

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

YOU are invited to **Schippers & Crew's** **Customer & Vendor Appreciation Day!**

Come Wednesday, June 25 between 11am and 4pm for Tours, Conversations, Good Food & Yummy Treats!

Over the past year and a half we have worked hard to improve our shop layout. We've installed several exciting new pieces of equipment, and we'd like to show it all off!

Even if you've been here recently, we invite you to come and visit with us and enjoy some food and treats! If you've never been here before, be sure to attend!

For directions, see our website at www.schippers.com or call. Please let us know how many people you'll be bringing.... Email paul@schippers.com or call Paul at 206-782-2325.



See you June 25th!

Bert, Lynne, Paul, Pat, Al, Vicki,
Cyndi, Jack & the rest of the Crew!

Door Prize
Dinner for two
at Teatro ZinZanni!!

Let Our Turnkey Team Help You

Join the ranks of our satisfied customers who use our turnkey manufacturing services. Let us take care of the legwork involved in stock management. We provide a full range of services, saving you time and money.

Set up to handle large and small orders, we can handle prototype runs of 1 or 2 up to large, scheduled production runs of thousands of boards.

We can cut your costs by using our resources to your advantage. Many companies buy their components from catalog retailers because they have no minimum quantities and maintain a wide selection of inventory in stock. Though they are convenient, you definitely pay for it. We recently bought a Tyco connector that would have cost \$1.12 each through a catalog. We obtained it through our vendor for \$0.48.

If you require strict adherence to an approved vendor list we can accommodate your specific needs. If not, we can save you money by using alternate approved manufacturers. The savings can cut the cost of standard resistors and capacitors down to half the price of other brands.

Another benefit is that you don't pay for the components until you get the final assembly. Your money isn't tied up in parts before you even ship to your customer. With Net 30 terms from us, you can benefit from two extra months to pay for components. Add all the payroll hours you save, and it totals up to savings for you.



Through years of experience, we've collected a list of PCB manufacturers that provide excellent quality at a good price. We'll choose the provider that best fits your needs. On existing PCBs, we can work through your current provider.

Some of our customers opt for a partial-turnkey service. With some customers we maintain their stock of SMT reels

and they supply the other types of parts. Many of our customers prefer to provide the PCB or other custom-made part. Some assemblies have parts that are obsolete or have long-lead times and it can reduce the turnkey lead time if they keep their own stock. We can quote both options so you can compare.

If you're curious about what we can do for you, just ask for a quote. Send us a bill of materials with manufacturer part numbers, an Excel file works best. Please make note of which parts are single source. Include PCB files for quotes including these. We can bid different quantities to see where your best savings is. Longer bills of materials can take a week or longer to quote, so allow time and let us know if you're in a hurry.

A man is driving very slowly down the A10 when a policeman pulls him over and says, "Why are you only doing 10 mph?" "Well," says the driver, "The signpost says A10 so I'm sticking to the 10mph speed limit." "No, no," says the officer "That's the number of the road not the speed limit, you should be travelling at 60mph!" "Oh I see," he says. "Now be on your way", says the officer. "And do try to keep up. Just one more thing, is your passenger ok? She doesn't look very well." The man then replies, "I don't know, but she's looked like that ever since we were on the A165!!!"

