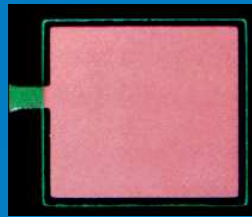
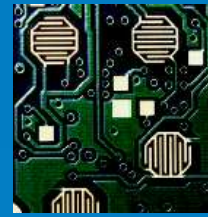


## PCB Surface Finishes & Cost Effective Pb Free Assembly Materials



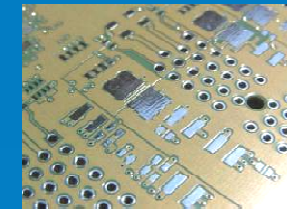
OSP



Imm. Silver



Imm. Tin



Pb Free HAL



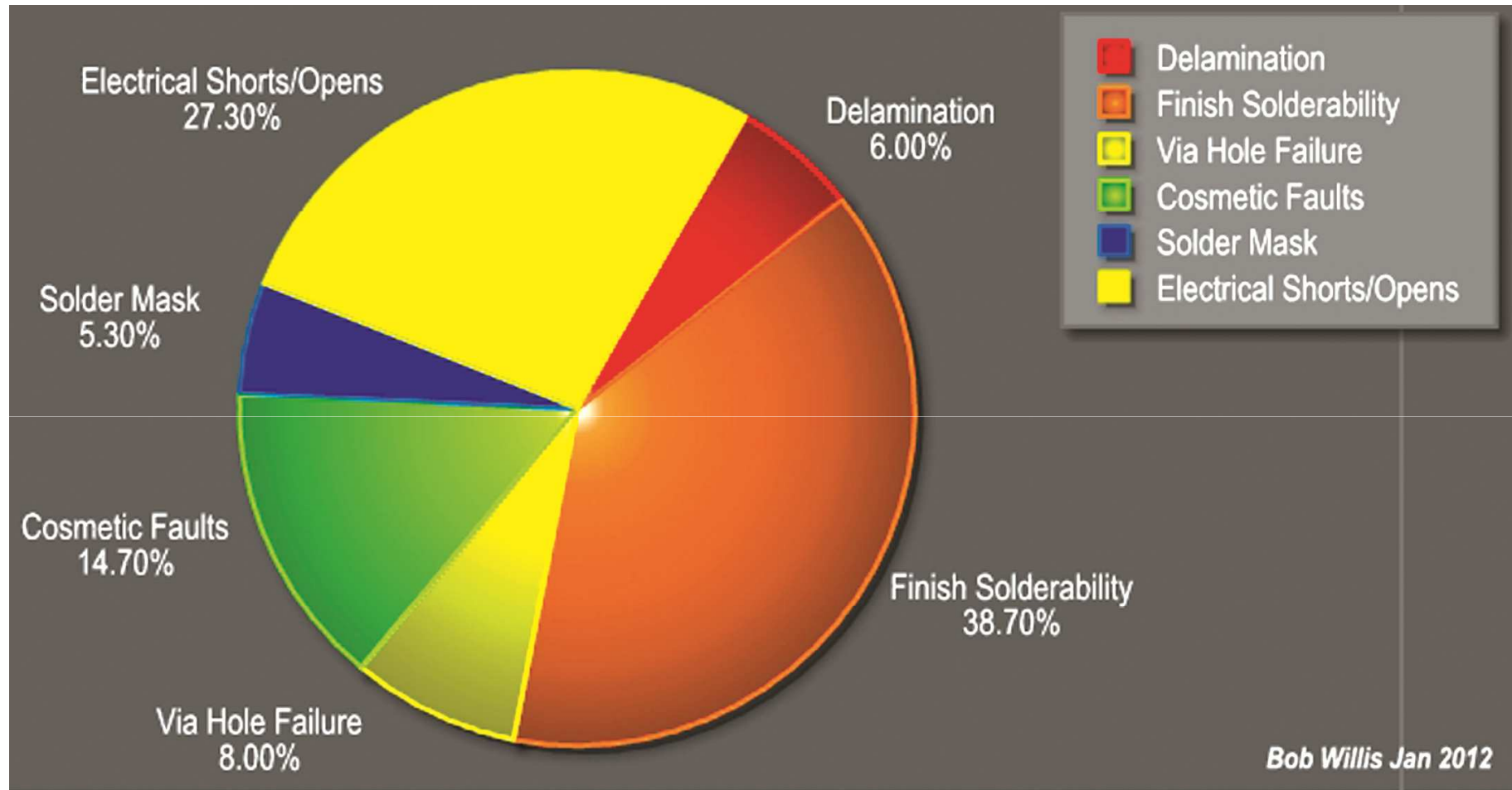
Richard Puthota

Director – Business Development & CTS

India & Africa



Cookson Electronics



Surface Finish was the single most major contributor !

That's why we chose this topic to address !

# What is a Surface Finish?

alpha

A surface finish may be defined as a “coating”

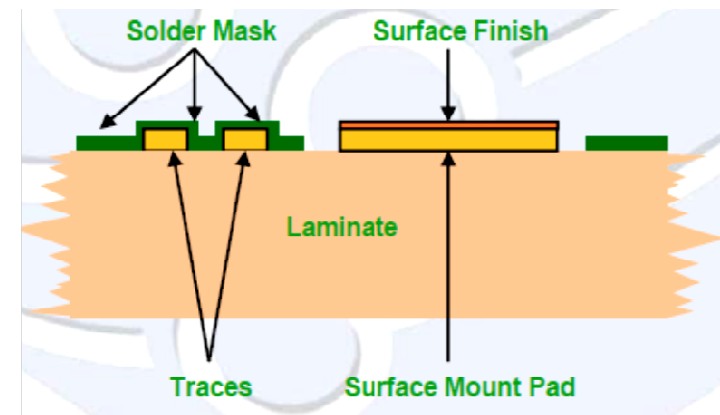
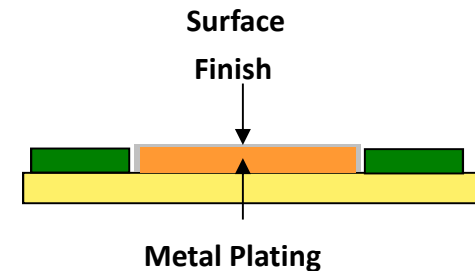
- located at the outermost layer of a PCB
- (which is dissolved into the solder paste upon reflow or wave soldering)

Two Main Types of Coatings

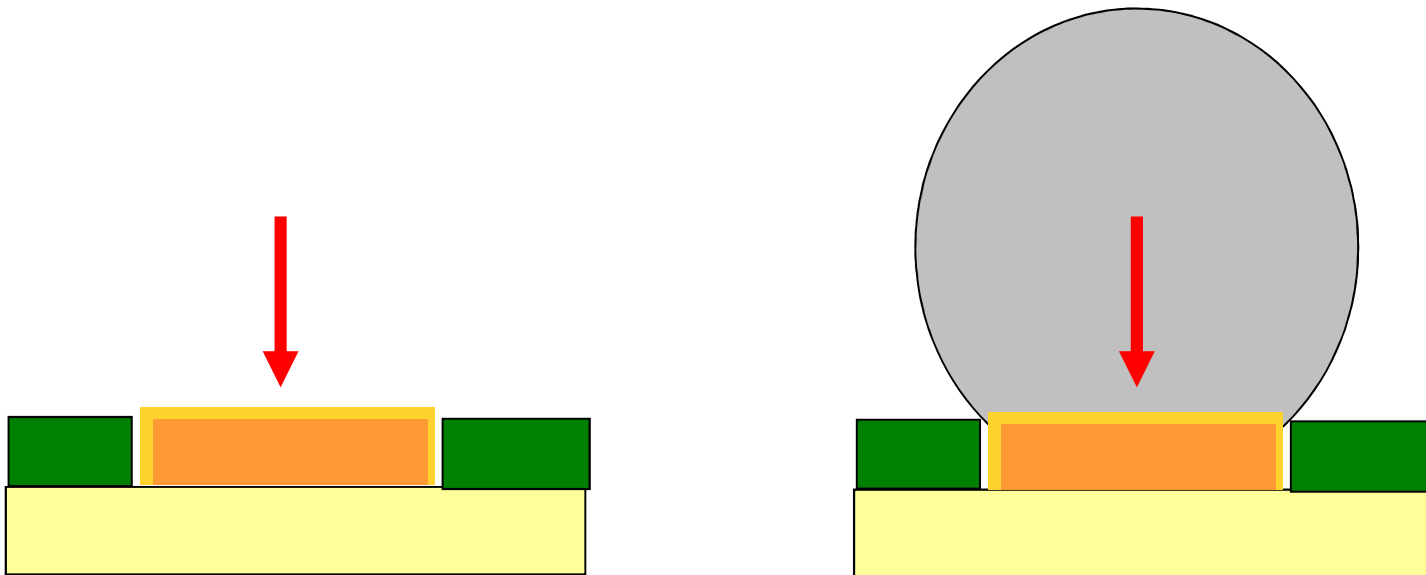
- Metallic
- Organic

Note:

- (Base) Metal Plating is typically copper (in most cases).
- But, in a few (like ENiG) the Nickel-phosphorous



The surface finish protects the PCB Surface Copper until it's Assembled



- Most important material decision made for the electronic assembly
- Influences the process yield, the amount of rework , field failure rate, the ability to test, the scrap rate, and of course the cost.
- One can be lead astray by selecting the lowest cost surface finish only to find that the total cost is much higher.
- The selection of a surface finish should be done with a holistic approach that considers all important aspects of the assembly.



Each surface finish has attributes that make it attractive for certain applications; however, this also implies that important tradeoffs are being made.



The best surface finish for your application is the one that considers the impact to all functions and provides the lowest overall cost.



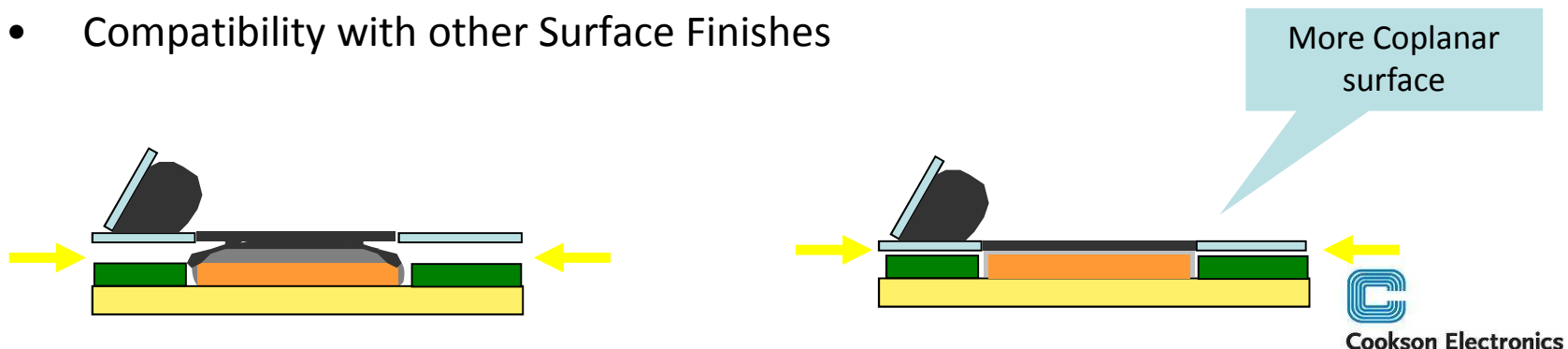
# Which one to Choose ?

alpha



## Reasons for Finishes

- Coplanarity (See Below)
- Lead-Free (RoHS and WEEE)
- Contact Resistance (Compression Connection)
- Tarnish Resistance
- Press-fit Requirements
- Wear Resistance
- Hardness
- Chemical Resistance
- Wire Bonding (Au or Al?)
- Cost
- Compatibility with other Surface Finishes



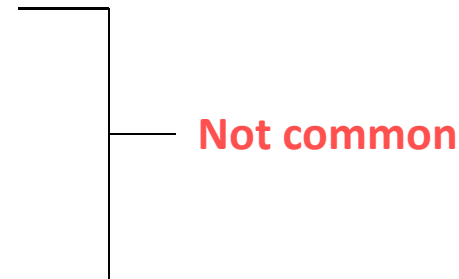


## Organic Coatings:

- *OSP (Organic Solderability Preservative)*
- *Carbon Ink (Screened on)*
- *(Or combinations of the two - OSP and Selective ENIG or Hard Gold)*

## • Metallic Coatings:

- *HASL (Hot Air Solder Level)*
- *ENIG (Electroless Nickel/Immersion Gold)*
- *Electrolytic Ni /Au (Electrolytic Nickel / Gold)*
- *Imm Ag (Immersion Silver)*
- *Imm Sn (Immersion Tin)*
- *Reflow Tin/Lead*
- *Electroless Nickel/Palladium-Immersion Gold*
- *Selective Solder Strip (SSS)*
- *Sn Ni (Tin-Nickel)*
- *Unfused Tin/Lead*
- *Electroless Nickel-Immersion Palladium*



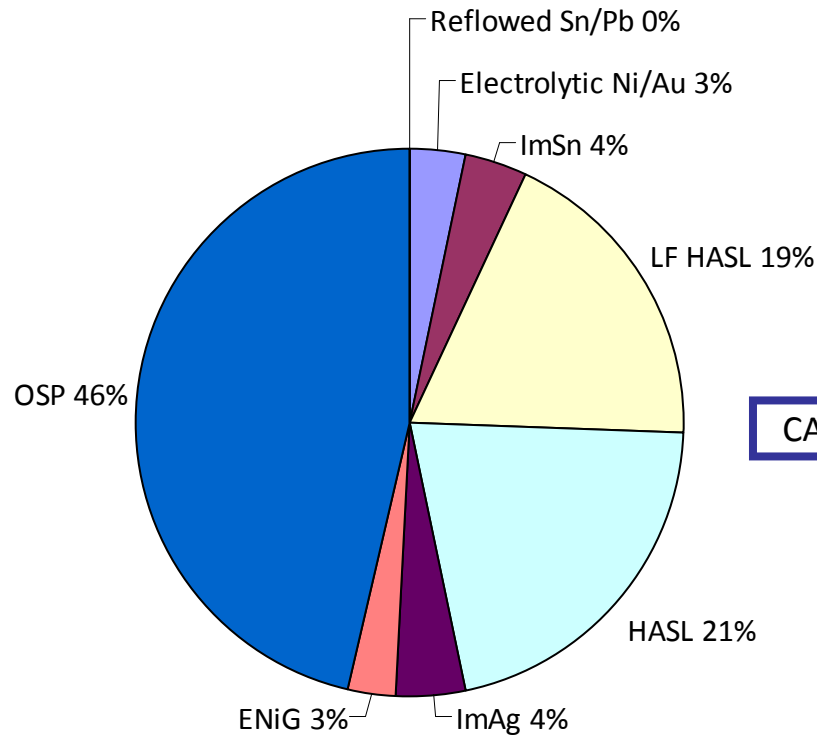
## Industry Segments

- Medical
- Aerospace/Defence
- Consumer
- Consumer hand held
- Automotive
- Telecommunications
- Industrial
- Lighting

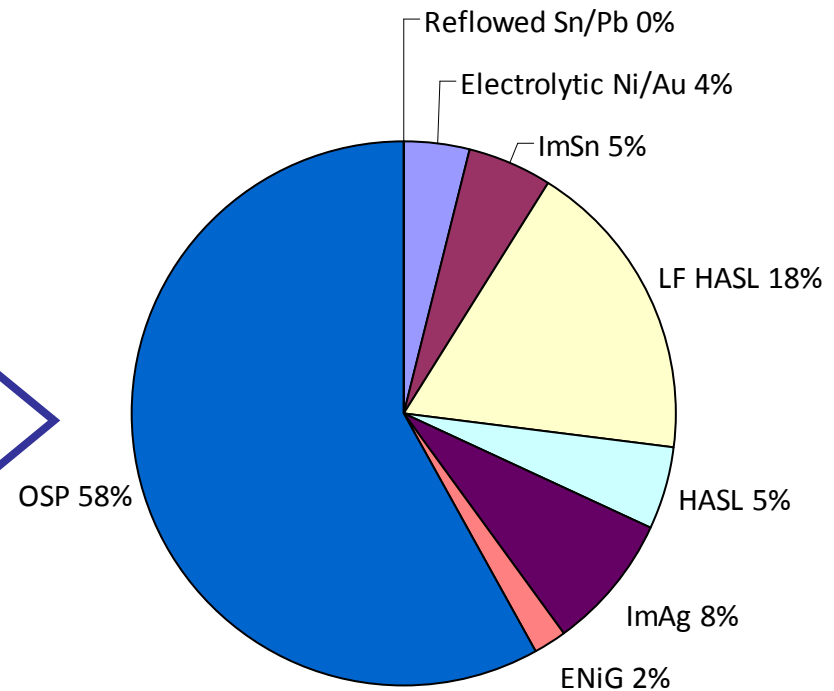
- ✓ What is the cost sensitivity of the product (how important is the surface finish cost)?
- ✓ What are the product volume requirements (high, medium, or low)?
- ✓ Is it a SnPb or Pb-free process?
- ✓ If Pb-free, is shock/drop a concern for your product?
- ✓ Is fine pitch assembly required (how fine)?
- ✓ What is the user environment (is corrosion a concern)?
- ✓ Multiple Reflow Cycles ?
- ✓ Is wave solder required and if so, how thick are the boards? Aspect Ratio ?
- ✓ Hole Fill ?
- ✓ Is high yield in-circuit testing required?
- ✓ Is wire bonding to the PCB SF required?



