

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

Schippers adds second JADE S-200 Selective Wave Soldering System to meet high demand.

In late 2005, with the July RoHS deadline looming and concerned about how to best support our customers' lead-free thru-hole needs, we found ourselves having to make one of two choices: either buy a second flow machine to dedicate to lead-free assembly, or try something completely different -- Selective Wave.

Deciding between the two systems wasn't easy; there were pros and cons on both sides. We already had a track record of success with our Technical Devices NU/Era wave soldering machine so no guesswork was needed there. And flow soldering is faster and thus well suited for production runs. Other CM's and OEM's were opting for the traditional flow system. This was made clear by the fact that not only were there no used systems available but that manufacturers of new equipment were now quoting lead times stretched far into the future, indicating a sudden rise in demand.

Selective Wave on the other hand appeared to be a very practical solution: Although slower than traditional wave soldering it offered the flexibility to solder parts that might otherwise require expensive tooling or hand-soldering; And with a solder pot that holds a mere 30 lbs of solder, the system requires less time to heat, speeding up production.

After giving it much deliberation we elected to go with Selective Wave. So in March of 2006 we purchased a brand new JADE S-200 Selective Wave soldering system. However, shortly after getting our new system installed we became so inundated with lead-free thru-hole work, due to customers switching to lead-free, that it wasn't long before we realized that one JADE system wouldn't be enough. So a few months later we bought another, and that one is now in standard use!

Bring your leaded and lead-free assemblies to Schippers and Crew!

**For a quote Contact
Paul or Abdul at:
(206) 782-2325**



Schippers & Crew's new JADE S-200 Selective Soldering Systems

What's New

Schippers & Crew, Inc. announces the addition of an XELTEK SUPERPRO-3000U prototype and high volume production programmer to our test department.



SUPERPRO-3000U is a USB interfaced ultra high speed universal device programmer with advanced features to minimize bounce noise, and supports 1.5V low voltage devices. SUPERPRO-3000U supports over 36,500 IC devices from 173 IC Manufacturers.

- **Devices Supported:**

EPROM, Paged EPROM, Parallel and Serial EEPROM, FPGA Configuration Serial PROM, FLASH Memory (NOR and NAND), BPROM, NOVDRAM, SPLD, CPLD, EPLD, Firmware HUB, Microcontroller, MCU, Standard Logic.

- **Socket Adapters Supported:**

DIP, SDIP, PLCC, JLCC, SOIC, QFP, TQFP, VQFP, TSOP, TSOPII, SOP, P SOP, TSSOP, SON, EBGA, FBGA, VFBGA, 1/4 BGA, CSP, SCSP, etc.

In addition to our existing SUPERPRO-280U, our new SUPERPRO-3000U increases our ability to support growing customer demand to provide device programming on prototype and production builds.

Emoticon Match-up

(Emoticon: an acronym for 'emotional icon'; a small icon composed of keyboard characters to display an emotional tone, used in electronic messaging.) Each emoticon below is a face made by a series of keystrokes. Try to match each face to the appropriate clue. (Look at them sideways also.)

- | | |
|-----------|-------------------|
| 1. :-Q | a. Cindy Crawford |
| 2. =):-)= | b. chef |
| 3. ~:o | c. clown |
| 4. C=:) | d. baby |
| 5. 5:-) | e. Uncle Sam |
| 6. :-.) | f. Elvis Presley |
| 7. *<:O) | g. smoker |

Answers: 1. g; 2. e; 3. d; 4. b; 5. f; 6. a; 7. c.

Come see us at

AMCON

Booth 223

March 20-21, 2007
7th Annual
Meydenbauer Center
Hall A & B
Bellevue, WA

Tuesday, March 20
9:00 a.m.-4:00 p.m.

Wednesday, March 21
9:00 a.m.-3:00 p.m.

www.amconshows.com/Pages/seattle.html

What's all the Fuss about WEEE, What Happened to "Lifetime Guarantee"?



The truth is WEEE (Waste Electrical and Electronic Equipment) legislation wouldn't be necessary if quality had remained as high as it used to be.

I'm not too young to remember that good quality meant the item you're about to buy will be around for a while, maybe even a lifetime. Certain brand names were synonymous with quality, and even though it cost you more you were happy to pay the extra, confident you'd bought a quality product.

In today's throw-away world, the brand name seems less important than it once was. I've learned from experience, having purchased at least two (familiar brand) \$20 DVD players recently, the maxim "you get what you pay for" is really true.

The problem is, we, as consumers, try to pay as little as possible for our goods; and quality is much less of a driving factor. Apparently, in both the manufacturer's and consumer's eyes, "how good of a deal" is now more important than "how good of an item".

Obviously as the price decreases so goes the quality and product longevity. The result is more stuff for the landfill, and expensive legislation to regulate our electronic waste.

The solution, for both the manufacturer and the consumer, is to build quality into the product and to insist on quality in the items you buy. The cost may appear higher in the short-term but considering the number of DVD players one has to buy, throw away, and pay to recycle, it may well pay off in the long-run.

We can help you build quality into your products...

...Bring your assemblies to...

Schippers & Crew!

Paul Weyn,
Marketing Manager
Schippers & Crew, Inc.

How to read electronics advertising

When it Says: Available Now!

It Really Means: We overstocked / We can't sell any.

When it Says: State-of-the-Art Design

It Really Means: We can't get the chips yet but we hope to before manufacturing starts.

When it Says: Proven reliability

It Really Means: Antiquated technology and obsolete parts.

When it Says: Compatible with most systems

It Really Means: Favor us with a big enough order and we'll start designing an interface.

When it Says: Tremendous expandability

It Really Means: The unbundled "bare-bones" system

with the low advertised price is virtually useless.

When it Says: User-friendly

It Really Means: Slow, eats memory for lunch, and probably won't meet your specific needs.

When it Says: Advanced features

It Really Means: We couldn't get rid of the quirks/bugs in the system, so we're pretending we planned them all along.

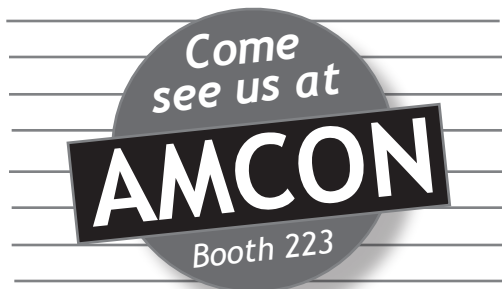
When it Says: Competitively priced

It Really Means: Costs less than IBM's.



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March 20 - 21, 2007

Is Quality an Issue with Your CM?



Switch to...

Schippers & Crew

Call 206.782.2325

10 Signs You Have Nothing to do at Work

1. You discover that staring at your cubicle wall long enough produces images of Elvis.
2. People come into your office only to borrow pencils from your ceiling.
3. No longer content with merely photocopying your hand, you now scan and enhance it with Photoshop.
4. The 4th Division of Paperclips has overrun the Pushpin Infantry, and General Whiteout has called for reinforcements.
5. When someone asks if you're busy you have to stop and think about it.
6. To exercise your creative side, you knit a computer cozy.
7. You've been practicing how to say all your co-worker's names backwards.
8. You refrain from looking out the window in the morning so that you'll have something to do in the afternoon.
9. You've already read the entire "Far Side" page-a-day calendar, and it's only Jan 3rd.
10. The only activity on your calendar? Friday/8:00A.M.
– Discuss *Grey's Anatomy* at the Water Cooler.