

Editorial



Volker Pape



Dr. Martin Heuser

Dear Readers,

You, as well as we, have experienced a downturn as has never before been seen, with the results that several of our competitors have been forced from the market or seen their businesses transferred to third parties. True, Viscom must step on the brakes, but one thing is clear: we are and will remain on the market. Our main business field is AOI and AXI, and that is what we offer you with worldwide support into the future.

At the beginning of May the SMT indicated that the mood within the sector is actually not at all bad. The timing of many enquiries into our efficient products does let us hope for stabilization at the accustomed level, in the long term. Until then, we must all prevail.

Best regards,

Volker Pape
Executive board
Viscom AG

Dr. Martin Heuser
Executive board
Viscom AG

Events: APEX 2009 in review

APEX 2009: Excellent discussions at the show



Viscom at the IPC APEX EXPO 2009

This year's IPC/APEX EXPO was held from March 31 through April 02 in Las Vegas at the Mandalay Bay Resort and Convention Center.

The show's attendance was lighter than in previous years. Travel restrictions implemented by many large electronics companies took their toll on the number of local and international attendees.

The degree of interest shown by the attendees who visited Viscom's booth, however, was excellent.

According to Mary Mac Kinnon, IPC's Director of Trade Show Sales, "Test and inspection continues to be a very high interest for attendees. In fact, Test/Inspection Systems was the highest product category specified in 2009." Regarding Viscom's participation, she stated: "Viscom continues to be a leader in the industry with high visibility and we are pleased Viscom continues to support the IPC APEX EXPO event."

Viscom Inc's post-show activity, in presentations and demonstrations, has been very high. Both it's AOI and AXI

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machines were very well received by the prospective customers. Former Agilent customers, who were looking for alternative AVL suppliers, found Viscom's X7056 and S3088-II to be very capable of filling the gap in their inspection equipment supplier list.

Carsten Salewski, CEO of Viscom Inc. stated: "Customers like the fact that a large number of these third generation AXI systems are successfully installed." He went on to say: "The machines, which are past the prototype stage and production-ready, drew a large amount

of interest." Many new software features, which enable faster and more reliable programming of AOI and AXI systems, also left a lasting impression on the attendees. All of the Viscom staff that attended were very pleased with the results of this show. ■

New employee Henning Obloch

New Vice President in Business Unit Service at Viscom



Henning Obloch,
Vice President Business Unit Service

Henning Obloch has assumed leadership of the Service business unit at

Viscom. With his arrival, Viscom is quite pleased to have been able to gain such a proven expert in the field of electronics production. One of his primary responsibilities will be optimizing training for the service technicians, to further increase the efficiency of service calls to the customer. He will also direct the development of market-oriented service offerings, maintenance contracts and service call planning.

Since 1989, Henning Obloch has been at home in the SMT industry. He draws on 14 years professional experience in Service and Sales at Panasonic Factory Automation, Hamburg, to support his new position here. Afterwards he posted three years as General Manager, Sales for Rehm Thermal Systems in Blaubeuren. From this background, he brings the essential experience required by his new tasks at Viscom. ■

Internal change

Andreas Schneider transfers to sales of semiconductor inspection systems



Andreas Schneider,
IP System Sales

At the start of 2009, Andreas Schneider assumed leadership of Viscom

sales for semiconductor inspection systems. He has been at Viscom, the European market leader for automatic inspection in the semiconductor industry, for over two years. In his previous position as salesman for Europe, Andreas Schneider successfully expanded Viscom market presence, especially in the regions Scandinavia and East Europe.