## PCB Materials Finish 2006



## PCB Materials Finish 2011



CAGR of 5%

### Comparison of RoHS Compliant Final Finish

The use of most well known HASL alternatives seems to be different in each of the world regions. In Europe there appears to be a preference for ENIG and immersion tin final finish, although there seems to be a noticeable interest shift towards immersion silver. In the U.S. fabricators favor ENIG, and in Asia OSPs and immersion silver technologies are being used most extensively. The main reason for this can be tied back to specific OEM preference and specific assembly application.

| Surface Finish     | %     | Mm <sup>2</sup> |
|--------------------|-------|-----------------|
| Electrolytic Ni/Au | 4.00  | 12              |
| ImSn               | 5.00  | 14.64           |
| LF HASL            | 18.00 | 57.31           |
| HASL               | 5.00  | 17.1            |
| ImAg               | 8.00  | 25.3            |
| ENiG               | 2.00  | 7.5             |
| OSP                | 58.00 | 183.7           |
| Reflowed Sn/Pb     | 0.00% | 1.5             |



Cookson Electronics

OSP (Organic Surface Preservative) emerging  
as a popular alternate surface finish

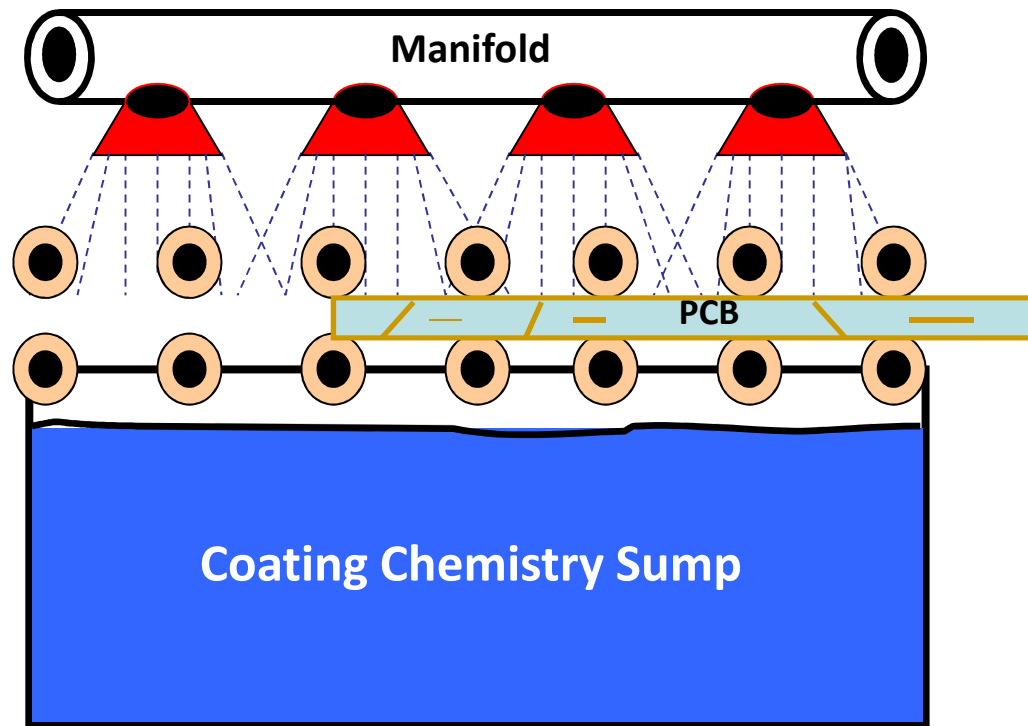


# Dip Coatings

alpha

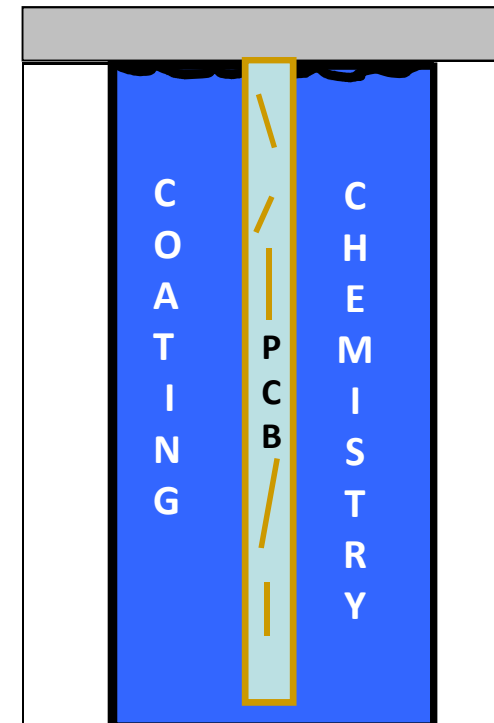
🌐 *HASL (Hot Air Solder Level)*

🌐 *OSP (Organic Solderability Preservative)*



**ConveyORIZED Dip Module**

**OR**



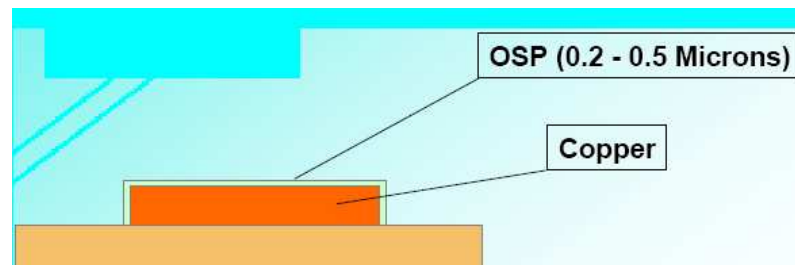
**Vertical Dip Tank**

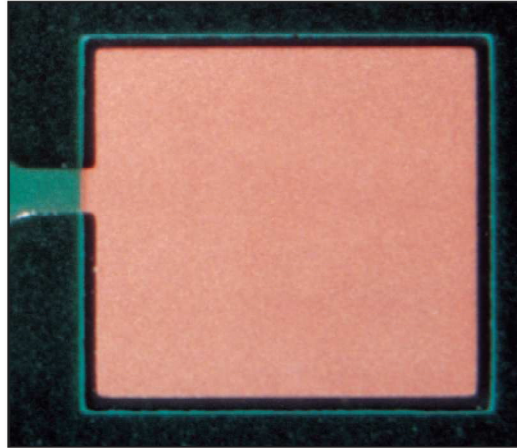


Cookson Electronics

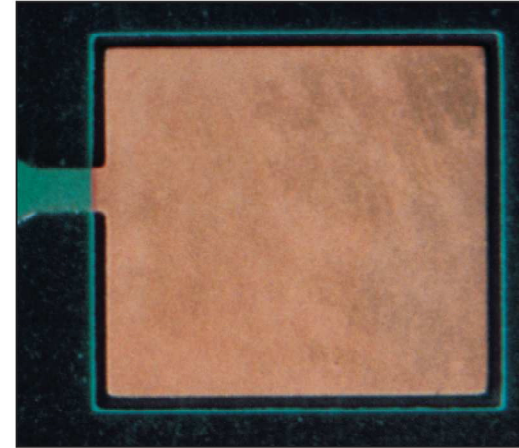
## Typical Equipment used for the Coating of OSP

### Conveyorized Horizontal OSP and Pre-Flux Line

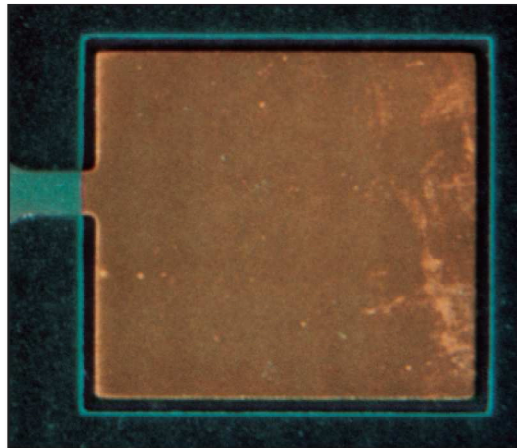




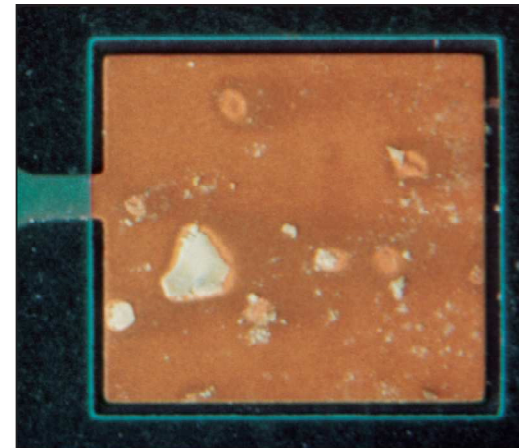
**Preferred Coating Appearance**  
*Uniform, matte pink color*



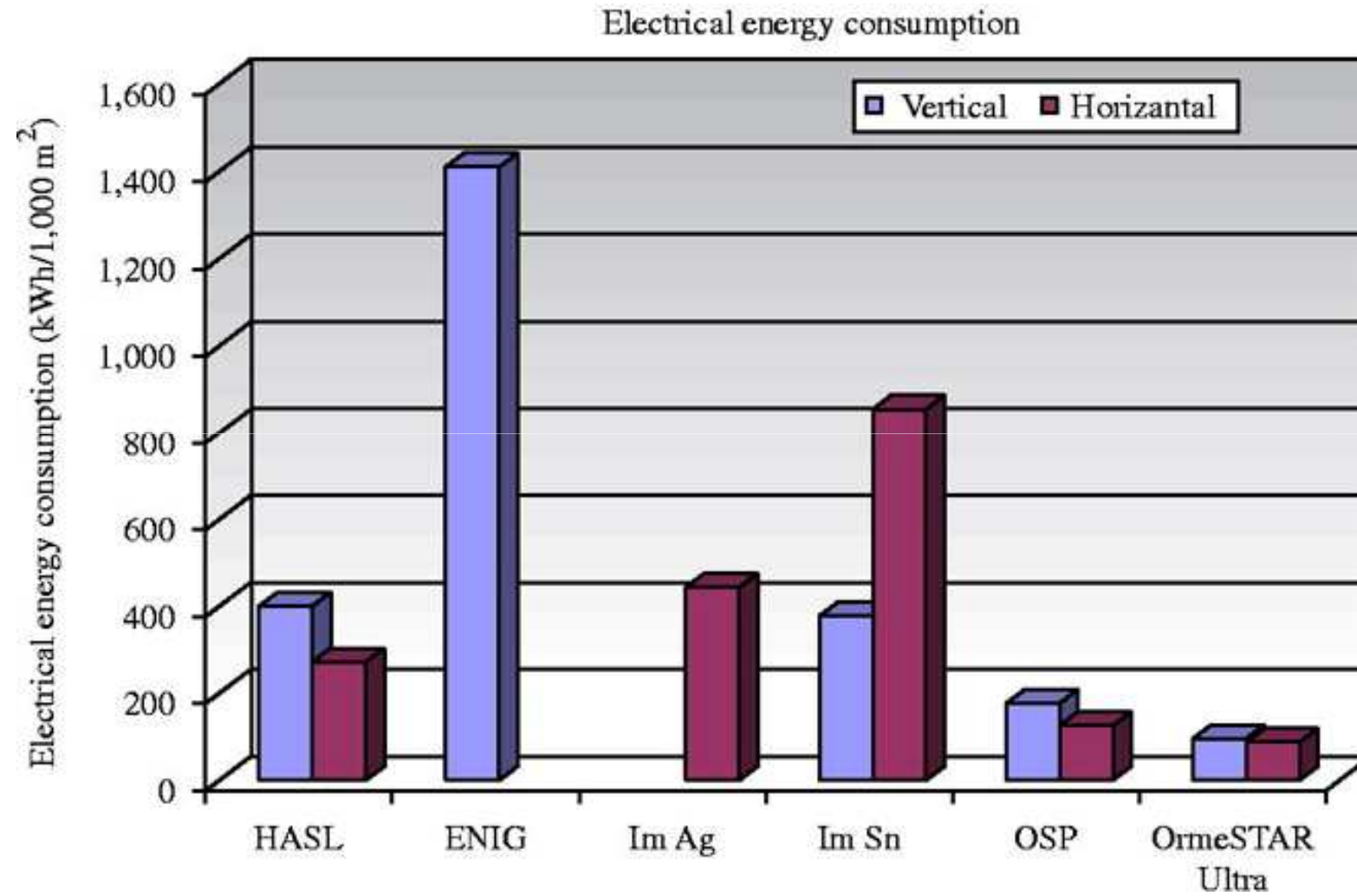
**Acceptable Coating Appearance**  
*Slightly darker, striated, or spotted*



**Not Acceptable Coating Appearance**  
*Extremely dark*



**Not Acceptable Coating Appearance**  
*Crystalline or foreign material*





# OSP (Organic Solderability Preservative)

alpha

*(Cookson Entek 106A(X), Shikoku Glicote SMD-E2L, Tamura Solderite)*

Typical Thickness: 0.2 - 0.6  $\mu\text{m}$  (8 - 24  $\mu\text{in}$ )

## ADVANTAGES

- + Flat, Coplanar pads
- + Reworkable  
(at PCB Fabricator)
- + Doesn't Affect Finished Hole Size
- + Short, Easy Process
- + Low Cost
- + Benign to Soldermask
- + Cu/Sn Solderjoint

## DISADVANTAGES

- Not a "Drop-In" Process  
(assy adjustments are required)
- Difficult to Inspect
- Questions Over Reliability of Exposed Copper After Assembly
- Limited Thermal Cycles
- Reworked at CM?; Sensitive to Some Solvents Used for Misprint Cleaning
- Limited Shelf life
- Panels Need to be Routed and Tested Prior to Coating (ET Probe Issue)
- Handling Concerns



Cookson Electronics

*(Entek 106A HT, Shikoku Glicote SMD-F1, Tamura WPF-21)*

Typical Thickness: 0.2 - 0.6  $\mu\text{m}$  (8 - 24  $\mu\text{in}$ )

## ADVANTAGES

- + Flat, Coplanar pads
- + Reworkable (by Fabricator)
- + Short, Easy Process
- + Benign to Soldermask
- + Cu/Sn Solderjoint

## DISADVANTAGES

- Availability
- Not a “Drop-In” Process  
(assy adjustments are required)
- Difficult to Inspect
- Questions Over Reliability of  
Exposed Copper After Assembly
- Limited Thermal Cycles
- Reworked at CM?; Sensitive to Some  
Solvents Used for Misprint Cleaning
- Limited Shelf life
- Panels Need to be Routed and Tested  
Prior to Coating (ET Probe Issue)
- Copper Dissolution into Solder Volume
- Handling Concerns



## ADVANTAGES

- + Advantages of OSP for SMT
- + Advantages of ENIG in through-holes
- + Cu/Sn Solderjoint
- + Can be used in Lead-Free

## DISADVANTAGES

- Complex process for PCB suppliers
- Larger

Currently being used in today's handheld portable products  
(aka, Combi-Finish or SIT)