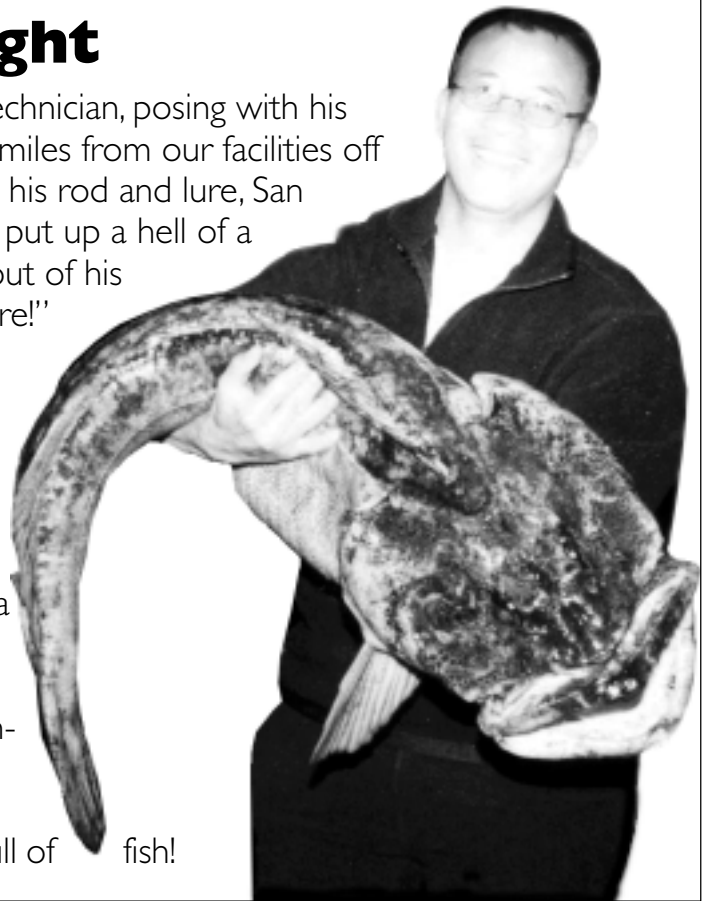
In the Spotlight

San Saephan, Schippers & Crew's lead SMT Technician, posing with his trophy catch - a 43lb Ling Cod caught just a few miles from our facilities off the beach at Golden Gardens park. Casting with his rod and lure, San pulled this baby in after a 5 minute struggle. "He put up a hell of a fight", said San, "In fact, he had a 2lb fish hanging out of his mouth that he'd just eaten when I drug him ashore!"

Now that's what we call a fisherman!

After gaining some initial experience with surface mount technology at another company, San joined Schippers & Crew in 1999. He has since become our senior SMT technician, in charge of a crew operating the SMT equipment, including four pick and place systems (two *Europlacer Vitesse* and two *Mydata*) and our new *Ekra-E5* in-line screen printer.

As you can see, San's a busy man with a freezer full of fish!



Musings on the English Language

Let's face it - English is a crazy language.

- There is no egg in eggplant nor ham in hamburger; neither apple nor pine in pineapple.
- English muffins weren't invented in England nor French fries in France.
- Sweetmeats are candies while sweetbreads, which aren't sweet, are meat.
- Quicksand works slowly, boxing rings are square and a guinea pig is neither from Guinea nor is it a pig.
- Why is it that writers write but fingers don't fing, grocers don't groce and hammers don't ham?
- If the plural of tooth is teeth, why isn't the plural of booth beeth? One goose, 2 geese. So one moose, 2 meese?

- Doesn't it seem crazy that you can make amends but not one amend, that you comb through annals of history but not a single annal?
- If you have a bunch of odds and ends and get rid of all but one of them, what do you call it?
- Why do people have noses that run and feet that smell? Park on driveways and drive on parkways?
- How can a slim chance and a fat chance be the same, while a wise man and wise guy are opposites?
- How can overlook and oversee be opposites, while quite a lot and quite a few are alike?
- How can the weather be hot as hell one day and cold as hell another?

You have to marvel at the unique lunacy of a language in which your house can burn up as it burns down, in which you fill out a form by filling it in and in which an alarm clock goes on by going off. When the stars are out, they are visible, but when the lights are out, they are invisible. And, when I wind up my watch, I start it, but when I wind up this essay, I end it.

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*You're
Invited....*

Need Help? Call Schippers & Crew

for quotes or information on the following services:

- **SMT and Thru-hole Assembly**
- **Turnkey and Consigned Services**
- **BGA Assembly and Rework**
- **DFM Assistance**
- **Cable Assembly**
- **Goldfinger Repair**
- **Box Build & Mechanical Assembly**
- **Test and Test Development (HP3070 Platform)**

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See our website for more information: www.schippers.com