This internal transfer will further

widen sales of products for semiconductor inspection to ultimately include a new customer circle. The application fields for semiconductor inspection encompass inspection of MEMS, wafer bonds, Flip-Chips, bare wafers, applications in photovoltaics and others. In addition to optical and X-ray inspection, infrared technology will establish another important pillar for Viscom in the future. ■



100 % compatible with Viscom in-line systems

Viscom S2088-II – Desktop AOI with 8M camera technology

With the new S2088-II Viscom brings on the market the successor of the S2088 desktop system, now provided with high-performance 8M camera technology. This compact tabletop system is designed for automatic optical inspection of paste print and pre- and post-reflow soldering. The new version accommodates larger printed circuit board dimensions and board loading is even faster.

The S2088-II covers all inspection stages – paste print and pre- and post-reflow soldering – with the high standards of quality typical of Viscom systems. The 8M camera technology makes the inspection system 100 % compatible with Viscom in-line systems.



Desktop system S2088-II from Viscom

Thus, users can benefit from all the Viscom advantages during programming and operation. AOI inspection programs are quickly and

easily imported to in-line capable Viscom systems such as the S3088-II, S6056 and X7056.

The reworked printed circuit board intake now enables inspection of larger boards. Boards up to 508 x 460 mm (20" x 18") can be given an orthogonal inspection; for an angled inspection, up to 356 x 457 mm (14" x 18"). The loading concept has also been further improved. Now, loading is accomplished by a highly efficient, open access printed circuit board intake. This allows boards to be changed and the next inspection started in a matter of a few seconds.

With the S2088-II, Viscom offers the perfect combination: all the performance capabilities of its high-end systems together with the advantages of a compact, manually-operated desktop system. ■

New RL version

Viscom X7056 AOI/AXI combined inspection now also supports large PCB sizes

The Viscom system family X7056 combines the high performance AOI inspection with parallel X-ray inspection. This inspection solution ensures a reliable and fast inspection of visible as well as hidden defects in-line. With the new RL version now also larger PCB sizes up to 610 x 508 mm (24" x 20") are supported.

A further plus point is the small system width of 1.74 m only. This is space-economical and helps save valuable production line length.

The inspection system is equipped with the proven Viscom microfocus X-ray tube, allowing a selectable resolution range of 4, 7 to 10 $\mu\text{m}/\text{pixel}$. The inspection system shines with a very high positioning accuracy, which enables high-precision 3-D X-ray evaluations.

Due to the integration of the optical 8M camera technology, the system offers the high inspection depth of the Viscom AOI systems at comparable throughput. With the flexible OnDemandHR function the AOI resolution

can be switched from 23.4 to 11.7 $\mu\text{m}/\text{pixel}$ with the full image field size for any analysis. In addition, the inspection system provides a color evaluation.

This combined inspection and the fast axis system achieve extremely short inspection and PCB handling times. The X7056 system family is completely modular and can be used as a combined system or as a pure AXI system. These different inspection concepts can be flexibly implemented depending on the customer's requirements. ■



Our offer for your benefit

Product portfolio expanded with service and application area

In the 25 years since it was founded, Viscom has delivered about 2000 systems around the world; most of these are deployed in production processes. In this context, Viscom offers its customers boosted offerings in the service and application area, because structured support helps to make costs and quality easier to plan. What exactly do we offer you?

1. Support with all types of maintenance

As with motor vehicles, regular maintenance cycles (according to manufacturer instructions) are not necessarily a given. This is due to various reasons; for example, an inspection system operator must perform maintenance work in the factory himself (an auto is simply taken to a garage) and appropriately trained staff is not always available. Or, there simply is not enough time to accomplish these chores as a sideline to ongoing daily projects. Further, good planning is needed to prevent maintenance from colliding with the production schedule.

Nonetheless, regular maintenance offers clear advantages, as a properly maintained system runs flawlessly and can be counted on not to fail when most urgently needed. Even more importantly, consistent inspection quality which can be documented for the final customer is assured.

In order to relieve our customers of this work, we offer you our System-Checkup: a defined service package at a favorable fixed price. Or, you may agree to an extended service

contract. With this option, we ensure that your system is properly calibrated and maintained. In the long run, systems that are maintained poorly or entirely neglected are the more cost-intensive choice; they can deteriorate product quality, increase inspection time or cause the entire line to come to a complete halt.