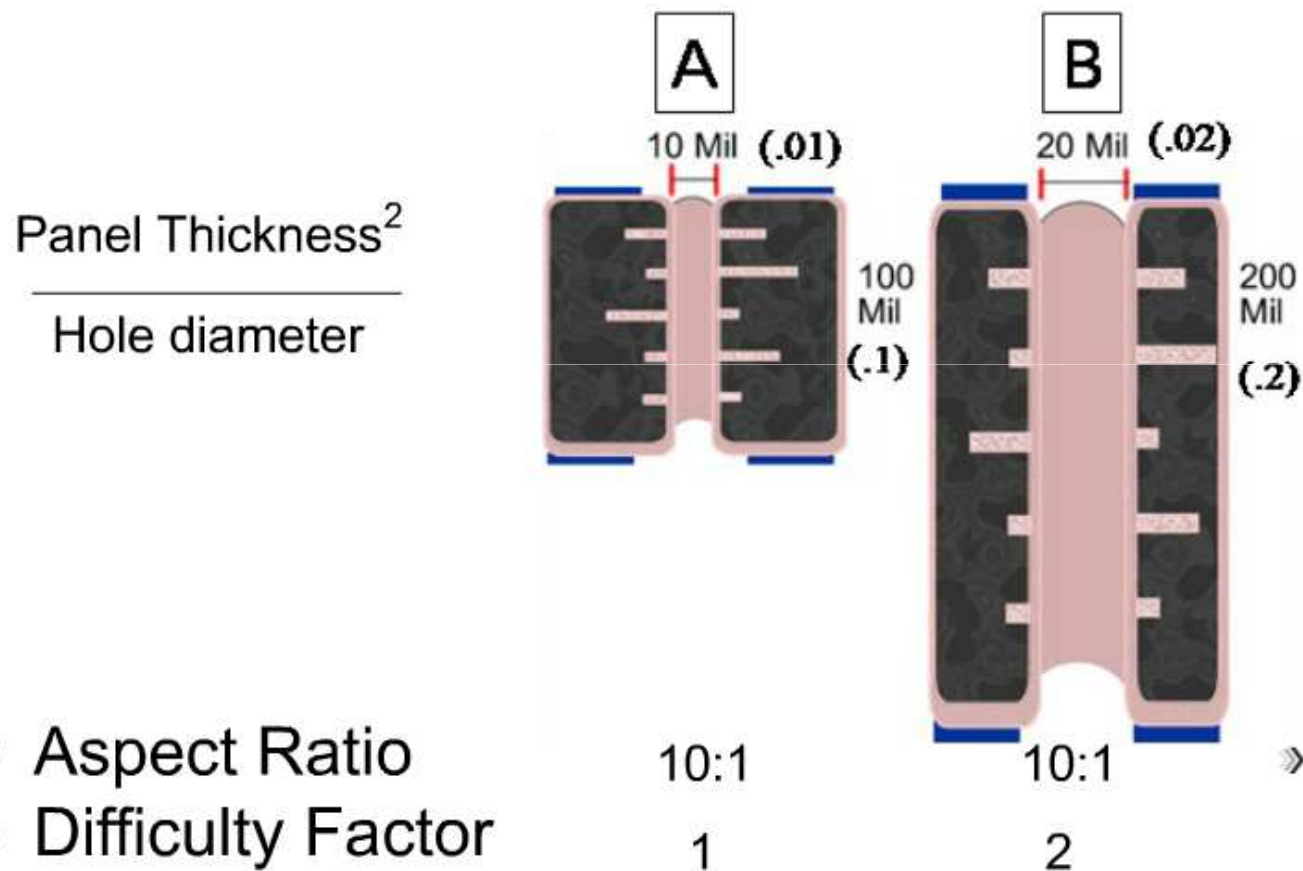
# IPC 610-E Hole Fill Requirements

|                            | Class 1       | Class 2                  | Class 3    |
|----------------------------|---------------|--------------------------|------------|
| Minimum Hole Fill Criteria | Not Specified | 75% signal<br>50% ground | 75%<br>All |

Most stringent class does not require topside solder fillets



# DIFFICULTY FACTOR



- Aspect Ratio
- Difficulty Factor



## Top Side Vertical Hole -fill is driven by capillary action

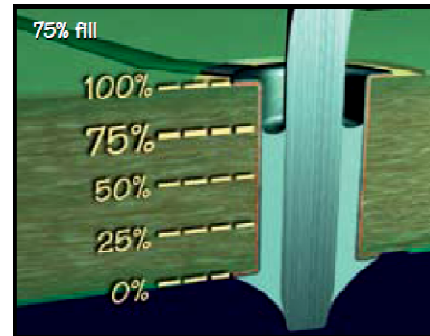
Important parameters which can influence:

- Hole diameter,
- PTH wall Quality
- Hole aspect ratio,
- Flux
- Wetting force,
- Contact Time
- Selective Pallet Design

**Solder will only fill as long as its molten**

- OSP has lower wetting force besides Pb Free Solder Alloys.
- Risk of insufficient hole fill Can lead to single-sided architecture

### Barrel - Vertical Fill of Solder



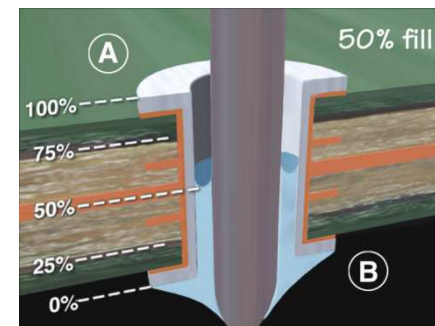
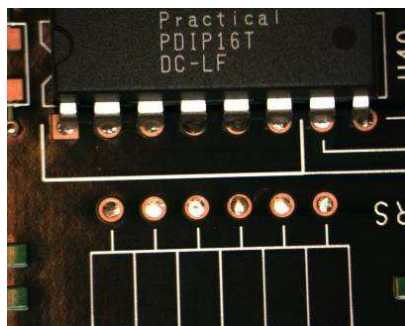
Acceptable

Class 2, 3

A minimum of 75% solder fill, or a total maximum of 25% depression including both component (primary) and solder (secondary) sides is permitted.

Notes:

Minimum acceptable condition for vertical fill of solder on Class 1 assemblies is not specified. Less than 100% solder fill may not be acceptable in some applications, e.g., thermal shock.



Cookson Electronics

### Solutions:

- ❖ Alternate Surface Finish ( metallic)
- ❖ Aspect Ratio
- ❖ Increasing top-side preheat
- ❖ Increasing solder pot temperature
- ❖ Increasing the Contact Time  
(Decrease Conveyor Speed – Increased Board Temperature)
- ❖ Increasing the Wave Height ( Wave Dynamics)
- ❖ Not recommended!
- ❖ Alternate wave solder alloy combined with the right Flux selection
- ❖ Preserve flux activity through preheat

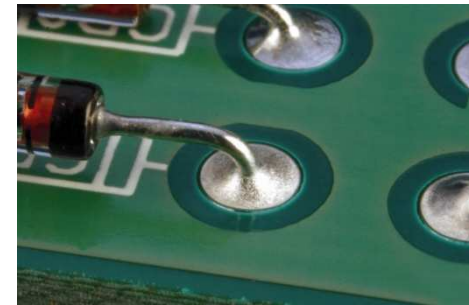
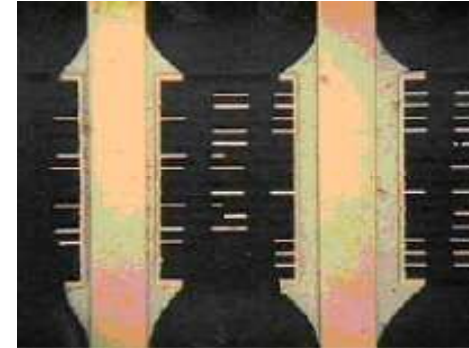
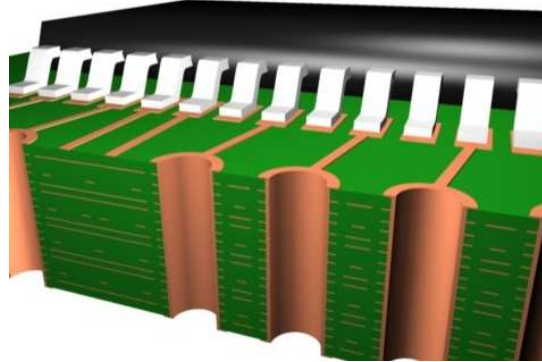
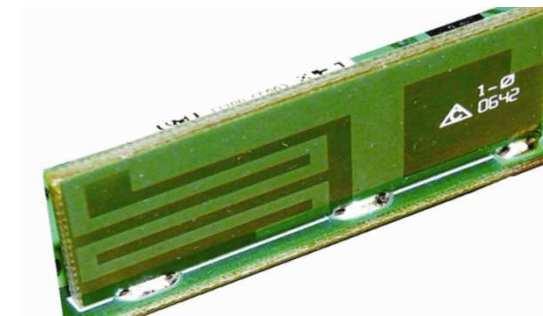


Table 7-5 Board in Board - Minimum Acceptable Solder Conditions<sup>1</sup>

| Criteria  | Class 1 | Class 2 |
|---|---------|---------|
| Vertical fill of solder <sup>2</sup>  | 75%     |         |
| Wetting on primary side (solder destination side) daughter board land to PCA solder connection width  | 50%     | 75%     |
| Percentage of land area on PCA (mother board) covered with wetted solder on primary side (solder destination side)                                | 0       |         |
| Fillet and wetting solder connection width on secondary side (solder source side) of PCA (mother board) to lands on both sides of daughter board. | 50%     | 75%     |
| Percentage of land area on PCA (mother board) covered with wetted solder on secondary side (solder source side)                                   | 75%     |         |

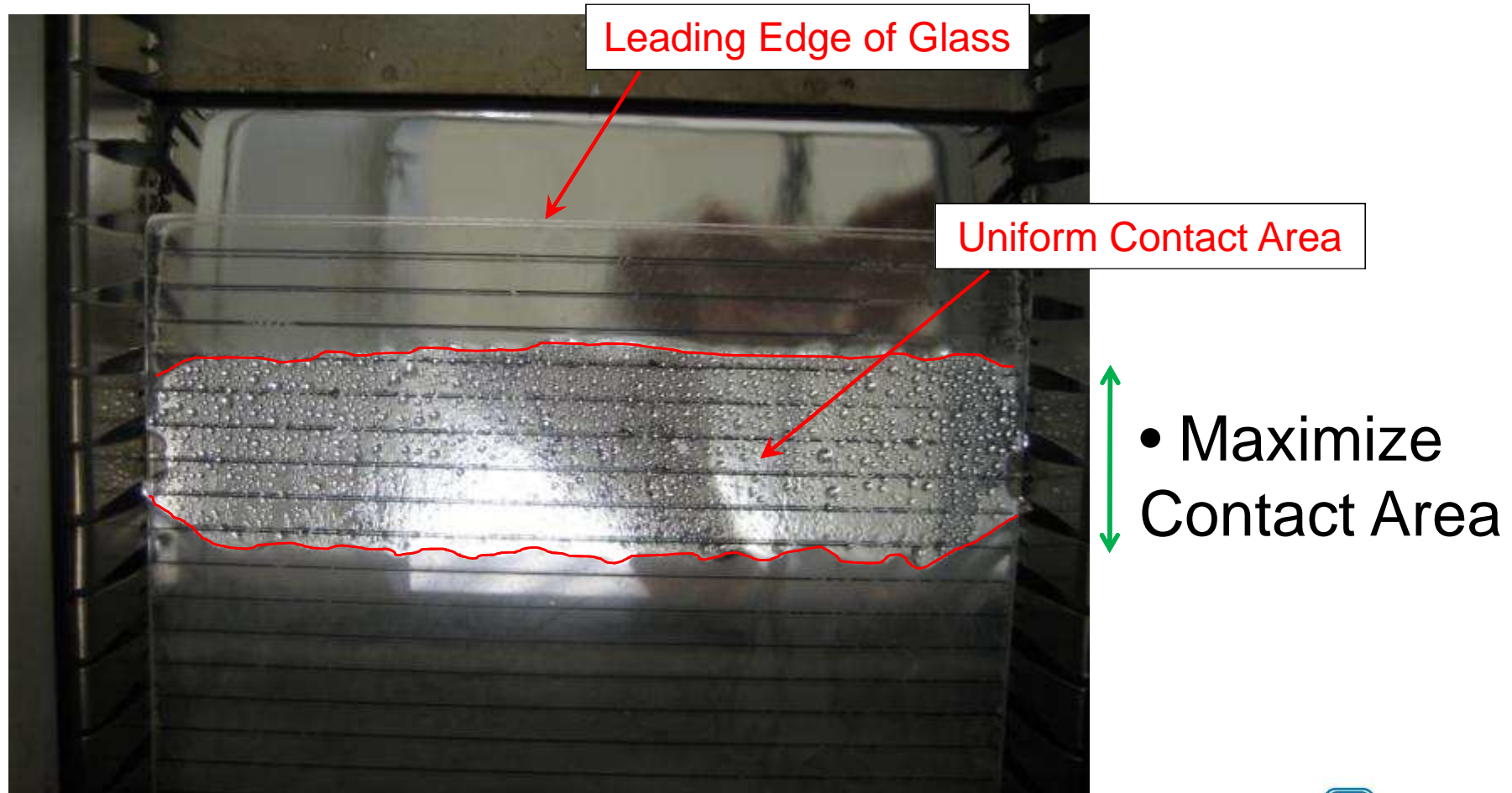
**Note 1.** Wetted solder refers to solder applied by the solder process.

**Note 2.** The 25% unfilled height includes both source and destination side depressions.



Cookson Electronics

# Good Wave Contact - MUST





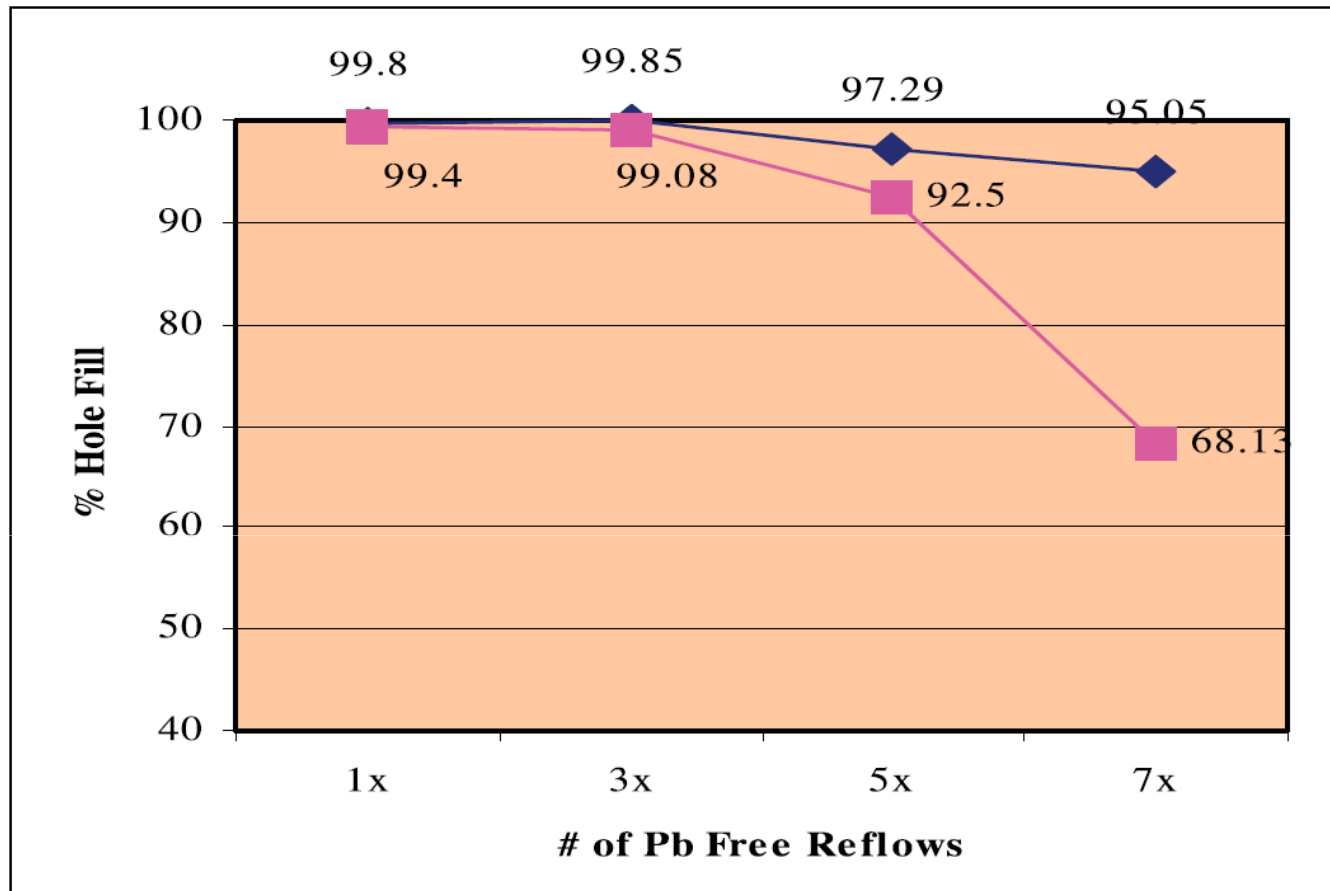


Figure 5. Through-Hole solderability of HT OSP and industry standard OSP (LS 500A flux, SAC 305 solder).

