

BLUNDELL

PRODUCTION EQUIPMENT

November 2022

NEWS

Welcome to our 2022 Newsletter!

We hope our latest publication finds you well on both a personal and business level.

Our last Newsletter was produced in April 2020, which celebrated BPE's 40th Year Anniversary but of course coincided with the Pandemic. Just when the Covid situation seemed to be behind us, during February 2022 the war started in Ukraine. This Global instability affects us all and we sincerely hope peace and order will be restored soon.

From our own experience, we did see signs of market confidence returning to the Electronics Industry in Q4 of 2020. Throughout 2021 and to date in 2022, we have seen positive levels of investment in Capital Equipment too with no signs of things slowing down. Of course, the biggest issue our Industry faces now is the mass shortage of electronic components, which are causing unprecedented lead-times for all OEMs. Nevertheless, we are extremely happy to see this high level of investment going on within the UK Electronics Market and long may it continue.

We hope you find the enclosed [2023 Wall Planner](#) useful. You will notice we have added two in-house [focused Technology](#) event dates (more details within this Newsletter) plus the dates for [Southern Manufacturing](#), which we will be attending. In addition, we've added the [Productronica](#) Show dates in Germany too, where we will be in attendance as usual supporting our Partners.

Idem Safety Invests in turnkey Line

During 2021 we were extremely pleased to receive an order for a full Turnkey Line Solution from Wigan based Idem Safety Switches Ltd. Despite the difficult conditions logistically, the full line installation was completed at the end of the year.

Idem Safety's Production Director Neal Armstrong explained his reason for choosing Blundell as their preferred partner for this investment – "Prior to installation of the new line and with the support of Blundell Production Equipment, Idem had set up a smaller line a few years earlier. Over that period the support from Blundell Engineers and their relationship with the OEM for each item of equipment had proven indispensable to maintain the high quality, volume throughput and higher complexity of our electronic products."

The Turnkey Line supplied comprises of the Yamaha i-Pulse S20 12-head placement system, HIT520LV Stencil Printer and the Kurtz Ersa Hotflow 314e Reflow Oven. All board handling was provided by our preferred supplier Nutek, who are also known for quality, reliability, and aftersales support based in the UK.



The Yamaha i-Pulse S20 12 placement system was specified with changeable feeder banks to provide flexibility and rapid job changeover, thus increasing line utilisation. The IP-ProT offline software with the Common Set-up Optimisation feature allows Idem to manage the high number of common usage parts and provide fast set-up changes with minimal feeder exchanges on the front of the machine. The 12-Head system has an IPC test rating of 32,000 Cph with a very wide component handling range from 01005 chip parts up to 120 mm x 90 mm parts with a max component height of 30 mm.



The HIT520LV Stencil Printer with standard features such as 2D SPI and Understencil cleaning with the optional automatic solder paste replenishment function provides reliable and stable printing results with minimal operator input once the process is running.

The market leading Kurtz Ersä 314e Reflow oven is a well proven system known for its process stability and reliability. Ersä reflow systems are extremely power efficient and provides genuine energy cost savings due to thermal efficiency and power saving start-up function.

Neal explained further his decision to choose Blundell to be the supplier - "With the installation of the new line our target was to still provide ourselves with the continued flexibility and highest quality products while greatly increasing our volume. Blundell Production Equipment assisted us from concept, equipment choice and installation by having the foresight to understand our requirements and what was needed moving forwards.

Although other equipment suppliers and distributors were spoken too, one of the underlying concerns was always the after sales support that would be required to maintain and accommodate product production and NPI. With this in mind, our partner of choice had to be Blundell."



IDEM Safety Switches Ltd designs and manufactures a vast range of machine safety products that save lives and improve productivity. Each product has been engineered with the customer in mind, ensuring long term reliability, even in the harshest of environments.

If you would like to know more about Idem Safety Products Ltd please visit <https://idemsafety.com/>

Esprit Electronics invest in the first UK Kurtz Ersä Versaflow Versaflex

We are extremely pleased to announce that following successful trials at Kurtz Ersä's Application Centre in Wertheim Germany and more recently pre-acceptance trials prior to shipping, South Coast based CEM **Esprit Electronics** have just taken delivery of the **Versaflow 455** Selective soldering system with the **VERSAFLEX** module. This innovative system offers substantial added value for the production process by potentially doubling the soldering throughput. Unlike the standard dual pot configuration that works on either a Z or Y variable soldering process, this system has two solder pots that are installed on two independent axes. Uniquely, these pots can be moved and adjusted individually in X-Y-Z direction. Thus, PCB panels can be soldered simultaneously in X or Y axes, incorporating different size nozzles if necessary. The result is the highest flexibility and shortest cycle time. In addition, the CAD Assistant 4 offers offline programming with automatic optimisation of cycle times and the possibility to work with ODB++ data, as well as DXF and JPEG formats. This is the first **VERSAFLEX** system in the UK and we'd like to thank Operations Director, Graham Page and Technical Director, Lee Holloway for taking the time to visit and choosing Blundell/Ersä as their partner for selective soldering.



If you would like to find out more about the services Esprit offer, please contact sales@espritelectronics.com



Selective Soldering Technology Event at BPE (CV3 4LH)

BPE will be hosting some Technology focused events during 2023; one of which will be three, one-day events dedicated to the benefits of **Selective Soldering** with our partner **Kurtz Ers**a in attendance. These events will be free to attend but pre-registration is essential, full details below:

Date: 21 or 22 or 23 March

Time: Registration 9.45 – 10.30

Duration: 10.30 – 15.00 (A buffet lunch will be provided)

Presenter: Christian Ott for Kurtz Ersa and Phil Green of Parker Hannifin Ltd for Nitrogen Generation

The event will involve a technical presentation as well as live, hands-on with a **Versaflow One** system. There will also be Interflux's UK sales partner Template 4 present to discuss Interflux Fluxes and Alloys.