2. Training for operation, programming and maintenance staff

Training also noticeably increases effectiveness in system handling. Despite the greatest attainable user-friendliness, highly complex systems such as an AOI can be thwarted by insufficiently trained personnel. System maintenance and calibration also require training. Our standard training covers all the bases; the course plan is available on our website at Viscom Support, or you may arrange specific content with us.

3. Conversions (modernization) to boost performance and/or flexibility

One additional way to raise efficiency is modernizing old equipment to stay on the ball. This way, you profit from the latest developments without having to invest in a new system. Although conversions may require a certain effort (as with camera systems), the benefits are immediately noted: cycle time reductions of up to 35 % can be expected. Plus, reliable defect recognition of the tiniest components (01005) and color display make your system more flexible and equip it for the future. We would be happy to present you with all the possibilities.

4. Support for applications (optimal inspection plan creation, component libraries, Release training, upgrade to the newest software release)

Application quality also has a considerable influence on AOI or AXI performance and inspection depth. Thus, we have put together an applications package at a low fixed price or with significant rebates: in addition to individual consultation and support, we offer you inspection plans, templates and optimization or training in the latest software release.

All offers and their description can be found on our website. We would also be pleased to speak with you directly, through info@viscom.de (keyword "Service Options") or simply call us (+49 511 94996-100). ■



Events: SMT 2009 in review

SMT 2009: Ray of hope despite difficult situation

Despite the financial and economic crisis, an overwhelmingly positive mood reigned during the SMT fair in Nuremberg. At Europe's largest specialized trade exhibition for system integration in microelectronics, many



Volker Pape introduces new developments professional visitors sought information regarding new product developments. The Fair shows current trends in modern production, from PCB design, new components, packaging and basis materials, all the way to electronic production equipment.

This year 22.000 qualified international visitors came to Nuremberg. For many professionals and decision makers of the electronics industry SMT is an effective meeting point to learn more about the upcoming technical roadmaps. The show also is an ideal location to exchange ideas at the showfloor or the parallel running conference.

Exhibition area in sqm:	26,500
Main exhibitors/ Partner companies:	550
Represented companies:	37
Visitors approx.:	22,000
Conference attendees:	335

For Viscom the show also was quite successful. Visitor resonance fell only slightly under last year's, yet discussion took place on a very high level. Visitors came almost exclusively with expertly informed requests.

"Many users use this time to gain information regarding new solutions for



AOI S3088-II with repair station

process optimization. So, they are at the proper starting point for when the economy pulls back up", comments Volker Pape, Viscom Executive Board. Thus, the service and application offerings as well as optimization possibilities and valuable add-on solutions for the Viscom inspection systems, such as PDC (Production Data Collection) and TCM (Technical Chain Management), plus cycle time reduction through system cascading struck a great deal of interest.

The new desktop system S2088-II was also highly regarded. This system not only covers all inspection stages, but is also equipped with an angled camera and the high performance 8M camera technology. This technology makes the system 100 % compatible with Viscom in-line systems. Thus, users can benefit from all the Viscom advantages during programming and operation.

In sum, Viscom is well pleased with the course of this year's trade exhibition.



Viscom stand at SMT 2009

Higher standards of safety for Viscom staff, customers and visitors

Viscom initiates company fire brigade

Halfway through last year, Viscom initiated an in-house fire brigade who assumed their responsibilities at the start of September. Currently



Immediate presence for technical emergencies

the force consists of nine members; of them, three provide their voluntary services during core working times in addition to their daily work. The

leader of this service can even be reached 24/7. Each member of the company fire brigade are experienced firefighters with corresponding training in first aid.