- Provides very flat solder pad surfaces and excellent compatibility for consistent and uniform solder paste application.
- Eliminates solder bridging defects that are commonplace in HASL finished printed circuit boards.
- Excellent solderability for both convection reflow and wave soldering.
- The organic coating does an excellent job eliminating copper oxidation. The solder joint exhibits a tin/copper intermetallic layer.
- Solder wetting is made directly on the copper solder pads to produce extremely strong and reliable solder joints.
- Copper has extremely good affinity to molten solder when it is clean and free of oxidation.
- The new HT OSP finish has the capability of at least 5 reflow cycles without degradation.
- The organic coating is dissolved by the presence of reflow heat and the flux activators in the paste.
- On double-sided SMT assemblies the organic coating is not degraded on the secondary side because it has not been exposed to solder paste flux activators.
- The finish has good rework-ability. In the event that defective coating is received, the material can be sent back to the supplier for recoating. Recoating is easy to do. The PWB is not exposed to structural degradation stemming from thermal stresses in the rework procedure.
- The selection of OSP does not limit supplier PWB availability. Most PWB suppliers offer OSP finishes.
- Under reasonably good ambient conditions the shelf life is about one year.

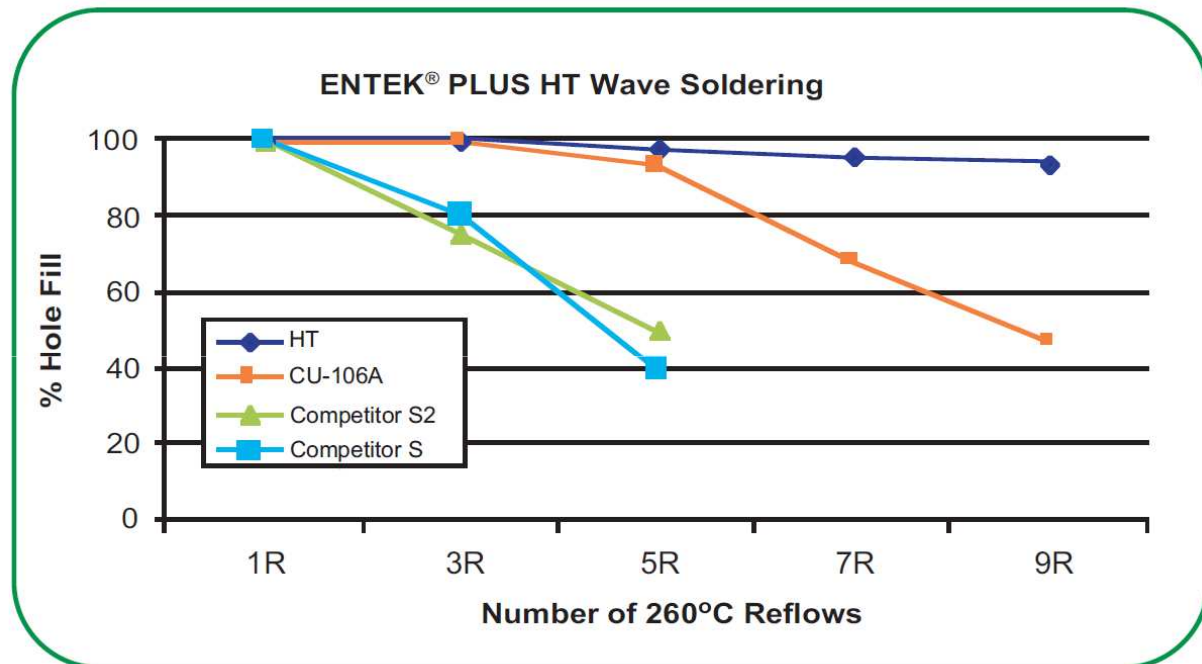


- a. Careful material handling procedures must be followed. **Gloves or finger cots** must be worn to protect the OSP coating material from **fingerprints**. **Human salts** are capable of degrading the coating such that the solder ability of the copper will be compromised.
- b. Strict practices and controls designed to eliminate **misprinting of solder paste** is paramount. **Mechanical removal** of the solder paste causes solder particles to be spread and imbedded inside via holes. Chemical removal of the paste degrades the organic coating. **Alcohol and other alcohol-blended solvents dissolve** about 75% of the coating material over the copper. **Water cleaning removes about 15%**. Board assemblies that have been treated with cleaning solvents to remove paste misprints must be processed with haste to avoid non-wetting defects resulting from oxidized copper.
- c. OSP finished printed circuit boards **may not be suitable for RF circuitry** assemblies. Most RF boards require a metal shield to be soldered and in contact to the grounding trace, thus providing the necessary shielding. The organic coating and the shield may not provide sufficient electrical shielding (no metal to metal contact).
- d. The OSP material **can give ICT test probes difficulty in contacting the test pads** on the board. More expensive multi-point test probes may be required in many cases. More frequent cleaning of the ICT test fixture probes will be necessary. An alternative solution is **to apply solder paste to the test pads** to ensure positive contact. This will not be possible if vias are used in place of test pads.
- e. **Interleaving paper should be used** to protect the OSP coating from abrasion damage during transit, where boards may slide against one other when stacked. An alternative method, and a more costly one, is to place individual boards in plastic bags.

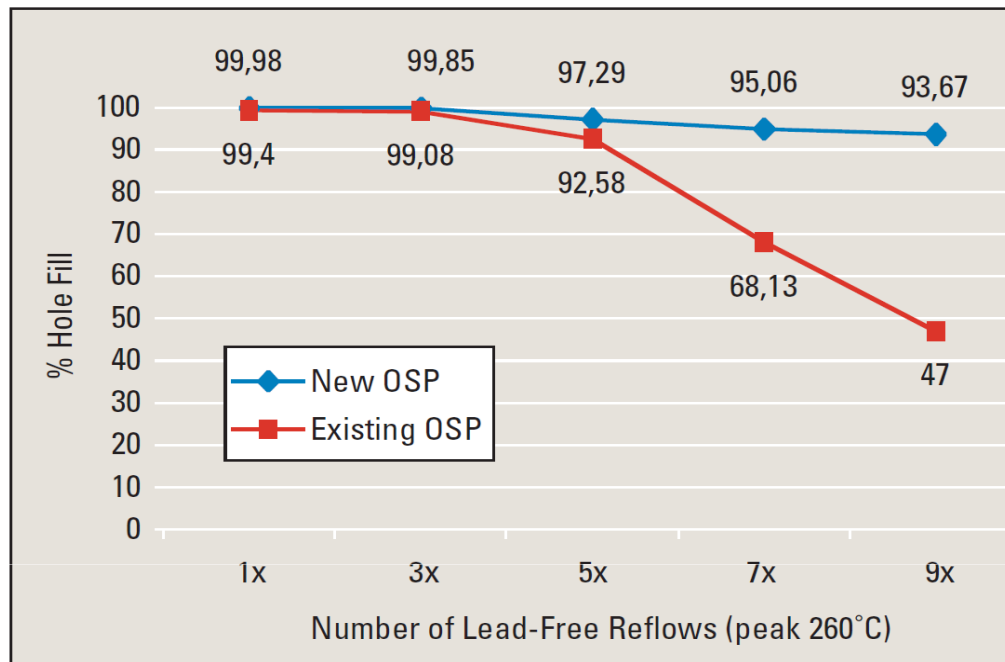




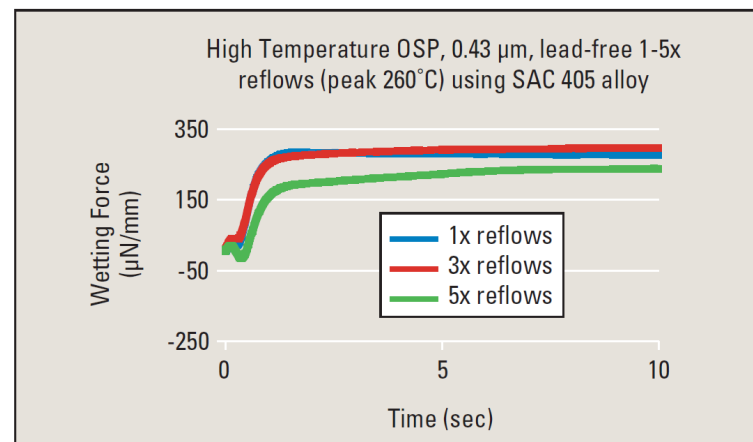
## ENTEK PLUS HT Capable of Pb-Free Reflows



ENTEK PLUS HT has demonstrated a 3x improvement versus other OSPs in Pb-free processes.



Through-hole solderability comparison for traditional and high temperature OSPs.



# General recommendation Handling / Storage condition / Time

## A. Handling Recommendations:

It is recommended that gloves are used for handling panels/circuits during all assembly processes. Or at the VERY least, handle the boards without touching the surfaces. Salts/acids from fingerprints will have a negative affect on the solderability.

## B. Storage condition and time

The storage environment should not to exceed 30°C and 75% RH (except immersion tin). Boards should be stored in original vacuum packaging to limit air accessing the surface, and the board.

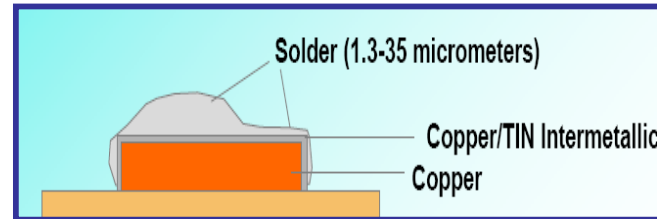


# HASL or HAL

Hot Air Solder Leveling  
Or  
Hot Air leveling



## LEADED Version



### ADVANTAGES

- + “Nothing Solders Like Solder”
- + Easily Applied
- + Lengthy Industry Experience
- + Easily Reworked
- + Multiple Thermal Excursions
- + Good Bond Strength
- + Long Shelf Life
- + Easy Visual Inspection
- + Cu/Sn Solderjoint

### DISADVANTAGES

- Co-Planarity Difference
- Potential Off-Contact Paste Printing
- Inconsistent Coating Thicknesses (on Varying Pad Sizes)
- Contains Lead
- Not Suited for High Aspect Ratios
- Not Suited for fine-pitch SMT and Grid Array Packages
- PWB Dimensional Stability Issues
- Bridging Problems on Fine Pitch
- Subjects the PCB to High Temp





## *UNLEADED Version*

**Equipment being used for the Coating of Lead-Free HAL  
Same as for Leaded Versions but with a few Modifications**



- **Higher Temp Steel Solder Pots and Stronger - Higher Temp Pumps**  
(Effective heat transfer by improved alloy circulation)
- Pre-heat panel (pre-dip)
- Longer contact time with PCB
- High temperature resistant chemistries (oils and fluxes)
- Copper control (Drossing – Dilution and Skimming)

## HASL (Hot Air Solder Level) Lead-Free

Typical Thickness: 1-40 $\mu$ m

### ADVANTAGES

- + “Nothing Solders Like Solder”
- + Easily Applied
- + Industry - Huge Co-Planarity Difference
- + Long Experience
- + Easily Reworked
- + Multiple Thermal Excursions
- + Good Bond Strength Assemblies
- + Long Shelf Life
- + Easy Visual Inspection
- + Low Cost - Not Suitable For HDI Products

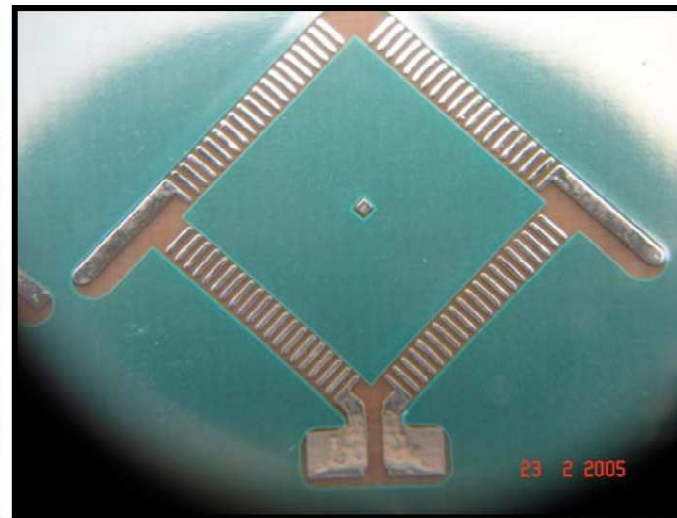
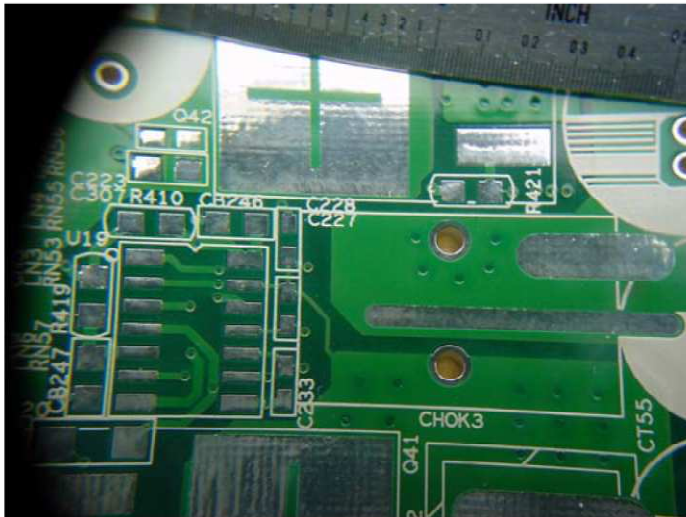
### DISADVANTAGES

- Not Suited for High Aspect Ratios
- Not Suited for < 20 Mil pitch SMT and BGA
- PWB Dimensional Stability Issues
- Bridging Problems on Fine Pitch
- Inconsistent Coating Thicknesses
- High Process Temperature 260-270 deg C



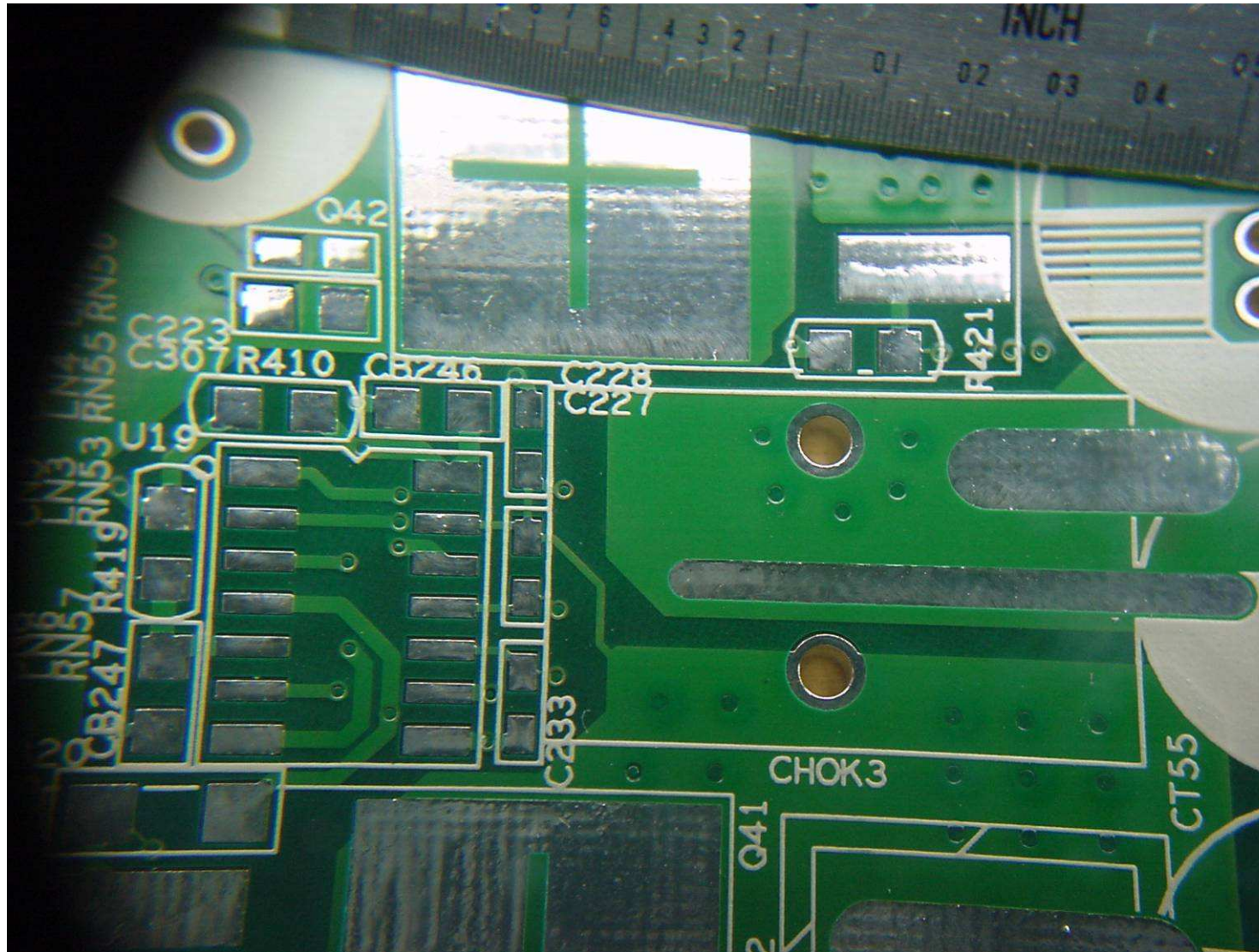
# Lead-Free HASL

- Lead-Free HASL is a reality.
- Cookson Electronics have developed a low cost high reliability Lead-Free alloy that is suitable for the HASL process.
- The alloy has the lowest in class rates of copper dissolution and delivers very flat pads even on the smallest pads.
- SACX delivers a flatter pad than traditional Tin Lead.



