

Quotation

Re : InterSelect Price proposal

Dear Sir,

proposal for the system as below. To achieve the expected very fast cycle time, we propose a combination of 2, 3 or even more **IS-I-510 Single units** linked with the use of SMEMA Protocols.



The new generation of selective soldering machine is PC controlled, through InterSoft a Windows based software. Our revolutionary Inter-PhotoScan offline programming system is also a Windows based “Point and Click” PCB image package. This allows the operator to complete a program in a matter of minutes instead of a matter of hours

This entry levels machines are newly designed with help of our more than 10 years experience of manufacture of selective soldering machines.

All machines are equipped with our inert hot Nitrogen atmosphere for the soldering process and to assist the prevention of oxidation. Each solder pot has inert atmosphere and we can use up to 2 pots in one machine. The travelling X, Y, Z axis system picks up the pots automatically. This function you can be used for different alloys and/or for different nozzle diameters.

These machines can be equipped with a uniquely designed preheating system for top and bottom side heater controlled by a pyrometer.

All process parameters are controlled and monitored.

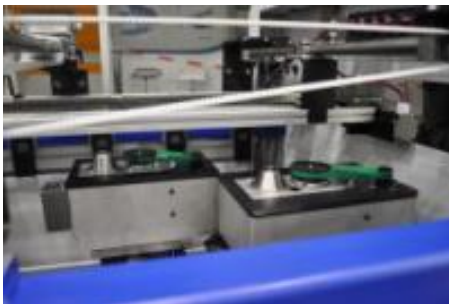


The New Generation – of selective soldering machines

IS-I-510-Single



Key features



- Economical automatic inline selective soldering system
- Solder wave height measurement and correction
- Automatic solder wire feeder and level control
- Fiducial recognition and correction
- Straighten control of the PCB
- Camera module with monitor for process control
- PC Intel Celeron and 22" screen
- Top and bottom side preheating in different zones
- pyrometer controlled
- Real time temperature profiling
- Revolutionary **IS-PhotoScan** Software offline programming system
- You can complete a program in a matter of minutes instead of a matter of hours
- Require practically no maintenance
- Traceability and more
- Easy to use
- Maximum PCB size : 510 x 510mm

For more information about the machine and specs, please refer to the product brochure.



Pricing and system configuration proposal

IS-I-510 SFP : Fluxing + Bottom and or Top side Preheating Two boards parallel in process

In – Line selective fluxing and preheating machine for 510x510mm boards manual or motorized adjustable conveyor system with Embedded PC and TFT display including

- Micro jet fluxer
- Flux level sensors
- Pyrometer control system for Top and/or bottom side preheat
- 510x510mm Top and/or bottom side preheat
- Fume extraction with vacuum sensor
- Air flow sensor
- Maintenance schedule monitoring
- Error message and reporting system
- Data take over for all process parameters
- Offline IS-PhotoScan program software
- SMEMA Interface

Price range from 40 000,- to 50 000,- End user

IS-I-510 Single : Soldering Cell 1 + 2 or also 3 and 4

In – Line selective soldering machine for 510x510mm boards motorized adjustable conveyor system with Embedded PC and TFT display including

- Inert nitrogen system
- One Lead free solder pot
- Wet able nozzle system with two nozzle tips 6 and 10mm
- Solder Level Sensor
- Fume extraction with vacuum sensor
- Pyrometer control system for Top and/or bottom side preheat
- 510x510mm Top and/or bottom side preheat
- Nitrogen flow sensor
- Air flow sensor
- Min. and max. Temperature control
- Manual fiducial correction system
- Automatic warpage compensation
- Automatic solder wave height control and auto correction
- Maintenance schedule monitoring
- Error message and reporting system
- Data take over for all process parameters
- Offline IS-PhotoScan program software
- SMEMA Interface

Price range from 70 000,- to 90 000,- End user

*In combination with the IS – I 510 SFP unit you have **three boards parallel in process***



The New Generation – of selective soldering machines

and this with a footprint from only 1,00 x 2,00 Meter

Warranty:

Warranty : 1 year, excluding wear and tear parts

Packaging :

Packaging : EUR 850,-/unit (including vacuum packing for sea freight)

Payment Terms and conditions :

Prices are preliminary and might be subject to changes.

Price in EUR and exclude VAT, Installation & Production setup, Training and Shipment.

Payment Term : 40% upon PO, 40% before shipment, 20% 30 days after installation

Delivery terms : Ex works Hagenbach, Germany.

Shipment from : Perläckerstraße 11, 76767 Hagenbach Germany

Machine manufacturing lead time : Typically is 16 to 18 weeks upon payment received, subject to final machine configuration and quantity.

Shipment lead time : Depends on air-freight or sea-freight and to be advised from freight forwarder.