



2010 – 2012 Strategies

- **Diversification**
- **Industrial Overseas Development**
- **Wide Range of Technologies/Services**
- **New Service**



Industrial Overseas Development

✓ **2002**

Spain



✓ **2004**

Hong Kong



✓ **2006**

China



✓ **2008**

France



. **2010**

Italie

SICIS

. **2011-2012**

India, Mexico; USA; Nord Europe



ELCO PCB : The plants



Carsoli (Italy)



Angers (France)



Foshan (China)

New Co

ELCO PCB : Carsoli



Surface: 5.500 m²

Operators: 110

Productive Capacity: 50 m²/d



ELCO PCB : Foshan



Surface:
8500 m²

Operators:
380

Productive Capacity:
800 m²/d

**PRICING &
VOLUME**

ELCO PCB : Angers



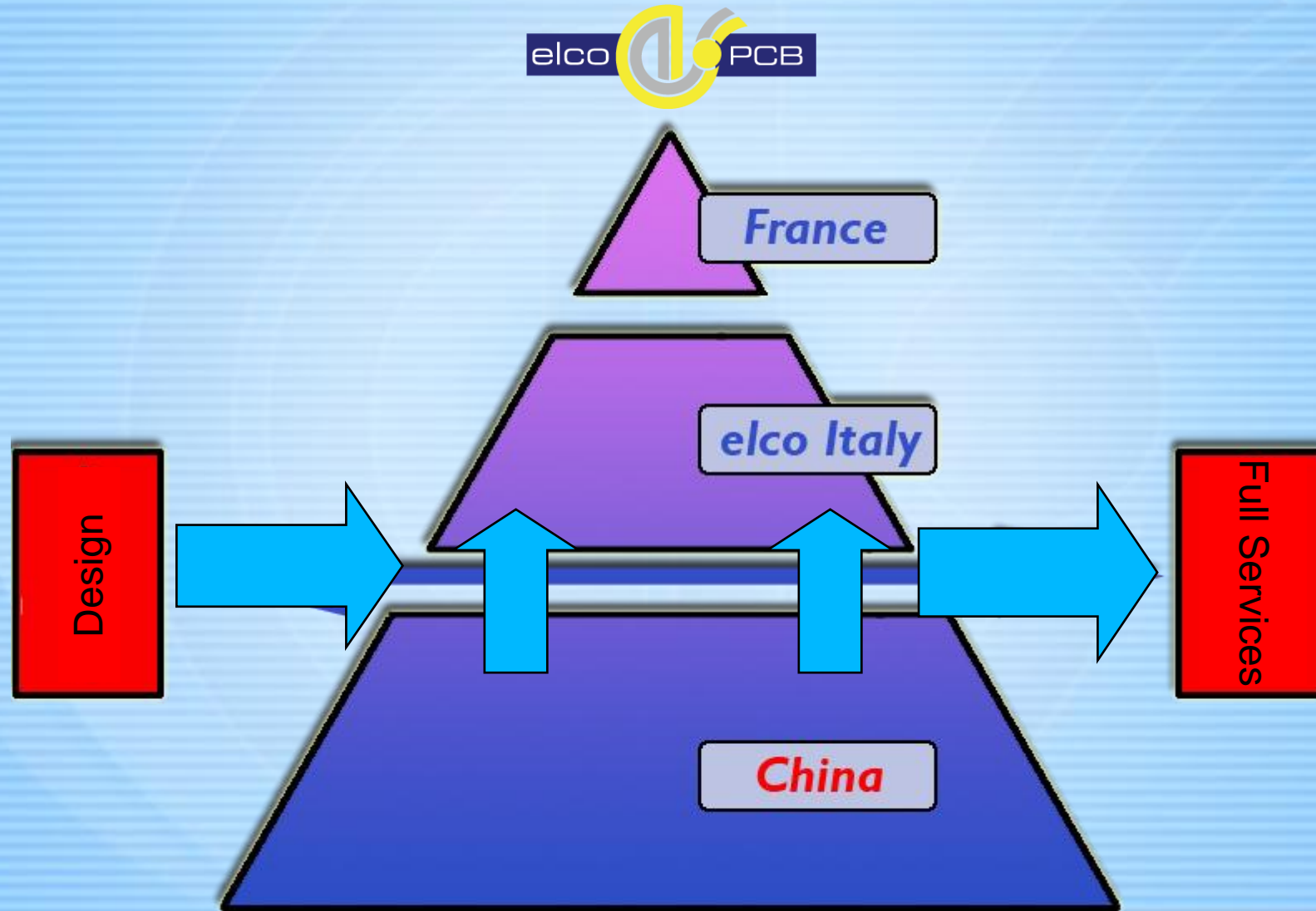
Surface:
5000 m²

Operators:
60

Productive Capacity:
15 m²/d

HITECH

PCB Horizontal & Vertical Coverage





Only one ERP means:

- To manage the plants as only one

ELCO PCB: Only one ERP



Printed Circuits Professional - PCP 2000 - Paolo Leoni - (Elco2000) - [Specifiche Prodotto]

File Moduli Tasks Modifica Tools Window Help

Risorse | Task Corrente | **Alphamax Partners (1321) - P99029382 Rev. D (R03035) (467)**

Clieni

Alenia Marconi Systems S.p.A. (RM)

Alenia Marconi Systems S.p.A. (RM)

Alenia Spazio S.p.A. (AQ) (11)