# Lead-free HASL Surface Finish

alpha



- Major challenge for Cookson Technical Team was to control the failure of STB chassis at Functional Testing which was also reflecting at the field.
- Major cause of the chassis failure at FT is PBGA.



Product : Set Top Box

IPC Class – 2

Model – STi5211

PCB Thickness – 1.6 mm

Cu Layer – 04

Pad Finish – HAL

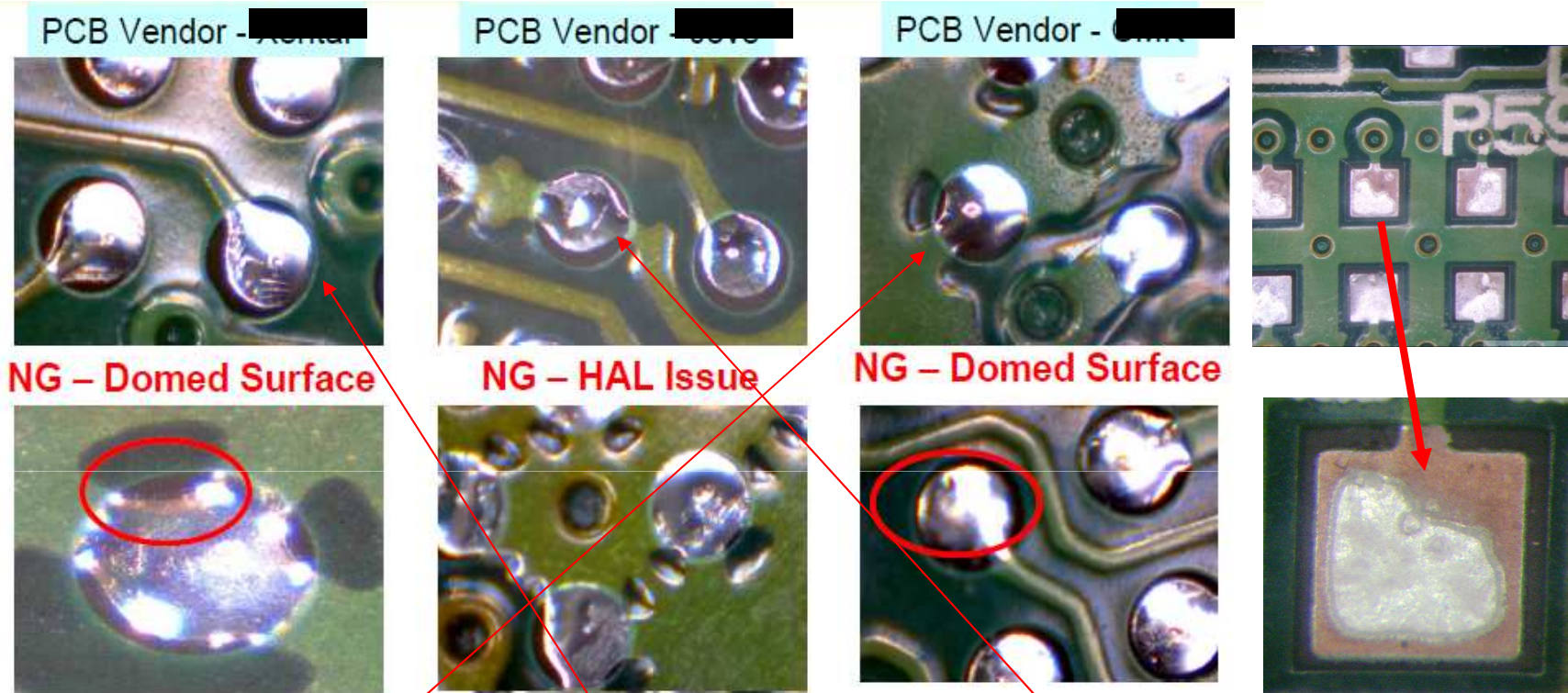
Solder Paste – OM338-T45-SAC405

BGA Ball Alloy – SAC305



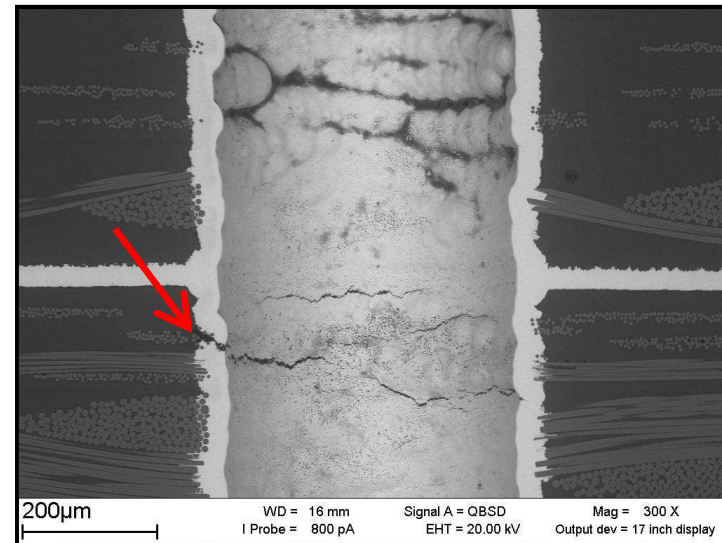
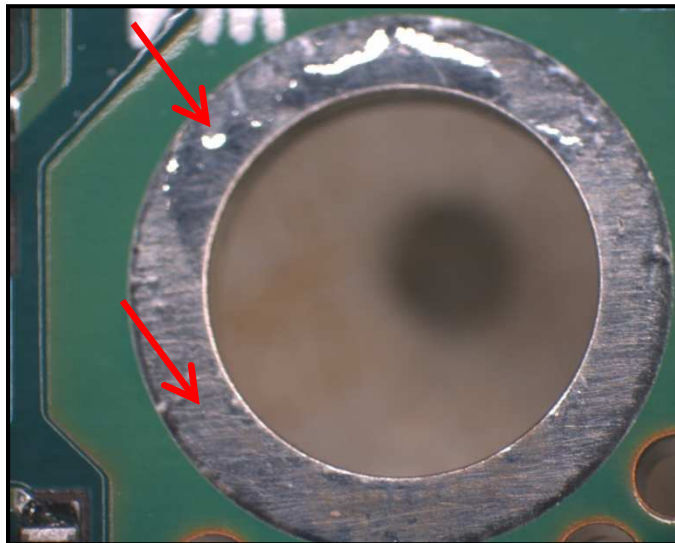
|                       |   |
|-----------------------|---|
| BGA's Co- Planarity   | ? |
| Solderpaste Height    | ✓ |
| Temperature reflow    | ✓ |
| Big Board Warping's   | ✓ |
| Solderpaste Tackiness | ✓ |
| Spheres Oxidised..    | ✓ |
| HASL Co-planarity     | ✓ |





**Major cause of the BGA solder joint failure is observed due to poor HASL finish of PCB.**

1. Co planarity – Uneven solder surface
2. Too thin coating of HASL leading to migration after 1<sup>st</sup> reflow itself exposing copper.  
( Poor solder ability in the subsequent reflows)
3. Solder mask window uneven around the BGA pad.



**PCB barrel cracking (see the picture), delaminations , bow and twist caused by solder bath thermal stress**



# What do experts say about HASL thickness?

alpha

coverage, and this will take time to get the best, consistent coverage. With users and suppliers working together, the process can

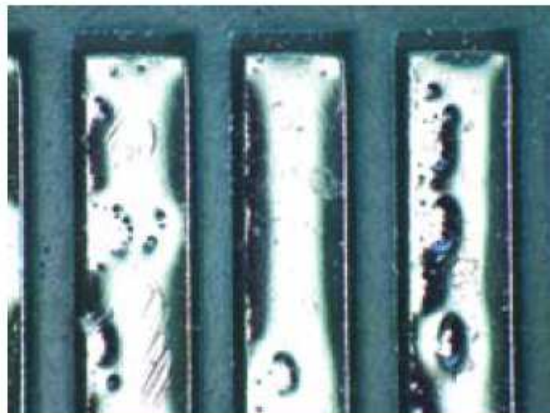


Figure 5. Solder mask residues.

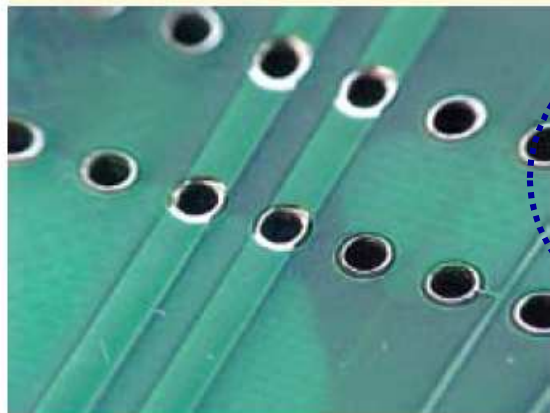


Figure 6. Poor bonding.

know the process and have considerable experience and data to support users and suppliers alike. The levelling process over the last 10 years has been demonstrating satisfactory coatings for lead-free in recent trials on tin/copper/nickel boards for the SMART Group workshops and production lines.

The results in Figure 8 are XRF measurements taken from sample boards during a SMART Group hands on workshop conducted in 2006. The boards featured a range of different pitches.

As a guide the following specification may be useful. It can be used or modified for solder levelled boards. Further inputs to improve these suggestions are always welcomed by the author.

If specified all exposed outer copper surfaces shall be coated with solderable finish of tin/lead or lead-free on the surface of mounting pads, test points and plated through hole. The coating should provide a minimum of 12 months shelf life and meet the solderability requirements of the IPC or IEC standards using a wetting balance. The coating thickness should average be between 10-15  $\mu\text{m}$  on specified pads.

able solder is, test boards produced for the launch of a new wave solder design the "Omega" in 19 are still soldering well today!

Nothing solders like solder, and its performance is getting better all the time!!

## References

- EM&T/SMART Group Glossary "Jargon Buster"
- SMART Group Lead-Free Experience Report
- SMART Group training video "Guide to PCB Solderable Finishes"
- CEMCO Solder Levelling Systems Guide
- Shipley Solder Finish Assembly Evaluation Project

Bob Willis is a process engineer providing engineering support in conventional and surface mount assembly processes. He runs special production features at exhibitions and offers his seminars, workshops and PCB manufacture and assembly audits worldwide. These complement his own practical in-house hands on workshops.

For further information go to [www.ASKbobwillis.com](http://www.ASKbobwillis.com).

## Lead-Free Solder Levelled Experience 4

Thickness for pads with Sn/Cu+Ni+Ge

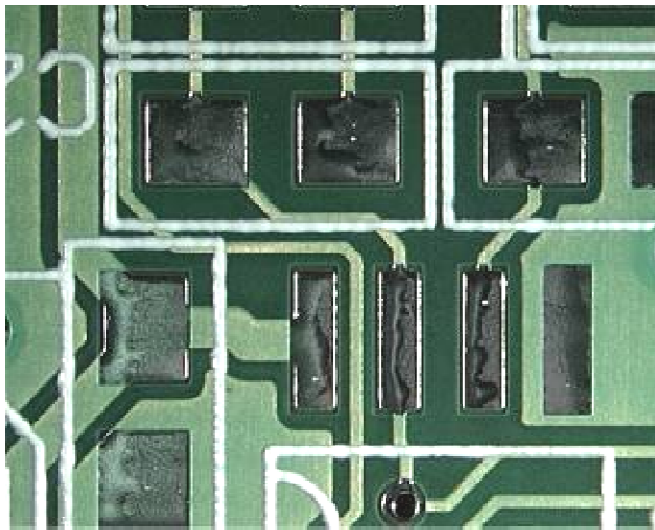
PCB 1

Bob Willis is a process engineer providing engineering support in conventional and surface mount assembly processes. He runs special production features at exhibitions and offers his seminars, workshops and PCB manufacture and assembly audits worldwide. [www.ASKbobwillis.com](http://www.ASKbobwillis.com).

