

SCHIPPERS & Crew, Inc.

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E L E C T R O N I C S M A N U F A C T U R I N G S E R V I C E S

Prototype to Production



Developing a new product is stressful enough without having to worry about assembling your first unit correctly. Let Schippers & Crew take the stress off your plate. Bring us your kit and bill of materials and we'll get it ready for you to test. We can even buy the components for you.

We'll help you work out the bugs. We often find errors or help with suggestions that can make production runs smoother. We often see mistakes like parts that don't fit in their location, reference designators or polarities incorrectly labeled on the

PCB, mismatched revision levels or just typos on the BOM. Our trained prototype assemblers have seen it all and can help give you the feedback you need to get it done right the first time.

Most prototype batches range from 1 to 10 assemblies. Call or email for quoting on price and leadtime for your specific assembly needs.

For more information call 206-782-2325 or email: amer@schippers.com

Wacky Weather

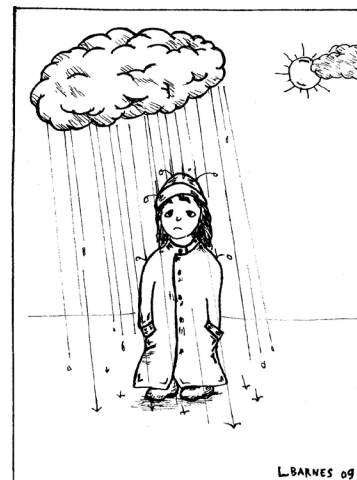
Convention says it's safe to talk about the weather. That is, unless you live in Seattle. The crazy weather we've had the last few seasons has sparked more than a few arguments. It's even been the topic of bitter discussions at City Council meetings.

We've been through record snow in December to record rain in April to record sun in June. Such extreme weather seems unusual for an area famous for moderate temperatures. Our weather has been so unusual that we even had a sunny Memorial Day weekend—the first in 40 years! And how about that 3-day beauty for 4th of July!

Our up-and-down, unpredictable weather makes it hard to pack light for outdoor activities in Western Washington. You have to prepare for both sides of the weather. Just to go camping overnight you have to bring shorts and sweatshirts, bathing suits and boots, sunscreen and rainslickers.

Living in the Northwest you learn to appreciate the sun. You schedule your

outdoor plans around "sunbreaks." You get your outdoor time a bit here and a bit there. The first sunny weekend in spring is marked by sidewalks of pale legs in shorts followed by the Monday sunburn proudly worn to work to show a weekend well spent.



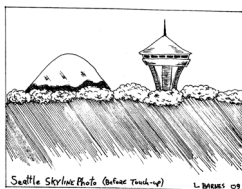
Seattle Weather Facts

- Did you know that "partly cloudy" weather is actually sunnier than "partly sunny."
- Seattle has the longest day on the summer solstice of any major city in the lower 48.
- Disk-shaped clouds over Mt. Rainier mean rain within 24 hours. They're caused by moisture moving into the region.

Typical Seattle summer timeline:

- Sunshine starts in June but then ends by the last day of school.
- It comes back to Seattle on the 5th of July.
- "Real" summer weather lasts from the last week of July to the first week of August.
- Then it cools off until September, when it warms up just in time for the first day of school.

Seattle Weather Humor



Another name for a rainy day in Seattle: Saturday.

Native Americans called the big mountain Tacoma but European explorers gave it its appropriate name of "Rainy-er".

How to predict weather in Seattle: If you can see Mt Rainier, it's going to rain. If not, it already is.

What does daylight-saving time mean in Seattle?

An extra hour of rain.

What's the definition of a Seattle optimist?

A guy with a sun visor on his rain hat.

"I can't believe it," said the tourist. "I've been here an entire week and it's done nothing but rain. When do you have summer here?" "Well, that's hard to say," replied the local. "Last year, it was on a Wednesday."