Alenia Spazio S.p.A. (RM) (727)

Alfa Elettronica S.r.l. (235)

Alfa Progetti (1074)

Alkeria (851)

ALLMATIC (1790)

Alma Elettronica Srl (1149)

ALNUATEL s.r.l. (757)

Alphamax Partners (1321)

Prodotti

P99029382 Rev. D (R03035) (467)

P99029382 Rev. C (426)

P99029382 Rev. C (RF35A2) (479)

P99029382 Rev. C (R03035) (427)

P99029382 Rev. D (R03035) (467)

P99029425 Rev. A (374)

P99029425 Rev. B (386)

P99029752 Rev. A (373)

P99029936 MS AA_Rev. 02 - RF_0

P99029936 MS AA_Rev. 03 - DRIV

P99029938 Rev. 1 MS AA (410)

P99029938_0 MS AA (401)

P99029938A MS AA (379)

P99029943A AA (469)

P99029943A MS AA (403)

P99029943B MS AA (443)

P99029963 Rev. A MSAA - RELE' C

P99029964 Rev. A MSAA - POWEF

P99029966A AA (389)

P99030138 REV. A D.B.I. SUPPOR

P99030198 Rev. A (409)

P99030198 Rev. B (496)

P99030200 REV. 0 (402)

P99030200 REV. A (436)

P99030386 Rev. A (398)

P99030386 Rev. A (variato stack up

P99030386 Rev. A Rev. 01 (442)

P99030387 Rev. 0 (399)

P99030387 Rev. A (437)

P99030677 Rev. A (405)

P99030715A (393)

P99030771A Rev. 01 MS AA (415)

40-467

36764

Dimensione Circuito
135,00 x 60,70

Dimensione Pannelli
430,00 x 275,00

Eccedenze

Magazzino

R + FR4 14L (0.254 18/18 R03035+0.1 18/18+0.1 105/105)