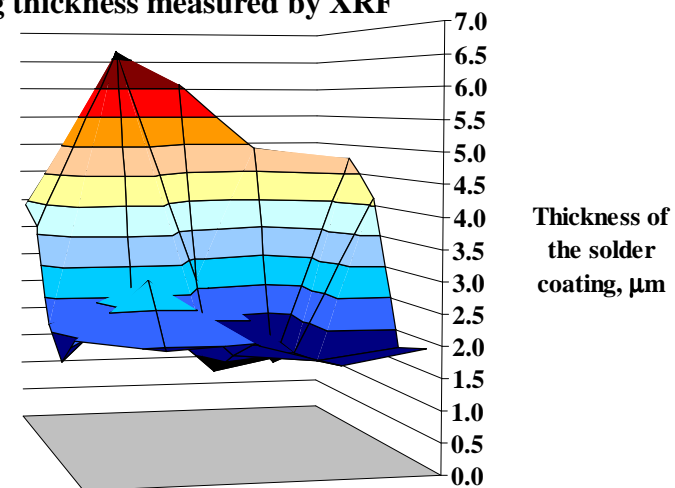
Cookson Electronics

## Thickness of the coating

It is a well known fact that finishes produced by the HASL method have non-uniform thickness of the solder coating. The thickness of the coating is determined by operating parameters. The coating should exhibit good-aging properties except for areas where the thickness of the layers is too thin



Mapping of one of the pads showing the difference in solder coating thickness measured by XRF



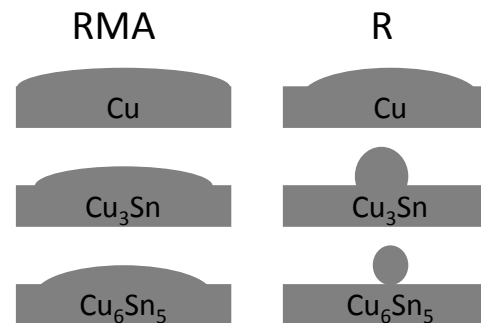
The areas with thin coating would have insufficient wettability after aging due to exposed intermetallic (IMC growth rate much slower at room temperature compare to the elevated temperatures, but still reaction does not stop. If solder layer was too thin, all tin would be consumed by Sn/Cu interfacial reaction)

## Wetting characteristics of the Cu, Cu<sub>3</sub>Sn and Cu<sub>6</sub>Sn<sub>5</sub> surfaces

| Material /Flux                       | Wetting Angle (°) | Area (mm <sup>2</sup> ) |
|--------------------------------------|-------------------|-------------------------|
| Cu/RMA                               | 3                 | 72                      |
| Cu/R                                 | 16                | 19                      |
| Cu <sub>3</sub> Sn/RMA               | 10-15             | 26                      |
| Cu <sub>3</sub> Sn/R                 | 93-101            | 4                       |
| Cu <sub>6</sub> Sn <sub>5</sub> /RMA | 10-17             | 23                      |
| Cu <sub>6</sub> Sn <sub>5</sub> /R   | 180               | 0                       |

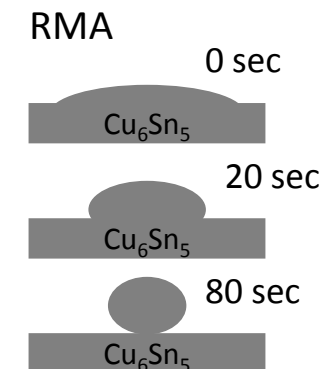
Note that:

RMA      Activated rosin flux  
R          Non-activated rosin flux



Side view shadowgraph of the areas spread tests on Cu, Cu<sub>3</sub>Sn and Cu<sub>6</sub>Sn<sub>5</sub> using two different fluxes

Side view shadowgraph of the areas spread tests on Cu<sub>6</sub>Sn<sub>5</sub> after preoxidation at 235°C for various times

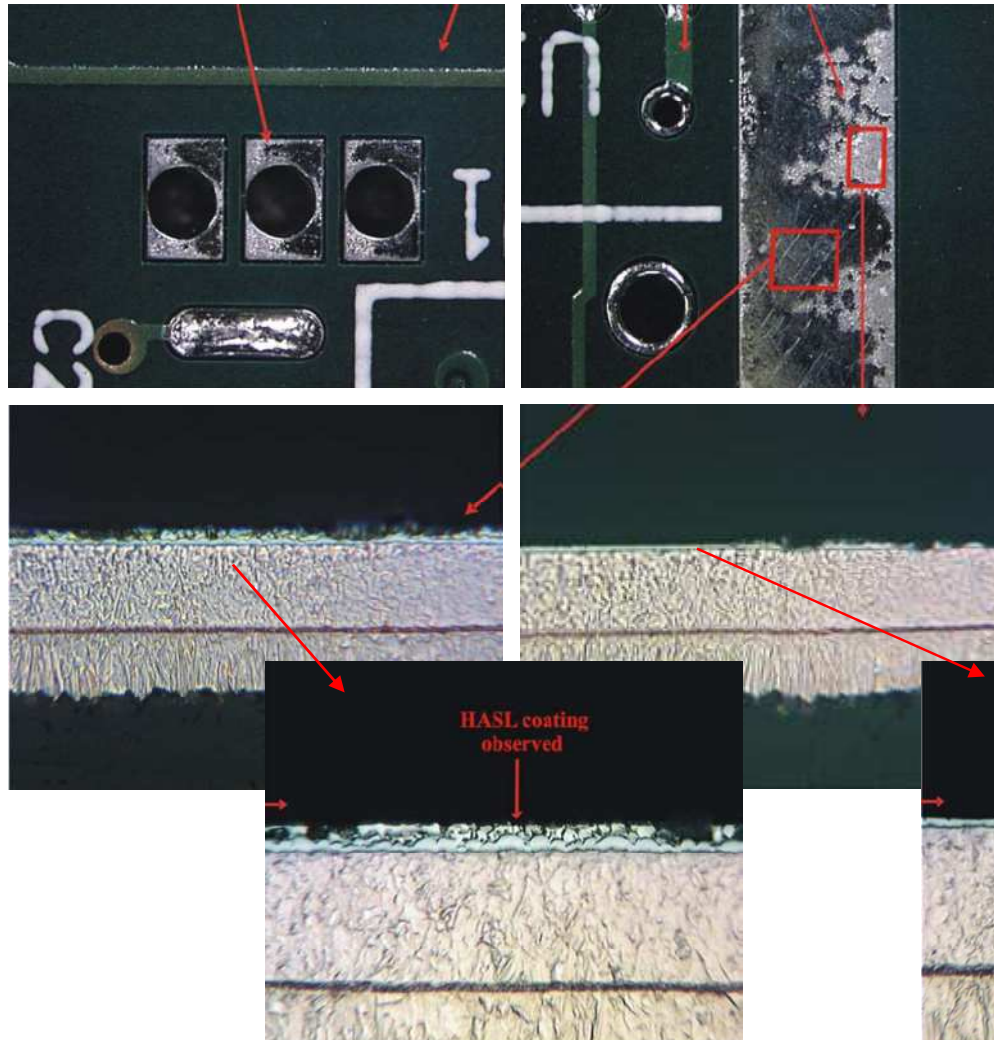


### Conclusions:

1. The wetting of the Cu<sub>3</sub>Sn and Cu<sub>6</sub>Sn<sub>5</sub> is poorer than Cu.
2. A strong degradation of the wetting of the intermetallic occurred with increased oxidation (SnO<sub>2</sub> and SnO was identified as a primary oxides formed on Cu<sub>3</sub>Sn and Cu<sub>6</sub>Sn<sub>5</sub> during storage in air)



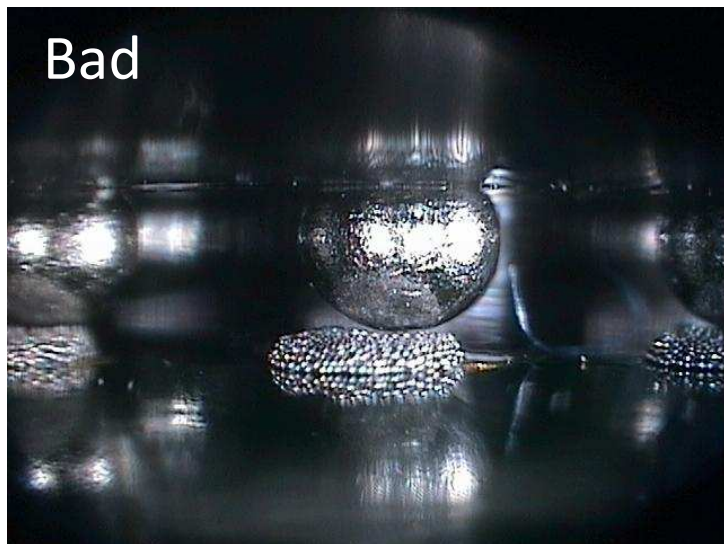
## Optical images of the cross sectioned board with HASL



The areas with thin coating would have insufficient wettability after aging due to exposed intermetallic (IMC growth rate much slower at room temperature compare to the elevated temperatures, but still reaction does not stop.

If solder layer was too thin, all tin would be consumed by Sn/Cu interfacial reaction)

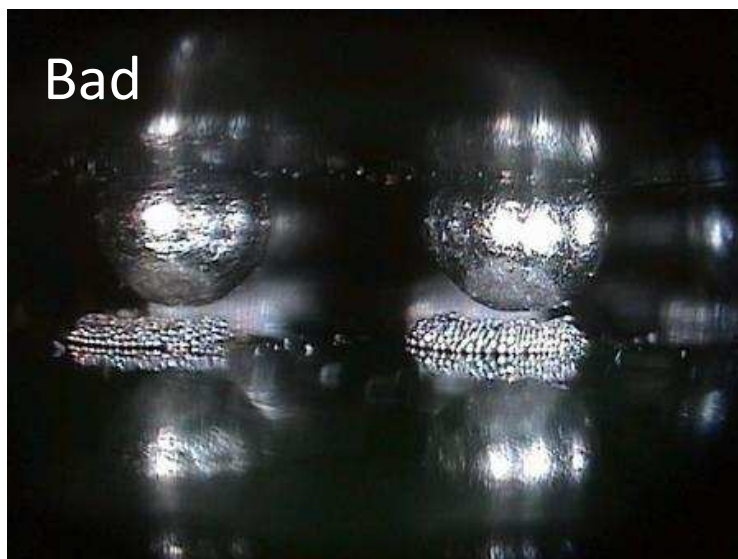
Bad



Good



Bad



Bad



What next ?  
Alternate Finish ?  
OSP ?



# Verifying Most Probable Root Cause

alpha

Based on Alpha India's CTS team's recommendation Txxxx Electronics procured 40K **OSP finish PCBs**. Processed these PCBs with our support in the line.

Result:

| Date       | Production | BGA Failure_OSP | Rejection % |
|------------|------------|-----------------|-------------|
| 18.12.2010 | 14545      | 2               | 0.0137      |
| 19.12.2010 | 14499      | 2               | 0.0138      |

With HASL finish PCB the BGA failure was - **0.1 % ( 1000 PPM )**

And now in OSP PCB reported is - **0.0137% ( 137 PPM )**.

Just the process failures excluding the field failures

**99.00 % Improvement in process**

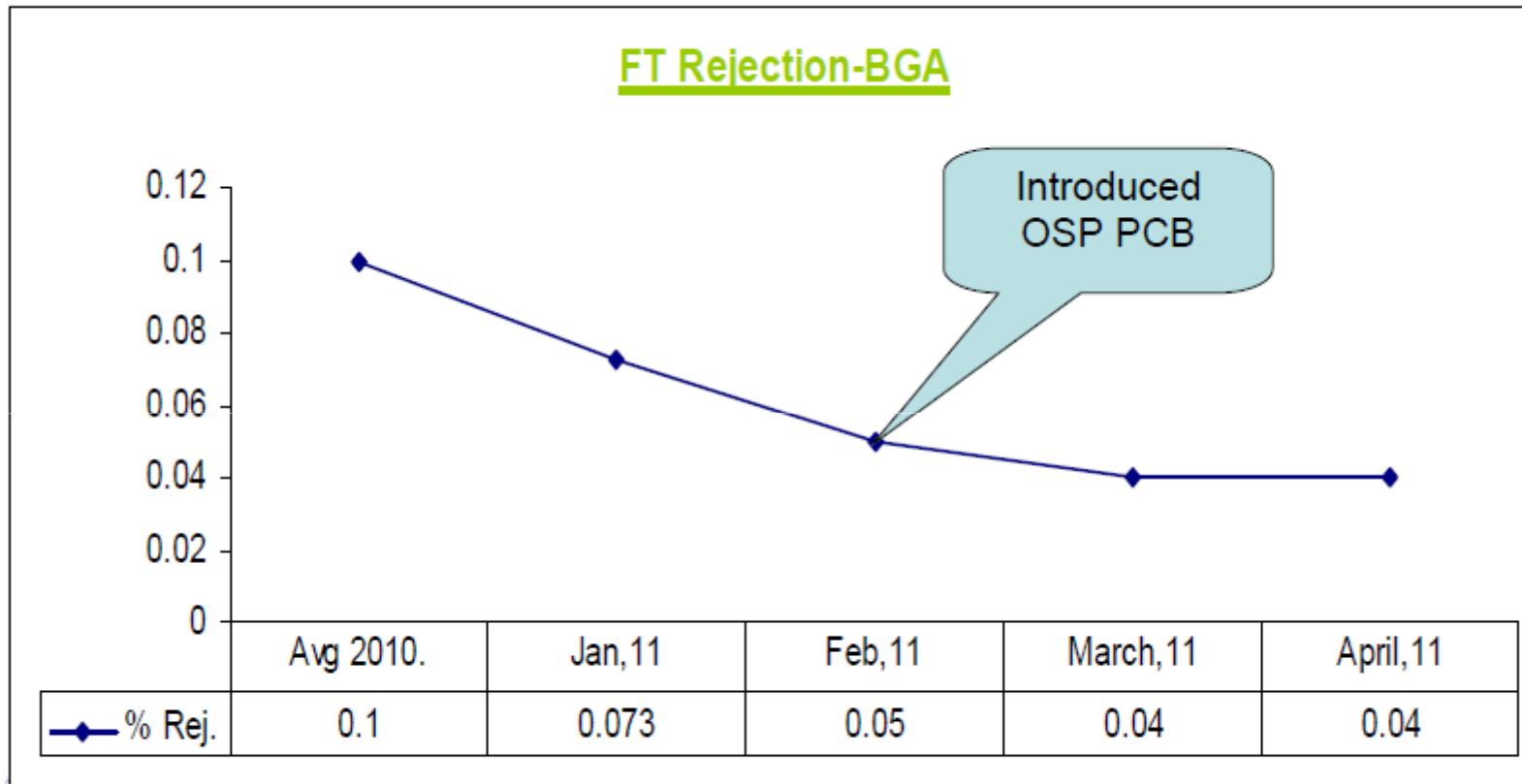
**With this experiment , We zeroed the PCB Part Defect contribution in Intermittent BGA Failure**



Cookson Electronics

## FT Rejection –BGA

DIRECT HAL CORRECT HAL



# Still have the stock of HAL PCB and will shift to OSP after consumption.





## Field Failures YTD April 2011

- Tuner = 0.8%
- Flash IC = 0.5%
- SMPS = 0.5%
- BGA = 0.03%
- Others = 0.9%

BGA is 300 ppm now as compared to 2.5% (25000 ppm) April 2010



| <b>ALLOY SYSTEM</b>      | <b>COMPOSITION</b>            | <b>MELTING RANGE (°C)</b> |
|--------------------------|-------------------------------|---------------------------|
| <b>Sn-Ag</b>             | <b>Sn-3.5Ag</b>               | <b>221</b>                |
|                          | <b>Sn-2Ag</b>                 | <b>221-226</b>            |
| <b>Sn-Cu</b>             | <b>Sn-0.7Cu</b>               | <b>227</b>                |
| <b>Sn-Ag-Bi</b>          | <b>Sn-3.5Ag-3Bi</b>           | <b>206-213</b>            |
|                          | <b>Sn-7.5Bi-2Ag</b>           | <b>207-212</b>            |
| <b>Sn-Ag-Cu Eutectic</b> | <b>Sn-3.8Ag-0.7Cu</b>         | <b>~217</b>               |
|                          | <b>Sn-4Ag-0.5Cu</b>           | <b>~217</b>               |
|                          | <b>Sn-4.7Ag-1.7Cu</b>         | <b>~217</b>               |
| <b>SAC305</b>            | <b>Sn-3.0Ag-0.5Cu</b>         | <b>218-219?</b>           |
| <b>SACX0307</b>          | <b>Sn~0.9Cu~0.17Ag~0.14Bi</b> | <b>217-228</b>            |
| <b>Sn-Ag-Cu-Sb</b>       | <b>Sn-2Ag-0.8Cu-0.5Sb</b>     | <b>216-222</b>            |
| <b>Sn-Zn-Bi</b>          | <b>Sn-7Zn-5Bi</b>             | <b>170-190</b>            |

## EUTECTIC ALLOYS

































## Copper Dissolution - Test Results

- The results showed that the Tin Lead alloy dissolved the least amount of copper.
- The best performance for the Lead-Free alloys was the **SACX** material.
- The worst performance was from SAC305



# Surface Finish Attributes

alpha

| Surface Finish | Cost  | Corrosion Res   | ICT   | Hole Fill  | Fine Pitch  | Cosmetics   | Comments   |
|----------------|---|---|---|--|---|---|--|
| Imm Silver     | Low<br>    | Poor<br>   | Good<br>   | Mod<br>    | Good<br>   | Poor<br>   | Good surface finish for soldering and testing, tarnish & creep corrosion are the weaknesses                              |
| HT OSP         | Low<br>    | Mod<br>    | Poor<br>   | Poor<br>   | Good<br>   | Mod<br>    | Requires pasting of test pads/vias. Difficult to achieve LF hole fill, especially on >0.062 boards.                      |
| LF HASL        | Mod<br>    | Good<br>   | Good<br>   | Good<br>   | Mod<br>    | Good<br>   | Phenolic laminate recommended. New equipment required. Flatness is better than SnPb HASL                                 |
| Imm Tin        | Mod<br>  | Good<br> | Good<br> | Mod<br>  | Good<br> | Mod<br>  | Solderability/hole-fill may be a problem on double sided PCBs. Shelf life.   |
| ENIG           | High<br> | Mod<br>  | Good<br> | Good<br> | Good<br> | Good<br> | Galvanic driven creep corrosion can occur if Cu is exposed. Ni-Sn interface is brittle with LF. Black pad issues remain. |



