PROUD PAST. | UNIVERSAL INSTRUMENTS 1919 2019 100 YEARS | INSPIRED FUTURE.

Highlights & Significant Wins

Server:

Following on the heels of our win at Huawei, we are pleased to announce a strategic NEW win of a FuzionOF at Server manufacturer **Inspur** located in Shandong, China (**Nice job Henter Zhang!**). They are the fastest growing server company in the World **and hold the #1 market share in China**. Inspur produces server boards for the likes of IBM, Microsoft and more. .. .

Their requirements for a winning bid were as follows: handling of large & heavy boards, automatic DIMM feeding, speed and accuracy at placing the 24 dual-color DIMM connectors & 44 through-hole parts per board! We proposed a dual-gantry machine with: (2) 7-spindle FZ7 heads, (2) 2.3mpp Magellan cameras, long & heavy board kit for supporting a 15KG carrier, integrated with a DIMM and (6) Radial feeders with specialty grippers and nozzles. The above delivered over 2,700 cph, gave them ability to vision both light and dark DIMMs, and place of a wide-variety of parts with speed & accuracy. This winning combination allowed us to **seize this order against Juki & Mirae!**

Mil/Aero/High-Reliability:

We won a significant $3.5M+ order for 2 Fuzion lines (5 platforms per line) from **Harris Communications, NY against Fuji Aimex** (who were aggressively competing for this business and also have equipment at this site). Our win was the result of **our benchmark equipment performance** and superior support provided in solving the customer's problem.

This facility manufactures military radios, and this requirement was driven by a brand new, 2-channel radio which is the first of its kind in the industry. With accelerated time-to-market pressures, Harris also needed expedited lead times.

Prior to this engagement, Harris was experiencing cracking problems during the P&P process of a new, very fragile glass diode. Our team engaged the APL who performed a complete analysis, and also determined the P&P parameters required to place the diode.

Under the project management of Dave Gasbarra, East Applications Engineer, our team worked cross functionally with Mike Yingling (APAS) and Rich Buchanan (Tooling) to develop a solution that in-

corporated "Soft-Touch" nozzles that reduced the placement Z force down to 40-55 grams (as quantified by a pressure gauge test). Coupled with Fuzion 3.8.1. software which offers low-force pressure capability, UIC successfully developed a repeatable process for this very challenging application. The value add provided by engagement with the APL, the superior technical support provided by our team (**including John Ryder & Joe DePeter, Yankee Tronics**), coupled with our ability to meet their tight lead times, and our excellent equipment performance allowed us to **capture** this very nice win!

Automotive:

We won an order at automotive supplier Continental, France for a Radial 88HT requiring MES and full traceability integrated into their smart factory operations. **To accomplish this 1st time integration,** we leveraged our long-standing relationship with Cogiscan to deliver a system that provides both product & component validation. This process helps to eliminate human-error mistakes, and increases product quality (bar code readers are integrated throughout the process steps).

The system is also set up **for full traceability** . This machine will be used to manufacture power management controllers for car brands such as: Fiat, Renault, Ford, Peugeot and more. . . **Need smart factory integration or traceability on an IM platform? We've got you covered!**

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Highlights & Significant Wins

Industrial:

We received the second line order for **Emerson, Mexico** for a Fuzion2-60, which compliments the Fuzion2-37 and VCD88HT previously purchased. This was a repeat buy to expand and upgrade their existing lines, which are being used to produce heating & air conditioning control units. We continue to enjoy a great relationship with this account, and they are very happy with our equipment and support. **Does anyone need a reference account for White Goods?**

NEW customer win at **BOE Optical Science & Technology Company, Suzhou** - one of the **largest suppliers of LCD display products and solutions in the World!** The order consisted of (2) Radial88 HT machines which will be used to manufacture LCD Display Monitors. We won because our solution **delivered higher yield than Panasonic's** at a similar price point. We are expecting repeat orders from BOE in Q4 as they expand this line.

Broome:

We won two Broome Engineering orders for capacity expansion at **LumenWerx** - a leader in architectural lighting & **Ver-Mac** - makers of portable eco-friendly traffic safety, lighting & security products. Both companies are located in the Province of Quebec. **Buying Broome machines allowed them to add capacity at a lower than a new entry price,** while keeping continuity with their existing Universal machines.

Do you have NEWS to share? Please e-mail me at schillof@uic.com, and I'm happy to include in future editions of U News!

