



Press release

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## **EP-TeQ – signs Nordic distribution rights contract with Soldercom (Inertec)**

Aarhus, Denmark, January 2005, EP-TeQ ApS, the new Partner in consulting, sales, service and support of equipment for Electronic Production and Quality Assurance in the Nordic Countries, announces that they have signed a contract for exclusive sales of Soldercom (Inertec) products in the Region.

The Soldercom products includes manual nitrogen-based soldering solutions, wave soldering machines, reflow oven and the Inertec selective soldering machines for both batch and in-line applications - all designed for lead-free solder processes with high quality and low cost of ownership in mind.

"With the Lead Free solder process comes a lot of new challenges", says Knud Vester, Director of EP-TeQ, "in our efforts to stay tuned with the sources of the problems we see at the test & inspection stages in electronic manufacturing, it is important for us to get involved with the soldering process. The full range of soldering machines from Soldercom gives us that possibility. Furthermore, the flexibility in having a machine with combined selective and wave soldering in one, which can also be switched between Lead Free and traditional alloys will have a very high priority on the production managers list for investments".

"One of the problems with new Lead Free alloys are the copper leaching" says Lars Kongsted-Jensen, the other Director of EP-TeQ, "the flow of solder on a copper surface at a higher temperature with a more aggressive alloy "eats" the copper from the PCB quite fast. With Soldercom's two new exiting techniques for selective soldering to reduce this phenomenon dramatically, we have found Soldercom to be an exiting and innovative partner".

"We are delighted to be able to work with EP-TeQ in the Nordic Countries " says Jochen Elbert, Managing Director at Soldercom, „With their existing product portfolio and many years of experience with the Nordic Market, we find them to be a good match with our products and know-how".

## **About SOLDERCOM and EP-TeQ**

SOLDERCOM have soldering systems and process engineering for lead-free electronic production – worldwide. From manual forming gas soldering systems right up to selective mass soldering systems SOLDERCOM is the sales and service platform of several specialist partners. This extremely effective network guarantees high flexibility and attractive prices for the customer. For the user, the bundling of sales and service activities also has the economic advantage of a service partner for all systems and production procedures, from manual nitrogen based soldering systems through wave and reflow systems up to high-speed selective soldering systems.

The thermal processes in electronic production are the main business fields of SOLDERCOM. The soldering process must be adapted, especially during the changeover phase to the lead-free soldering alloys, and this requires good advice in the start-up period and accompaniment in the ongoing production. The SOLDERCOM team's profound knowledge in forming gas technology and years of practice offer you the security you expect from the introduction of a new technology.

To EP-TeQ it is important to understand the customer's situation and needs, be part of defining the task in order to assure on-time implementation and evaluate actual performance versus specification after implementation. The job is, of course, not done until EP-TeQ and their suppliers have ensured an optimum operation in the running production.

More information about EP-TeQ ApS and their other products can be found at <http://www.ep-teq.com>