Cookson Electronics

# Final Plating Finish Comparisons:

alpha

|                                   | HASL (SnPb) | HASL Lead-Free | Electroless Nickel Immersion GOLD - ENIG | Immersion Silver-IAg | Organic Solderable Coatings - OSP | Immersion Tin - ISn | Electrolytic Nickel Gold - NiAu |
|-----------------------------------|-------------|----------------|--|----------------------|-----------------------------------|---------------------|---------------------------------|
| <b>RoHS Compliant</b>             | No          | Yes            | Yes                                      | Yes                  | Yes                               | Yes                 | Yes                             |
| <b>Fabrication Costs</b>          | Low         | Low            | Medium                                   | Medium               | Low                               | Medium              | High                            |
| <b>Shelf Life</b>                 | 1 Year      | 1 Year         | 1 Year                                   | 9-12 Months*         | 9-12 Months*                      | 9-12 Months*        | 1 Year                          |
| <b>Assembly Cycle Capacity</b>    | Multiple    | Multiple       | Multiple                                 | Multiple             | Multiple                          | Multiple            | Multiple                        |
| <b>Multiple Rework Capacity</b>   | Limited     | Limited        | Limited                                  | Yes                  | No                                | No                  | No                              |
| <b>Solder Wettability</b>         | Excellent   | Good           | Good                                     | Very Good            | Good                              | Good                | Good                            |
| <b>Co-planarity</b>               | Poor        | Good           | Excellent                                | Excellent            | Excellent                         | Excellent           | Good/Poor                       |
| <b>Solder Joint Integrity</b>     | Excellent   | Good           | Good                                     | Excellent            | Good                              | Good                | Poor**                          |
| <b>Low Resistance/ High Speed</b> | No          | No             | No                                       | Yes                  | N/A                               | No                  | No                              |
| <b>Aluminium Wire Bond</b>        | No          | No             | No                                       | No                   | Yes                               | No                  | Yes                             |

CS

# Surface Finishes Usability Based on Technology

alpha

| SURFACE FINISH                  | THROUGH-HOLES   | PRESS-FIT       | SMT | FINE-PITCH BGA  | EMI SHIELDS     | CARD GUIDES | EDGE CONNECTORS | FLIP CHIPS | GOLD WIRE BOND | ALUMINUM WIRE BOND |
|---------------------------------|-----------------|-----------------|-----|-----------------|-----------------|-------------|-----------------|------------|----------------|--------------------|
| Selective Solder                | OK              | OK              | OK  | OK              | OK              | OK          | OK              | OK         | No             | No                 |
| ENIG                            | OK              | OK              | OK  | No <sup>1</sup> | OK              | OK          | OK              | OK         | No             | No                 |
| HASL                            | OK              | OK              | OK  | No              | OK              | OK          | OK              | No         | No             | No                 |
| Immersion Sn                    | OK              | OK              | OK  | OK              | OK              | OK          | OK              | OK         | No             | No                 |
| Immersion Ag                    | OK              | OK              | OK  | OK              | No <sup>3</sup> | OK          | OK              | OK         | No             | No                 |
| OSP                             | OK              | OK <sup>2</sup> | OK  | OK              | No              | No          | OK              | OK         | No             | OK                 |
| Electrolytic Ni-Au <sup>4</sup> | No <sup>5</sup> | OK              | OK  | OK              | OK              | OK          | OK              | OK         | OK             | OK                 |
| Reflow Sn-Pb                    | OK              | OK              | No  | No              | OK              | No          | OK              | No         | No             | No                 |

<sup>1</sup> Not Suitable for 1.0mm pitch or less.

<sup>2</sup> Not the best or more robust choice.

<sup>3</sup> EMI Shielding OK, but tarnish formed when left unsoldered / exposed

<sup>4</sup> Electrolytic Ni-Au will embrittle solder paste due to excess gold plated in PCB high current density areas.

<sup>5</sup> Not for aspect ratios > 8:1 due to poor throwing power



Cookson Electronics

## **ENIG or ENEPIG**

- SnPb medical and aerospace
- Small specialty electronics (not Pb-free that is susceptible to shock).

## **OSP (but must address ICT issues)**

- Hand held electronics
- Notebook computers
- Basic desktop computers
- Basic consumer electronics & power supplies
- Pb-free Medical or aerospace (thin PCBs)



## **ImAg**

- Fully enclosed hand held electronics
- Basic consumer electronics

## **ImSn**

- Simple consumer electronics (not fully enclosed)
- Simple medical or aerospace applications (1 side)
- Low to moderate volume peripheral components

## **LF HASL**

- Thick LF PCBs going into business environments (servers, telecom equipment)
- Complex Pb-Free medical or aerospace?





# Alternate Cost Effective Soldering Materials





# *Wave Solder Materials*

## **Alloys**



# What are some key considerations for companies considering next generation Pb-Free alloys?

*Same old story...*

- » Reliability
- » Processing Parameters
- » Soldering Performance
- » Availability and Cost

*(Assumes alloys have sufficient electrical conductivity)*



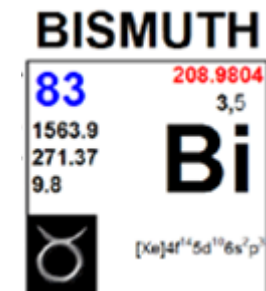
## Reliability

|   |
|---|
| Density / Specific Gravity                |
| Thermal Conductivity                      |
| Coefficient of Thermal Expansion          |
| Tensile Strength (M-Pa)                   |
| Elongation %                              |
| Hardness                                  |
| Creep Strength ( <i>time to failure</i> ) |
| Stress Testing – joint strength           |
| Stress Testing - thermal cycling          |
| Tin Whiskers                              |



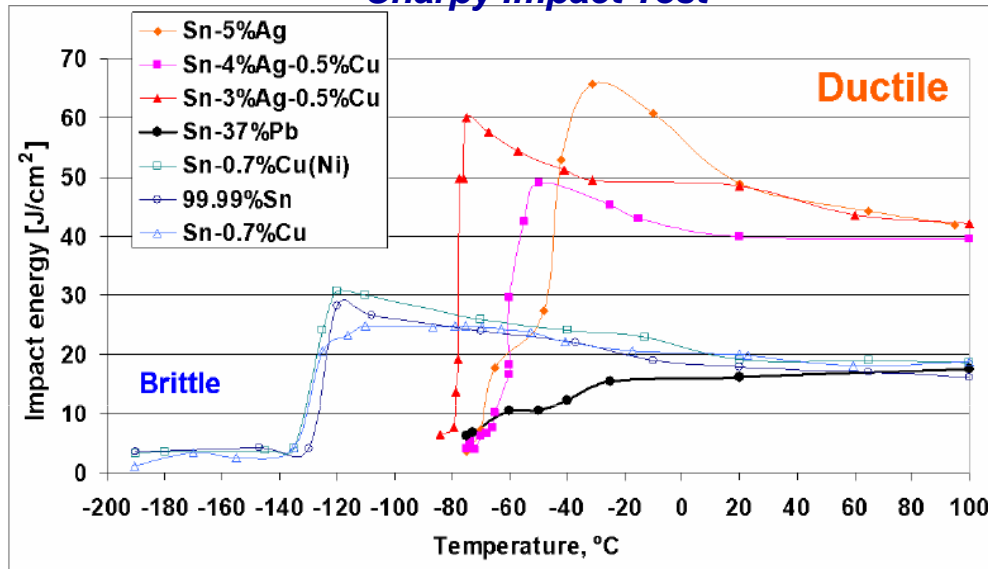
• **Silver improves the fatigue resistance of Lead-Free alloys as it forms IMC Ag<sub>3</sub>Sn with the tin, these hard platelets increase the fatigue resistance.**

• **Small amounts of Bismuth (<3%) improves the fatigue resistance of Lead-Free solder alloys. This is due to the solid solubility of Bismuth in Tin that results in a hardening of the alloy.**



## Reliability data

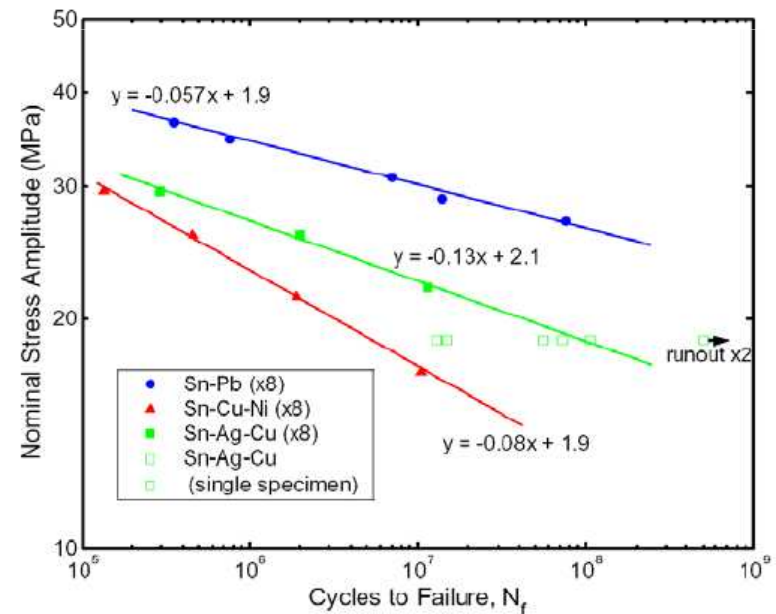
**Charpy Impact Test**



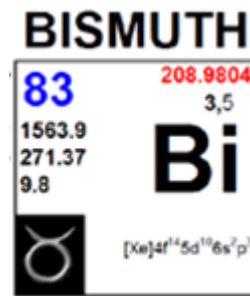
**Silver contributes to alloy strength while also helping to keep it ductile – improving its ability to absorb and recover from mechanical stress**

**The Ag<sub>3</sub>Sn platelets also make the alloy hard**

|   | SAC 0307x | Leading Ag free alloy | SAC 305 alloy |
|---|-----------|-----------------------|---------------|
| Vickers Hardness measurements on multiple samples | 14.2      | 11.1                  | 15.3          |
|   | 14.1      | 12.1                  | 15.1          |
|   | 14.0      | 10.5                  | 14.8          |
|   | 13.9      | 11.3                  | 14.7          |
|   | 14.1      | 11.7                  | 15.5          |
| Mean  | 14.06     | 11.34                 | 15.2          |
| Std dev   | 0.11      | 0.61                  | 0.42          |



# Processing Parameters



*Silver and Bismuth lower the liquidus temperature.*

*Nickel lowers copper dissolution but increases the liquidus temperature*



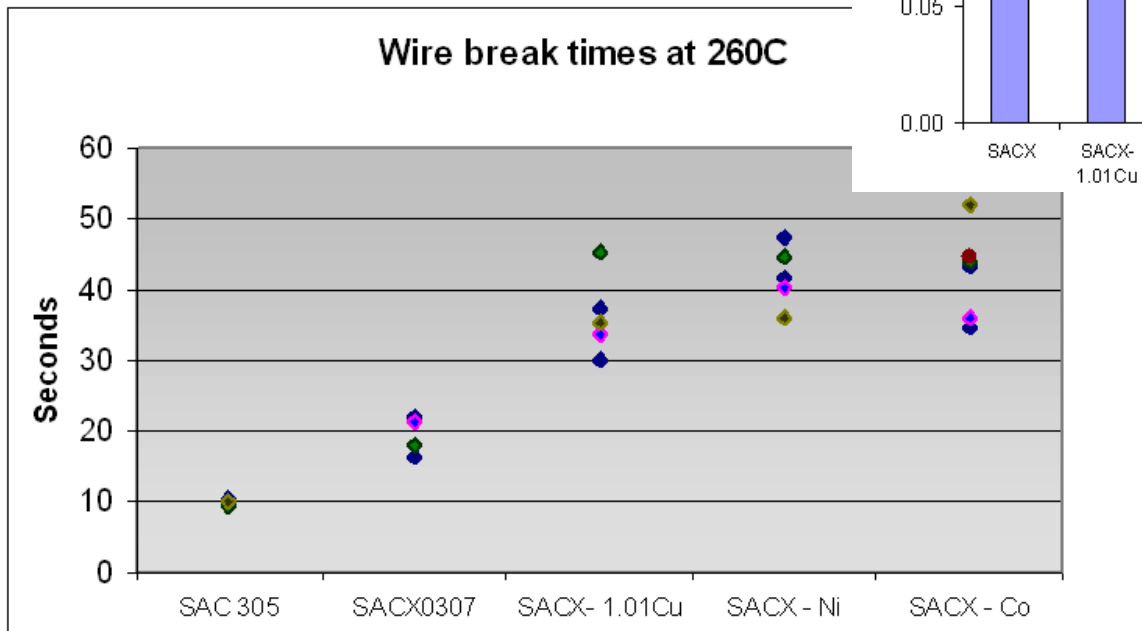
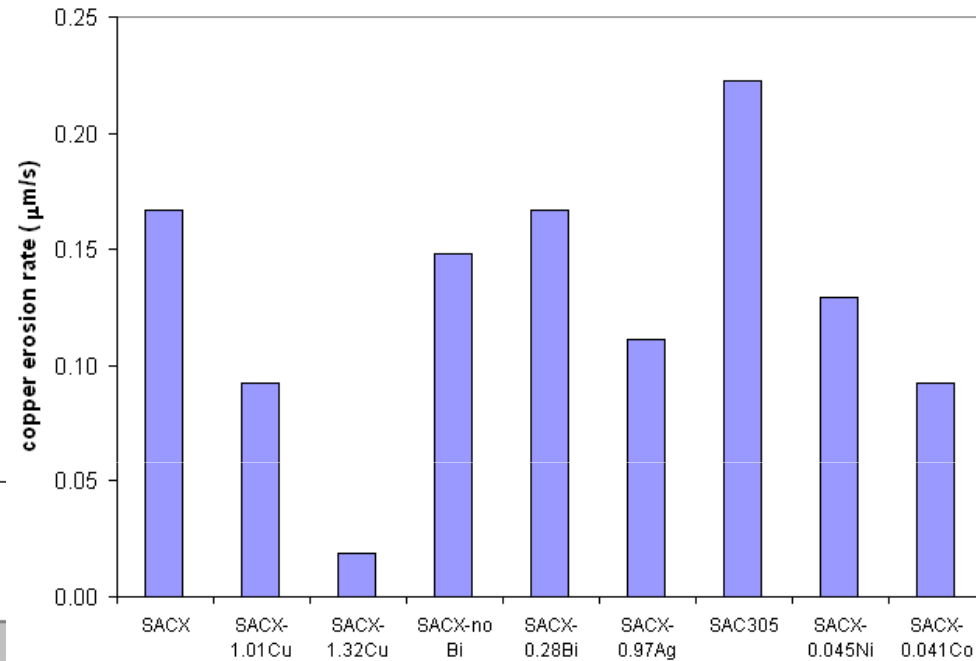
|                         |
|-------------------------|
| Impurities              |
| Alloy Stability         |
| Liquidus / Solidus Temp |
| Specific Heat           |
| Copper Erosion Rate     |
| Drossing Rate           |
| Pot Corrosion           |
| Operating Temperature   |

Other additives reduce dross rates



# Copper Dissolution Data

- Cu, Ni and Co reduce the erosion rate
- Ag increases Cu erosion rate



**Time required for 50µm copper wire to dissolve in 260°C molten alloy bath.**

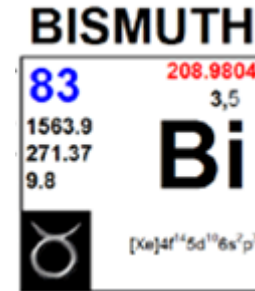
# Soldering Performance

|               |
|---------------|
| Wetting Speed |
| Wetting Force |
| Skips         |
| Bridging      |
| Solder Balls  |
| Hole Fill     |
| Spread        |
| Joint Finish  |



*Silver improves wetting speed and force by lowering the surface tension of the SAC alloy. This also lowers defects like bridging and skips when soldering SMT components.*

*Bismuth improves the wetting speed and force thereby improving hole-fill and spread. Additions of Bismuth compensate for the reduction in Silver in lower Silver SAC alloys to maintain these strong wetting properties.*