All emergencies: sickness, accident, triggered alarms, water damage or similar occurrences are reported to the leader of the force over an internal emergency number. He decides how the task will be dealt with and when required, notifies the Hanover emergency medical services or municipal fire brigade. For difficult missions, this will at least effectively bridge the time until the professional firefighters arrive. By this time, the company fire brigade has logged 28 calls ranging from serious injury to incipient fires – and responded with prompt assistance.

The organization of competent, experienced help on company grounds clearly underscores Viscom's engagement to assure the safety of staff, customers and visitors. ■



Company fire brigade delivers first aid



Tips & Tricks

... from Practice

Release 7.42, with many new improvements and innovations, appears in May. Highlights include:

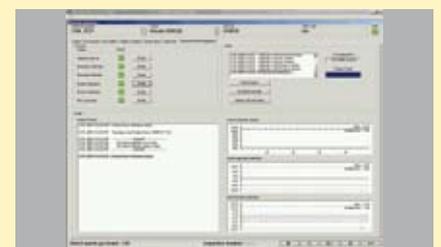
- Better defect recognition thanks to alternative defect images on HARAN
- Simplified inspection program creation with automatic shadowing handling
- Reworked EasyGen to ease inspection plan creation
- Technical Chain Management (TCM) for system self-monitoring
- Advanced Undo function in the EasyPro3D inspection pattern editor to restore previously saved parameter settings
- New interactive relative border values to simplify settings

To help orient customers to the advantages of Release 7.42, Viscom offers a Release Training that comprehensively explains the new functions. This can also be delivered directly at the customer's location and combined with a practical component. Please inform yourself about this and other service offerings – at attractive special prices – under:

http://www.viscom.de/en/aoi_axi_applications_support.php?cc=enuk&id_mnu=212

You may read about all the new features of this Release in Viscom Support. Our Infoline (application@viscom.de) would be happy to answer any related questions.

www.viscom.com/en_sp/index_sp.php?cc=spuk



Technical Chain Management in EasyAuto



Company: Benelux User Meeting

Viscom representative W&S hosts 1st User Meeting

On 03 March, Viscom representative W&S hosted the first User Meeting for customers in Belgium, the Netherlands and Luxemburg at its site in Raamsdonksveer/Netherlands. In all, 16 customers from 7 different firms participated.

After the greeting and introduction by Viscom W&S representative Ruud Bouwhuis, Fabian Eicke, Viscom AG Sales, gave a presentation about the new desktop system S2088-II, the X7056 and the larger printed circuit board dimensions handled by the S3088-II. He then introduced the new service and application offerings and gave information about optimization possibilities and valu-



Workshop participants at first W&S User Meeting

able add-on solutions for the Viscom inspection systems, such as PDC (Production Data Collection) and TCM

(Technical Chain Management), plus cycle time reduction by system cascading. In addition to these presentations, Fabian Schuett, of the Ap-

plications business unit SP held workshops about "Automatic optimization of inspection programs", "Release 7.41 and Forecast 7.42" and "EasyGen".

All in all it was a very successful event that fully lived up to the expectations of those attending. The idea of repeating the event next year drew positive support. "A User Meeting is extremely advantageous for our customers. They receive extensive explanations of the existing systems as well as about new developments and

– most importantly – they can converse with each other and exchange experiences", states Ruud Bouwhuis, Viscom representative W&S. ■

Upcoming Shows second term 2009 – We cordially invite you



EMPC
15.-18.06.2009
Rimini, Italy
Stand 2

SEMICON®
West2009

Semicon West
14.-16.07.2009
San Francisco, USA
West Hall, Level 1, Stand 7257



European Photovoltaic Solar Energy Conference and Exhibition
21.-24.09.2009
Hamburg, Germany
Hall B1/2nd floor, Stand B1U/40



IPC Midwest
23.-24.09.2009
Chicago, USA



SMTA International
06./07.10.2009
San Diego, USA



productronica 2009
innovation all along the line

Productronica
10.-13.11.2009
Munich, Germany
Hall A2, Stand A2.177



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