A newcomer to Seattle arrives on a rainy day. He gets up the next day and it's raining. It also rains the day after that, and the day after that. He goes out to lunch and sees a young kid and asks out of despair, "Hey kid, does it ever stop raining around here?" The kid says, "How do I know? I'm only 6."

Congratulations



Our winner of the 32" LCD HDTV is Lance Buttolph from DITCO – Diablo Industrial Tech.

Making a Molehill out of a Mountain



Bert Schippers and Amer Hadzikadunic at the top of Mt. St. Helens.

Most people would be happy to say they've climbed Mt. St. Helens (elev. 8365) once in their lifetime. Not Bert Schippers, founder of Schippers & Crew. He's climbed it twice in the last month and four times in total, and he's preparing to climb Mt Baker in August (elev. 10,778). He'll add these climbs to his list of previous summits: our own Mt Rainier (14,411), Ixta in Mexico (17,154) and Mt. Elbrus in Russia (tallest in Europe at 18,510 feet).

Our Director of Business Development, Amer Hadzikadunic, accompanied Bert on one of his recent climbs up Mt. St. Helens. He says it was a memorable thrill but he's not anxious to return – it was exhausting.

Lots of inexperienced climbers tackle Mt. St. Helens. For any tougher mountains, Bert's advice to others is: use professional guide services when you are a beginner and follow their advice – there's no need to take unnecessary risks.

And always bring a map! Coming down St. Helens the last time in cloudy weather, his group had fun glissading (sliding down the mountain on one's rear end!) But they veered slightly off course – resulting in being miles off track at the bottom. They didn't feel so bad when they encountered another group with well-experienced climbers that was also off course! The deviation added at least an extra 2 hours hiking just to get back to the parking lot.

If you would like to see the fun of "glissading" down a mountain, go to: www.schippers.com/Amer

Documentation Checklist

We've been receiving a lot of requests for quotes lately and have also gained a number of new customers. To provide your quote or assembly as efficiently as possible, listed below are some vital documentation basics:

Turnkey quote:

- A current BOM including manufacturers name/part number and reference designators.
- An assembly drawing.
- Gerber files. These are needed to get quotes from our PCB vendors.
- Two-week lead-time for the quoting process, allowing our purchasing team sufficient time to get accurate pricing.
- A sample/master board. This gives us the best representation of the completed, assembled product. This is not a required item, but it can be a big help.

Consigned quote:

- A current BOM with reference designators.
- An assembly drawing.
- About 24hrs. to work up the quote, although we try to get back to you in the same day.
- A sample/master board.

To place a turnkey order:

- A full documentation package, including a BOM, assembly drawings, any other build documentation or requirements, Gerber files and CAD files for SMT programming, if applicable.
- Six to eight weeks, giving time to purchase the PCB's and components, then to assemble the products.
- A sample/master board.

To place a consigned order:

- A current BOM including manufacturers name/part number, for easy identification when we audit your kit; and reference designators.
- An assembly drawing.
- Two to three weeks, assuming there are no shortages, for assembly.
- A sample/master board.

For more information or to request a quote, contact amer@schippers.com

5309 Shilshole Avenue NW, Suite 100
Seattle, WA 98107
(206) 782-2325 • Fax (206) 782-2363
www.schippers.com

What's Another
Name for a
Rainy Day in
Seattle?
See inside....

Bring **ALL** of Your Assemblies to...

Schippers & Crew, Inc.

For or information on the following services:

- **SMT and Thru-hole Assembly**
- **Turnkey and Consigned Services**
- **BGA Assembly and Rework**
- **DFM Assistance**
- **Cable Assembly**
- **X-ray Inspection**
- **Box Build & Mechanical Assembly**
- **Test and Test Dev.**

Phone: 206-782-2325 Fax:206-782-2363
Email: amer@schippers.com
See our website for more info: www.schippers.com

**Free pick up and delivery
in the greater
Puget Sound area!**

