

Company Profile

SCHNEIDLER ELEKTRONIK AB



Schneider Elektronik AB started trading activities in May 1981 and presently employ 11 people, 8 of which are actively engaged in sales work, training and technical servicing. We share data processing, financial and certain administrative services as well as warehousing and distribution facilities with Schneider-Företagen AB, a group of companies acting as distributors in the graphic arts industry. Our turnover in 2001 was USD 8.000.000. The Schneider group, formed in 1805 and privately owned ever since, employs 80 people and has a turnover of USD 30.000.000. The owner is the Skantze family who are also active in managing the company.

A list of the companies represented by Schneider Elektronik AB follows opposite. Our distribution agreements are on an exclusive basis and most of them cover Sweden, Finland, Norway and Denmark. Our head office is in Kista, Sweden. We also have a branch office in Finland.

Our company policy is to work with a limited number of suppliers of high quality equipment and consumables used for the imaging and mechanical fabrication processes in PCB production and assembly.

Jesper Skantze Managing Director





The following companies are represented by Schneider Elektronik AB:

Software

VALOR, Israel	Design for manufacturing (DFM) and CAM software. CAM software for New Product Introduction (NPI).
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The business model of Valor is to supply software to facilitate communication between design, assembly and PCB manufacturing. The products Enterprise-3000 (DFM for design) and Trilogy-5000 (DFM/CAM for assembly) are unique and have been implemented at all major manufacturers and OEMs in the Nordic region. Valor is also the dominant supplier of PCB CAM systems in the world today.

Schneider provides installation, training and full application support on all Valor products

Equipment

CIRCUIT AUTOMATION, USA	Automated vertical D/S screen printing and ovens.
DAINIPPON SCREEN, Japan	Automatic Optical Inspection.
DAIWA, Japan	Handling equipment for thin PCBs.
G.I.T, Japan	Hole plugging machinery.
FURNACE, Japan	Application systems for liquid resists.
HAKUTO, Japan	Cut sheet laminator and auto exposure equipment for dry film.
HIOKI, Japan	Assembly Flying Probe.
HITACHI VIA MECHANICS, Japan	CNC drilling and routing equipment.
ORC, Japan	Automatic exposure for solder mask.
SAMSUNG, Korea	Assembly AOI.
SHODA TECHTRON, Japan	Shearing, beveling, V-cut, feeding and stacking equipment.

Totally we have about 170 installations of PCB manufacturing equipment in the Nordic region.

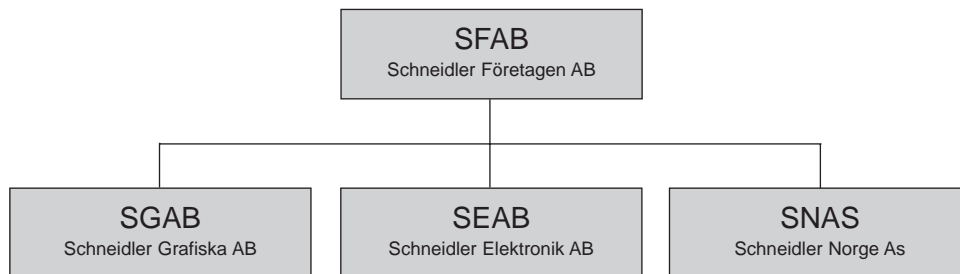
Consumables

ETERNAL Co. Ltd, Taiwan	Dry film resist.
L.C.O.A., USA	Entry- and backup material for PCB drilling.
MATSUSHITA ELECTRIC WORKS, Japan	Laminates.
SHIKOKU CHEMICALS, Japan	OSP (Organic Solder Preservative).
TAIYO INK MFG CO. LTD, Japan	Liquid solder mask.
TCT Ltd, Japan	Carbide Tools (drill bits and routers)

Particular emphasis is paid to giving customers good after sales service and technical backup, not only in the sense that machines are correctly serviced, but also through conducting programmes for audits and training operators in drilling, routing and imaging technology. Extensive technical performance evaluations are always made when introducing new products to a customer.

We have our own facilities for training customers in the use of DFM and CAM software as well as a laboratory for PCB analysis and demonstration purposes. Furthermore, the laboratory is used to assist customers in trouble shooting. A customer can send his PCB, cross-sections will be made and analysed under a microscope with a video recorder attached. The customer will then receive a final evaluation and video tape.

Company Structure



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