Newbury Electronics Invests in Schunk GmbH Auto-depanelling



EMS provider Newbury Electronics have a UK customer base in industry sectors such as Aerospace, Industrial, Autosport, Medical, Power Electronics, Photonics and Defence.

As most of their PCB assemblies are produced in a panelised format, they recognised the need to find a professional solution that would ensure a repeatable and safe breakout process once the valuable electronic components have been assembled and soldered. After applying due diligence which involved looking at the systems available with support in the UK, visiting us to see a Schunk system pre-delivery to another customer and then attending an online Webinar BPE organised for our UK customers, Newbury invested in a **SAR-1300** machine. This model is a standalone, twin shuttle system. Now, some months on after delivery their Chairman Philip King said "We are very pleased with the Schunk Depaneller. It has proved very effective. Easy to programme, quick to set-up, and reliable in operation."

If you would like to find out more about the services Newbury offer, please contact info@newburyelectronics.co.uk



Auto-Depanelling Technology Event at BPE (CV3 4LH)

BPE will be hosting some Technology focused events during 2023; one of which will be two, one-day events dedicated to the benefits of Auto-Depanelling with our partner Schunk GmbH in attendance. These events will be free to attend but pre-registration is essential, full details below:

Date: 23rd or 24th May

Time: Registration 9.45 – 10.30

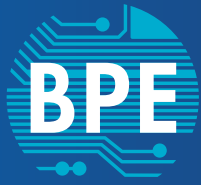
Duration: 10.30 – 15.00 (A buffet lunch will be provided)

Presenter: Bernd Goedecke Schunk

The event will involve a technical presentation as well as live, hands-on with a **SAR COMPACT** system.

How to Register for either Ersa or Schunk Events:

To register please email sales@blundell.co.uk and put your chosen event name (Ersa or Schunk) and your preferred attendance date in the subject bar. Please enter the names of attendees who will come with you and if there are any people with food allergies in your group. We will acknowledge receipt of your booking by return.



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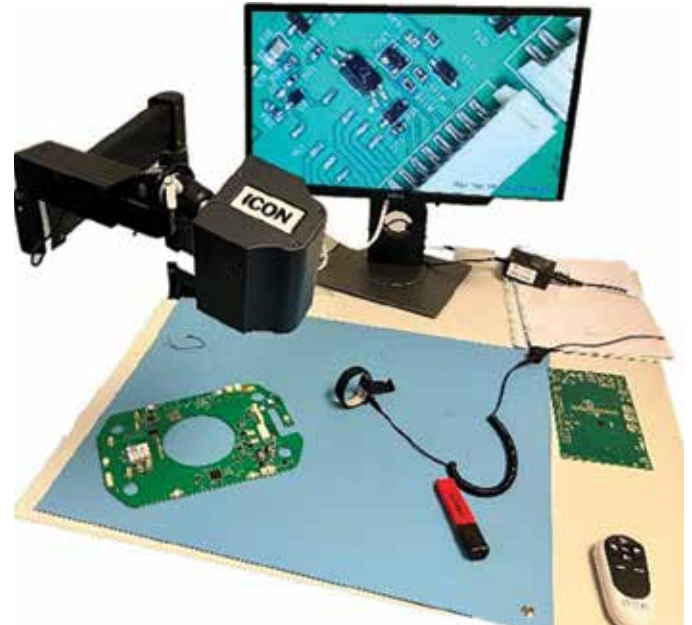
New Inspection Range with Visus Technology



We are always looking at products to strengthen our portfolio and we are delighted to have been awarded an exclusive UK distribution agreement with Swedish Company **Visus Technology**. Visus manufacture high quality, full HD inspection equipment, which we believe will be an excellent fit for us. We will be carrying two models in stock; The **ICON Flex** and the **CMORE +**.



As you would expect, both models are set up in our Coventry based demonstration room and we will be showing them at Southern Manufacturing 2023 7-9th February (stand H60). They can also be bought from our webshop www.blundellshop.co.uk



New Aqueous Cleaning Partner

Early in 2021 Blundell Production Equipment became the exclusive UK Sales Partner for **PBT Works** and their range of **Aqueous Cleaning Systems**. Prior to our appointment, PBT were represented by another UK Company. The change in distributors was assisted by Peter Clarke of Zen, who was the previous sales partner, and this opportunity only came about because he was retiring from the Industry; we are extremely grateful to Peter for the introduction and endorsement to PBT. We wish him a very happy and healthy retirement! We are pleased to report that Blundell are now the **sole approved PBT UK sales partner** for all service of existing machines sold by Zen and of course new machine sales and service.



Czech based **PBT Works** were formed in 1992 and manufacture a range of high quality, closed loop aqueous cleaning systems. Since our collaboration, BPE have invested in two different demonstration machines for our showroom. The **SuperSwash** and **CompaClean** machines are ready for customer application trials and filled with Kyzen material, which is our chosen cleaning chemistry partner. However, if customers are already working with alternative chemistry suppliers, we can arrange trials with their qualified chemistries too.

Take up of these batch machines has been exceptionally good, in some cases we have moved customers away from expensive solvent systems, which aren't environmentally friendly to an efficient, greener solution which requires less floor space and no direct mains water or drain connections for standard operation.

Since our appointment, Blundell have installed a total of 11 PBT machines in the UK.