-C21- [R3] Indicativa Bianca

Solder Verde

(1-2) Roger 3035 0.254 18/18

FR4-Prepreg 1080 NoFlow

FR4-Prepreg 1080 NoFlow

FR4-Prepreg 1080 NoFlow

(3-4) FR4 0.1 105/105

FR4-Prepreg 1080

FR4-Prepreg 1080

FR4-Prepreg 1080

FR4-Prepreg 1080

FR4-Prepreg 1080

(5-6) FR4 0.1 18/18

FR4-Prepreg 106

FR4-Prepreg 1080

(7-8) FR4 0.1 18/18

FR4-Prepreg 106

FR4-Prepreg 1080

(9-10) FR4 0.1 18/18

FR4-Prepreg 1080

FR4-Prepreg 1080

(11-12) FR4 0.1 105/105

FR4-Prepreg 106

FR4-Prepreg 106

Finitura: **Oro Chimico**

Fori primari
Quantità: 180
Minimo 0,35
Qta Dimen. 3

Fori Ciechi Top
Quantità: 178
Minimo 0,90
Qta Dimen. 1

Asole primarie
Quantità: 1
Minimo 2,00
Qta Dimen. 1
Lunghezza 150,00

Scontornatura
Q.tà di Frese 1
Minimo 2,00
Qta Tool 1
Lunghezza 391,40

Test
Q.tà di circuiti 1
Q.tà Top 387
Q.tà Bottom 0
Sonde Mobili

Oro
Spessore Au0,0008
Spessore Ni0,0050
Area 0,00
Qta Side 2

Imballo
Q.tà per pacco 10

Proprietà
Pista min. 100
Pista media 179
Isol. min. 150
Isol. medio 186
A. R. min. 150

Requisiti del Prodotto	
NO PEZZO PROVA	Certificato di Cc
Settimana Anno	Certificato di Cc
Marchio Lead Free	
Prelievo Provino Metallografico	
Marchio ELCO	

Requisiti	
	Certificato di Cc
	Certificato di Cc

? Aiuto Salva Chiudi

● CUSTOMER SERVICE

MISSION :

In charge of all customer **relationship**

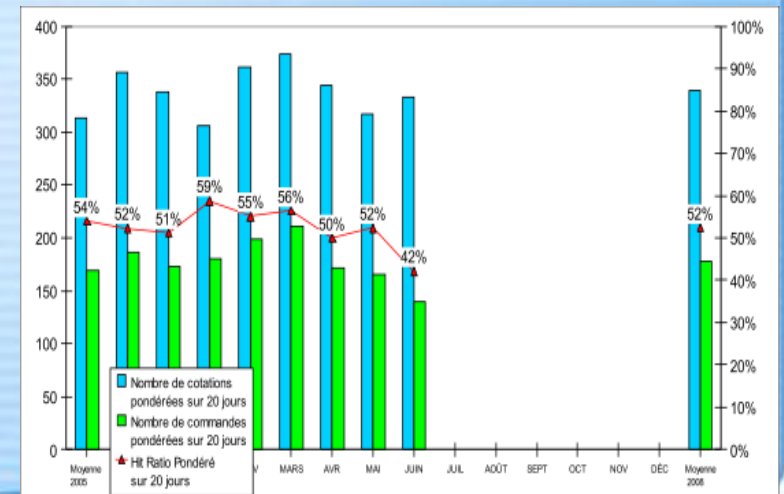
- Quotation
- Monitoring orders
- Information/communication with customers



Performance **Indicator** per day :

