT demonstrates the complete internal logistics cycle from goods receiving scanner with 100% traceability to automated storage of components via patented reel trolley to fully automated transport of reels to the line via AGV without the need of operator intervention.

The goods receiving scanner, a relabeling station with automatic label recognition using a specialized vision system, has an integrated database of preprogrammed component manufacturers for verification of manufacturer data and assigns a unique ID for 100% traceability.

Depending on the level of automation, reel storage can be done either via robot directly at the relabeling station or via reel trolley. An X-ray component counter can be integrated which allows continuous inventory taking and accurately captures the quantities at all times. Thanks to real-time inventory data this optimized supply chain management allows minimal capital tie-up due to low inventory levels and avoids downtime of the lines because of out of stock components.

Removal of reels from storage is accomplished by means of a reel trolley or a carousel for automated delivery to the line via AGV without the need of staff intervention. This allows

the operator to be at the line, ensures automatic and timely material delivery through real-time machine triggered demand and limits work in process to the current production run.

#### About MIMOT

Since 1978 MIMOT has been developing solutions for flexible electronics production with Europe's first pick and place machine and since 2011 SMART STORAGE solutions based on Industry 4.0 concepts using intelligent networked elements with self-learning and self-optimizing processes.

## Approachable electronics manufacturing at productronica 2019

#### Live demonstrations

IPC Hand Soldering Competition

Presentations and discussions in three forums

In just one week, the world's leading trade fair for electronics development and production opens its doors at the grounds of Messe München. In addition to solutions and products from more than 1,500 exhibitors, productronica offers an extensive supporting program with live demonstrations and many presentations and discussion groups in three topic forums.

The trend topics at this year's productronica are smart factory and smart maintenance. Visitors will find a large choice of best practice examples and presentations at the booths of the exhibitors and at special shows and forum stages.

#### From 3D AOI to CFX process line—live demonstrations at productronica

The 3D AOI Arena celebrates its premiere at this year's productronica. In Hall A2, it will provide an overview of the market for 3D automated optical inspection. Among others, you will meet companies such as Cyberoptics, Omron, Viscom, and Yamaha at the special show, where they will present their solutions several times each day.

Another premiere will take place in Hall A1. The IPC CFX process line shows the possibilities offered by standardized communication from machine to machine in electronics manufacturing.

The Smart Maintenance Pavilion in Hall B2 provides some insights into smart maintenance within the scope of a smart factory. The examples range from quality assurance with deep learning to online monitoring of machines.

Visitors to the clean room event stage in Hall B2 will discover the requirements involved when working in clean rooms. Equipped with virtual reality glasses, visitors enter a 3D-animated clean room and carry out various tasks.

#### IPC Hand Soldering World Championship 2019

The IPC Hand Soldering Competition has become a regular feature at productronica. Between the first and third day of the fair, the regional competition in hand soldering will be held in the West Entrance. Participants have 60 minutes to put together a functional assembly that meets the criteria of IPC-A-610F Class 3. IPC trainers then assess the speed and functionality. The winners of the regional competition qualify for the world championship on the final day of the trade fair. The contestants come from as far afield as Russia, Poland, the UK, France, Hungary, and Asia.

Extensive presentation program on three stages

In addition to the best practice examples and live demonstrations, visitors will find many presentations and discussion groups on the trend topics of electronics development and production on the stages of the productronica forum (Hall A1), innovation forum (Hall B2), and PCB & EMS marketplace (Hall B3).

The forum spectrum ranges from artificial intelligence, to printed electronics, to obsolescence management, and automation in electronics production.

## **Preview for Seica Group participation at Productronica, Munich, November 12 – 15, 2019, Hall A3, Booth A3-337, New Munich Trade Fair**

Seica Automation, a Seica Group company, will be showcasing their latest board handling and process automation solutions at Productronica 2019 in Hall A3, booth 337. The solutions on display will include an automated selective soldering and optical inspection line featuring Seica's laser-based selective soldering system Firefly Next> and optical inspection system Dragonfly Next>.

The Firefly Next> is a new generation, technologically advanced solution, with its perfect integration, on a single axis, of a high-efficiency LASER source, fully-programmable donut spot, vision system and temperature sensor, redefines the levels of performance of selective soldering technology in terms of flexibility, throughput, reliability, applicability and process traceability.

The DRAGONFLY Next > provides optical inspection of THT components: the combination of multi-colored LED lighting and color scan camera enables detailed inspection of the solder joint meniscus and shorts detection, while the full scan acquisition of the PCB surface and not only of the components allows the detection of solder balls. The DRAGONFLY Next > series also includes the configuration for conformal coating inspection of finished products, as well as for process control and setup. Configurable for single and double sided inspection of the board, its intuitive and streamlined management software environment enables the user to develop and deploy an application program in a few hours.

The automated line on display exemplifies the solutions on offer from Seica Automation: the FLO line includes economical, standard, off-the-shelf solutions, while the FLEX line of board handlers can be highly customized to meet customer-specific requirements. Visitors will also be able to view the latest label applicator, which is one of Seica Automation's full spectrum of automated process solutions including handlers, routers, laser marking, press fit, and Robotic process automation (RPA).

Among the process solutions on display is the new Label Applicator and the SERVO PRESS. The Label Applicator is dedicated to all board manufacturers that need to apply labels directly on Multipanel PCBs with position angle 0°- 360°. The Labeller can be used offline or deployed in a HIGH SPEED SMD Line (less than 2 Sec per label). The new X-Y gantry placing head ensure high accuracy placement, and allow insertion of 2 printers of different brands.

The software is extremely flexible, permitting joint “Father-Child” or direct reading of data from the customer data base, and an optional camera can be included to assure quality in placing and quality with Grading Control.

The SERVO PRESS is an optimized solution for those processes that aim to produce precise assemblies by joining together low-cost individual components with different tolerances. Electrically driven spindle presses, servo presses, are ideal for such tasks, and SCHMIDT® Servo Press systems, distributed by Seica Automation, offer an integrated solution and meet the most complex requirements, as stand-alone machines or in automatic production lines.



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### INTERNATIONAL DIARY

**EIPC @ Productronica 2019 Stand B3-529**

12-15 November  
Messe Munchen, Munchen, DE

**HKPCA Exhibition**

2-4 December  
Shenzhen, CN

## 2020

**EIPC Winter Conference Rotterdam, NL**

**Visit Terminals ECT Port Rotterdam**

13 & 14 February  
Rotterdam, NL

**SMT Hybrid Packaging**

5-7 May 2020  
Nurnberg, DE

**EIPC Summer Conference Örebro, SE**

**Visit Ericsson 5G Test Centre**

16 & 17 June  
Örebro, SE

**ECWC15, WECC World Electronics Circuits Council**

30 November-2 December  
Shenzhen, CN