Enjoy, Kristi-

NEW Team Members:

**Claudiua Ma,
SEA Regional Manager**

The Southeast Asia team welcomes **Claudius Ma,** who joined the team as our NEW Regional Manager with responsibility for Singapore, Malaysia & India. Claudius joins us from Quantarad Technologies in Malaysia where he held various positions, most recently as Senior Sales Engineer. He has a strong technical sales and project management background, and we look forward to his immediate contributions to our team. Please join us in welcoming Claudius! **(Claudius.Ma@uic.com)**
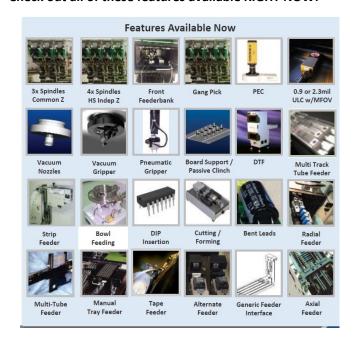
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Product Spotlight

It's time to FLEX those Manufacturing Muscles with Uflex™ - NOW ready to take on today (and future) odd-form & final assembly challenges:

The ultimate flexible assembly cell for all forms of odd-form insertion and mechanical assembly operations

- **Automate assembly without dedicated hard-tooled systems!**

- Radial and axial insertion

- 2K to 3K insertions per hour is typical

- Large-part support up to 60mm tall, 50mm diameter, 1 lb in weight

- Easily reconfigured for other operations

- Add Uflex cells to enhance capability

- Dispensing, screw driving, labeling, test handling, and many more!

Check out all of these features available RIGHT NOW:

Features Available Now

3x Spindles Common Z | 4x Spindles HS Indep Z | Front Feederbank | Gang Pick | PEC | 0.9 or 2.3mil ULC w/MFOV
Vacuum Nozzles | Vacuum Gripper | Pneumatic Gripper | Board Support / Passive Clinch | DTF | Multi Track Tube Feeder
Strip Feeder | Bowl Feeding | DIP Insertion | Cutting / Forming | Bent Leads | Radial Feeder
Multi-Tube Feeder | Manual Tray Feeder | Tape Feeder | Alternate Feeder | Generic Feeder Interface | Axial Feeder

Features COMING SOON:

Scheduled Roadmap Items

Q3,19 — Line Chart | PEC Barcode & BCC

Q1,20 — Active Clinch

RFQ:

RFQ Driven Features — Screw Driving | 3D Sensing | Plasma Cleaner | Tooling Changer | Dot Dispensing | Disp Cal & Setup | Contour Dispensing

Uflex customers to-date:

- ICM
- Diehl Controls
- Jabil (multiple sites)
- Foxconn
- EGO
- Conti, Czech
- Apator
- Bitron
- GM Holdings

Want to see Uflex in ACTION?   Click on the links below to see a comprehensive **video of Uflex performing a wide-range of applications.

US, Europe & Southeast Asia team (via YouTube)

https://youtu.be/-J8eTeQvMVo

Asia team (via YouKu)

https://v.youku.com/v_show/id_XMzk4Mzk0NTY4MA

**Want a copy of this video?
Just ask (schillof@uic.com).

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The More ⚡ Know

Are Dirty Nozzles affecting Your Customer's Machine Productivity?

Is your customer experiencing miss-picks or skewed placement of components? If so, they may have dirty nozzles which are in need of maintenance and cleaning. They should take the following steps to address:

- Run a query on their machine's Nozzle Performance & Management data

- Use the software to generate a list of miss-picks, then sort by nozzle to see a list of affected nozzles

- Open the machine and physically inspect the nozzle(s) to verify they are dirty. For example: Are the tips filled with solder paste?

- At this point, it's time to clean the nozzles . . .

- Order nozzle cleaning tool set, and proceed with the cleaning process steps

This process is quick, easy & effective. Click **here** to watch a tutorial about how to keep nozzles performing at an optimal level and the few simple steps required to clean them!

Want to help your customer place an order for these tools? See below. All P/N's required are listed below with links to the part's website for easy reference.

Nozzle Cleaning Application Tools with Links:

UIC Nozzle Clean (Cleaning Solution) (Part# 53147101) http://parts.uic.com/product/uic-nozz...

35-Nozzle Removal Tool (Part# 52342545) http://parts.uic.com/product/30-spind...

70-Nozzle Removal Tool (Part# 52578980) http://parts.uic.com/product/70-nozzl...

93-Nozzle Removal Tool (Part# 52449258) http://parts.uic.com/product/30-spind...

Ultrasonic Cleaners (Multiple Part#) http://parts.uic.com/product/ultrason...

Ultrasonic Cleaner Hanger Tool Kit (Part# 53937401) http://parts.uic.com/product/hanger-tool-kit-pn-53937401/

Nozzle Cleaning Wire Kit (Part# 50841901) http://parts.uic.com/

Now that you know. . . clean up those dirty nozzles!

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