- Deliveries (delay)
- Hit ratio
- Backlog
- Turnover

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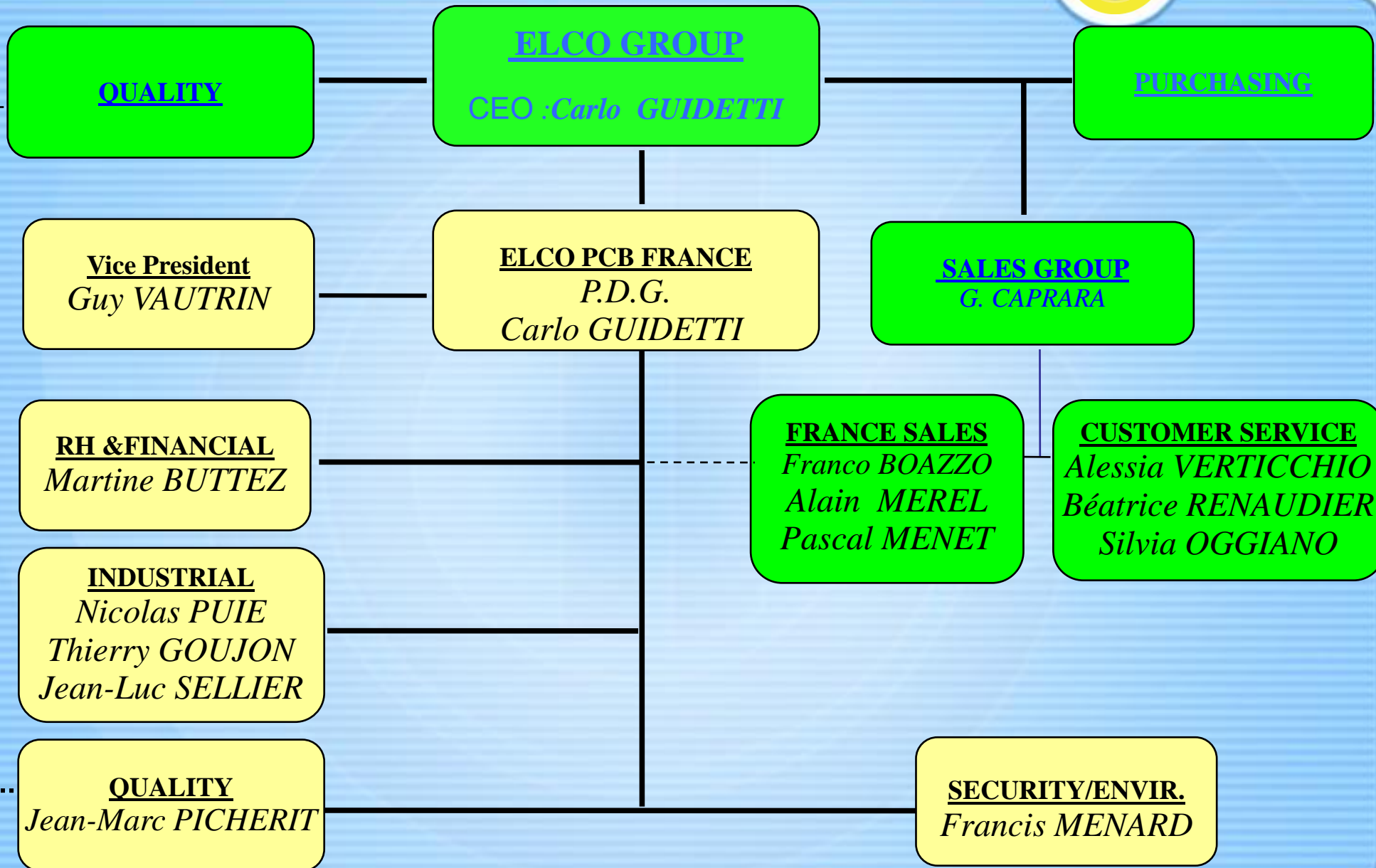


2011

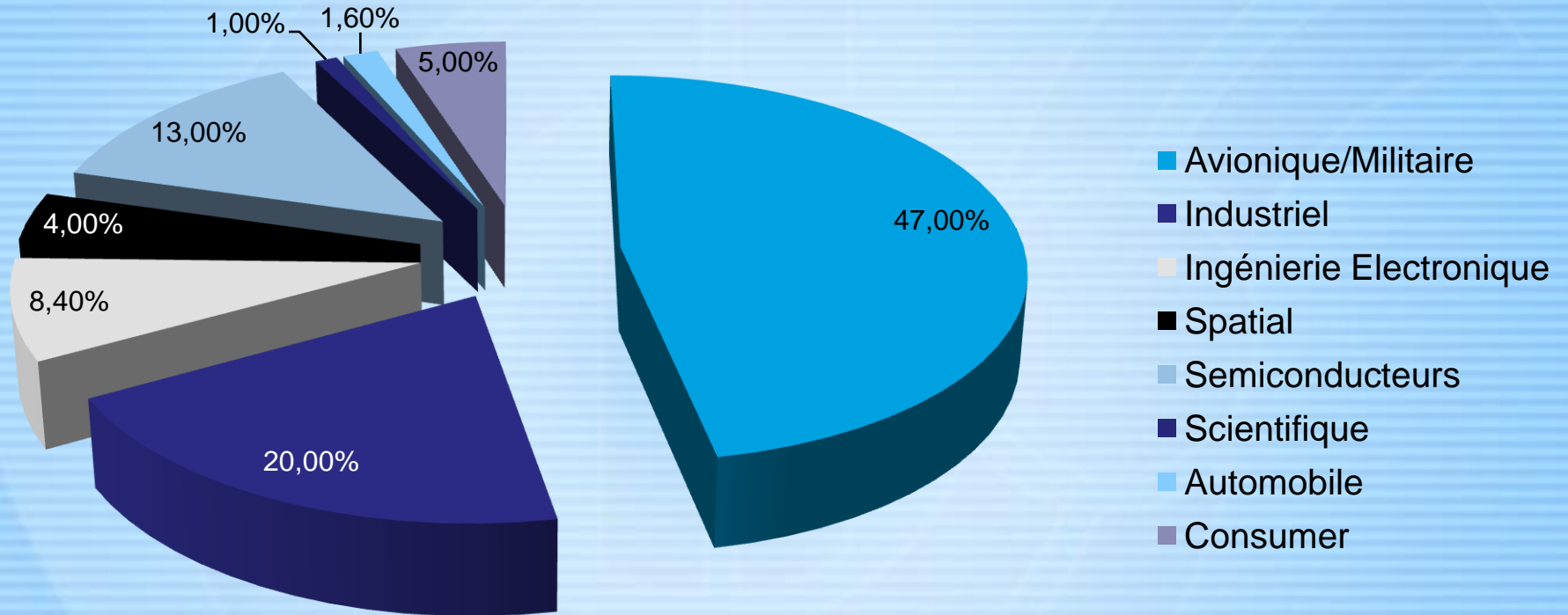
ELCO PCB France



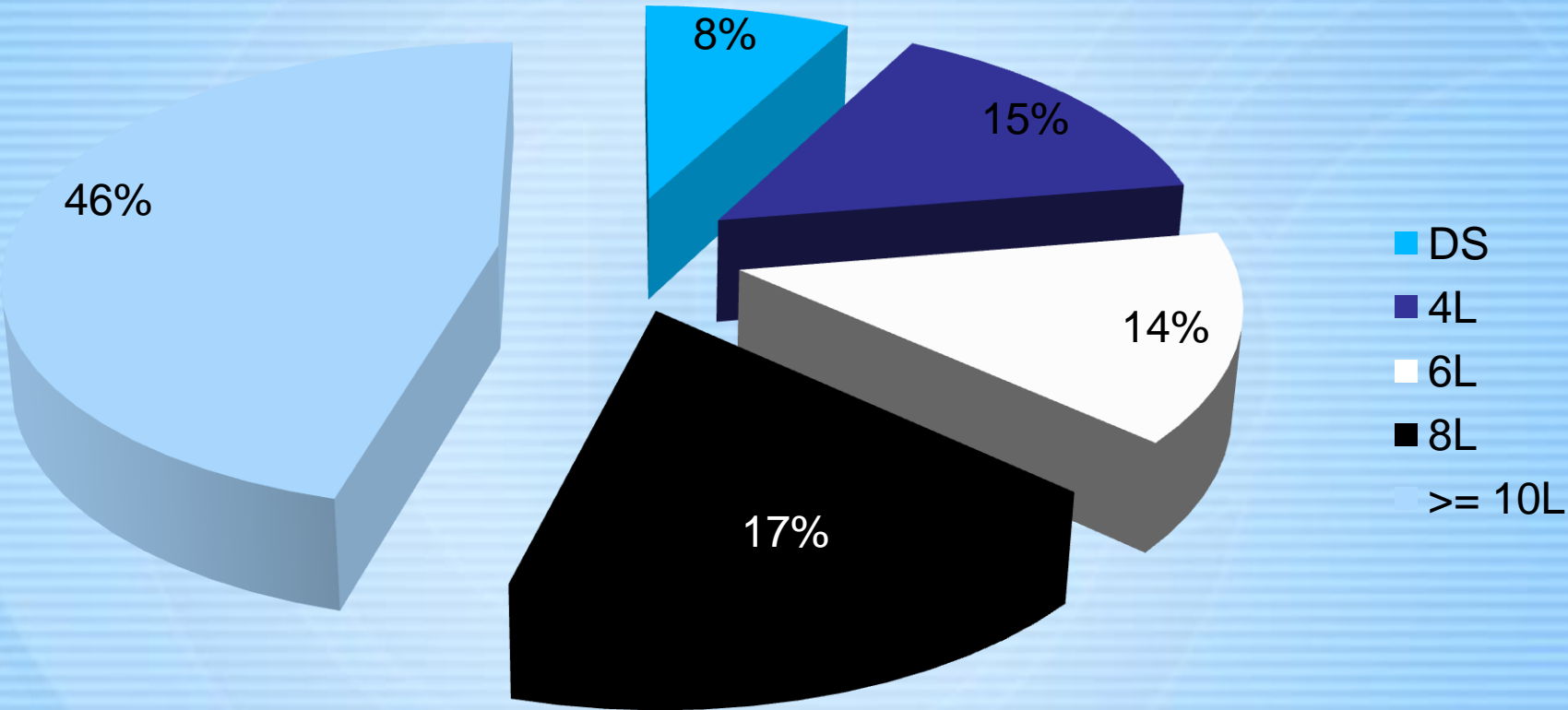
Organization



Turn Over/Sector



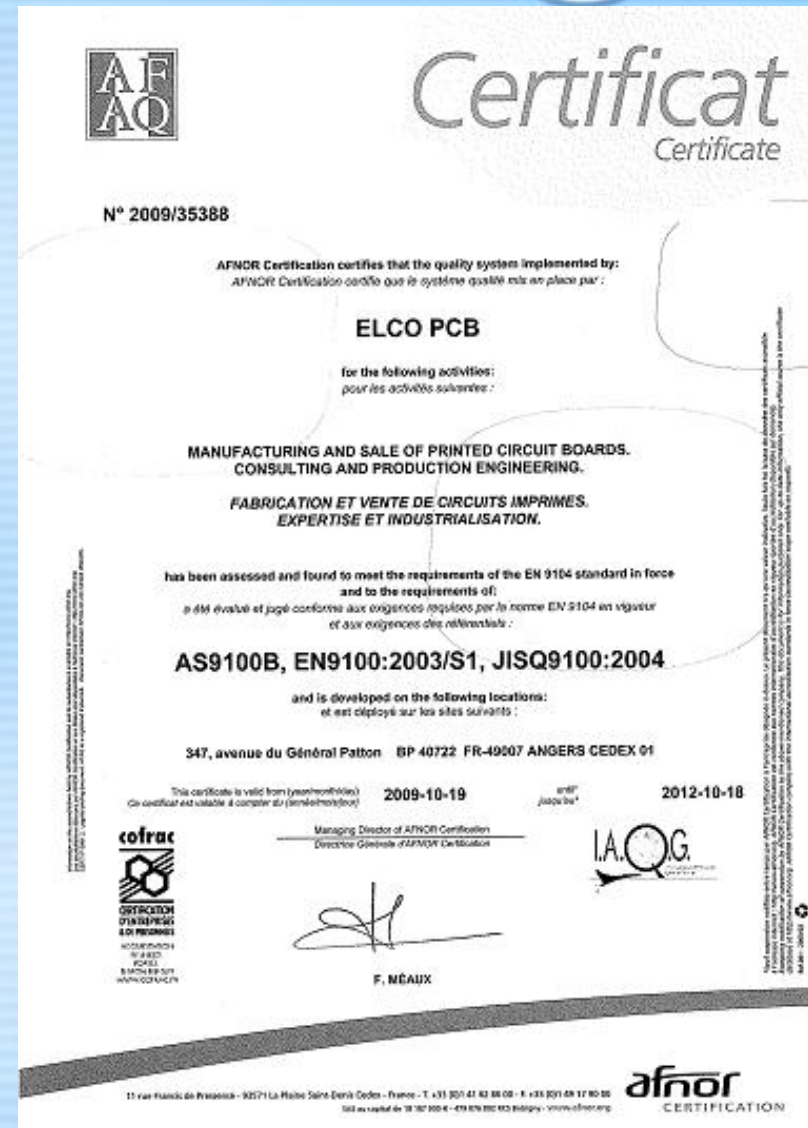
Product Mix



2011

Last Investments

- New Clean Room
- LDI (Laser Direct Imaging)
- DES line (Development - Etching - Stripping)
- Drilling Machine High Speed (200KRPM)
- X Ray Inspection & Reference Holes Drilling
- Optical Bonding Machine (Registration)
- μ via Copper Filling Line



Homologation UL 94V-0 et 94V-1 N° E82595

Homologation CNES

2011