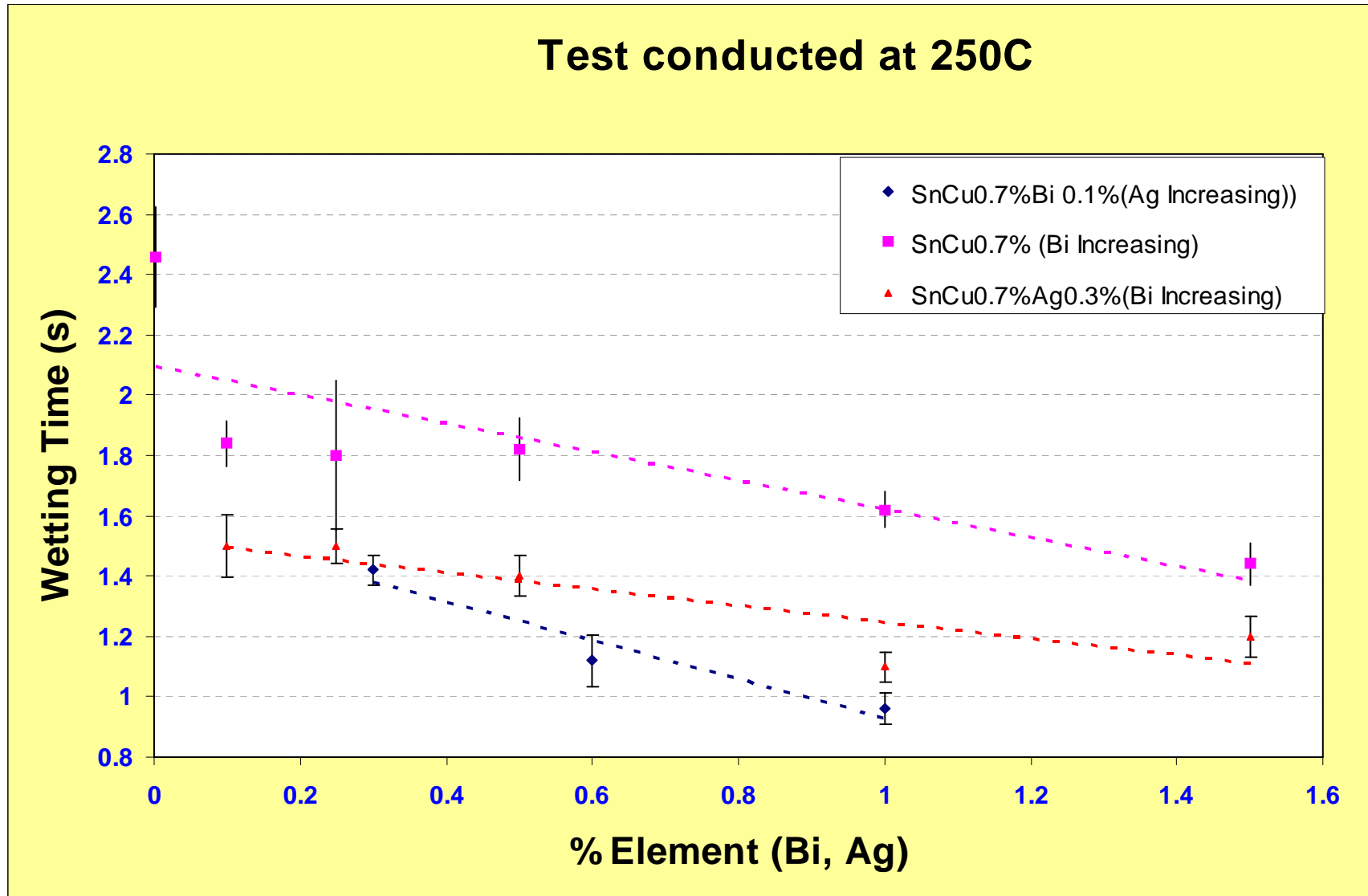


*Nickel increases surface tension – lowering wetting speed and force.*



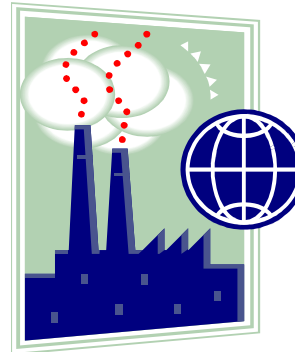


# The effect of Bismuth and Silver



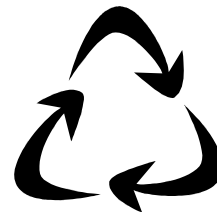
## Alloy Availability and Cost

|                                    |
|------------------------------------|
| Alloy availability                 |
| Alloy cost                         |
| Sizes / Shapes                     |
| Markings                           |
| Packaging                          |
| Manufacturing proximity / capacity |
| Recycling                          |
| Regulatory                         |
| Intellectual Property              |



*Is the alloy available everywhere you need it?*

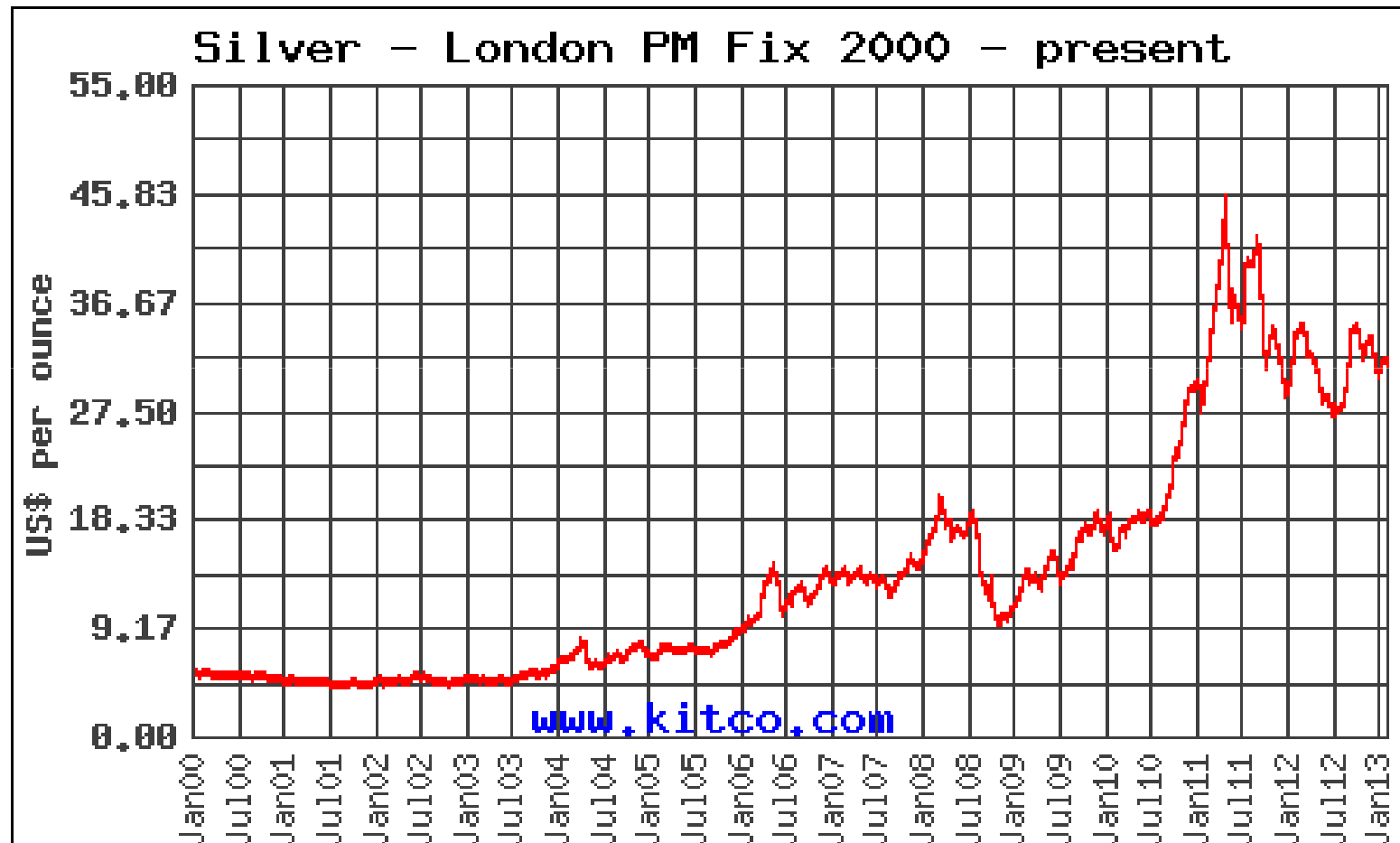
*Silver content has big impact on alloy cost. A 1% decrease in silver results in a 10% decrease in cost.*



*Are all the alloys constituents recyclable?*

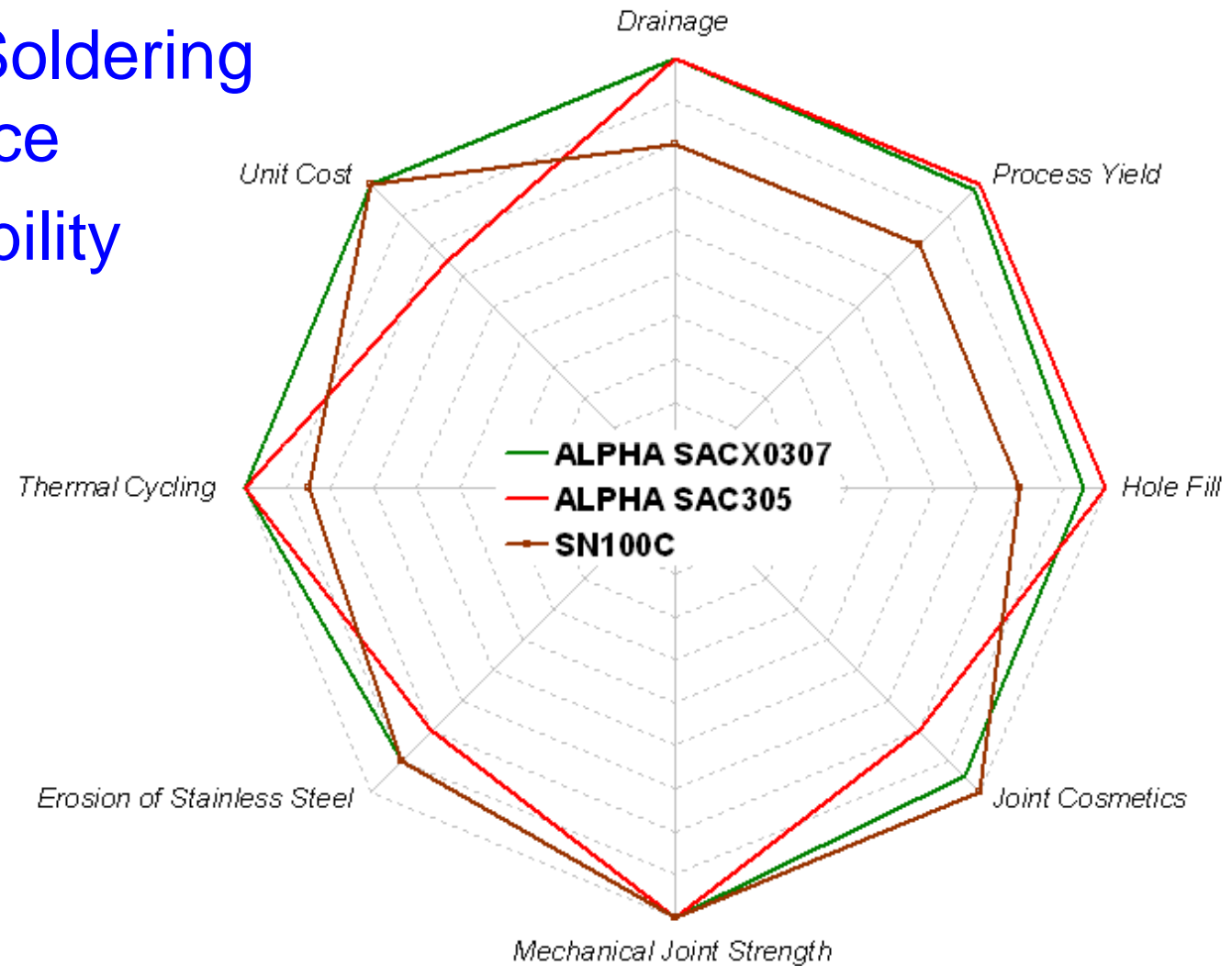


## Trend of Silver (Ag) : 2000- 2013



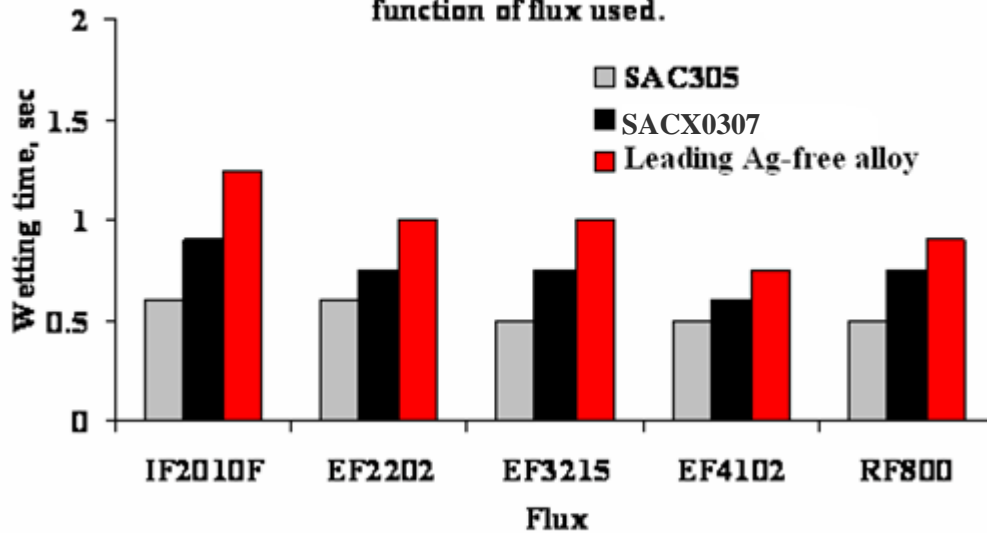
## PbFree Wave Solder Alloy Attribute Balance

- Excellent Soldering Performance
- High Reliability
- Low Cost



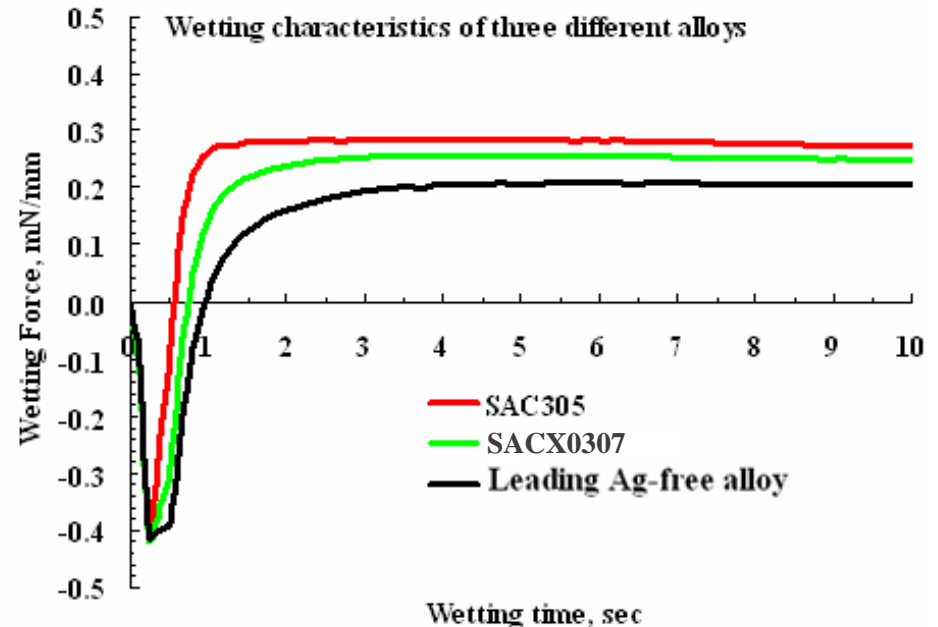
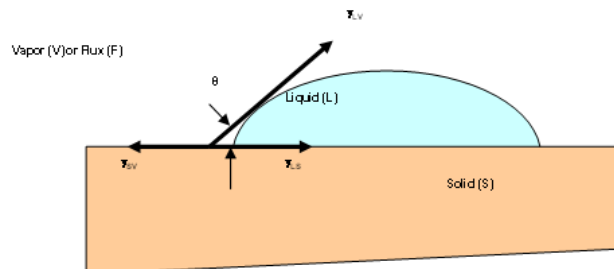
# Why SACX?

Wetting time for different lead free solder alloy as a function of flux used.



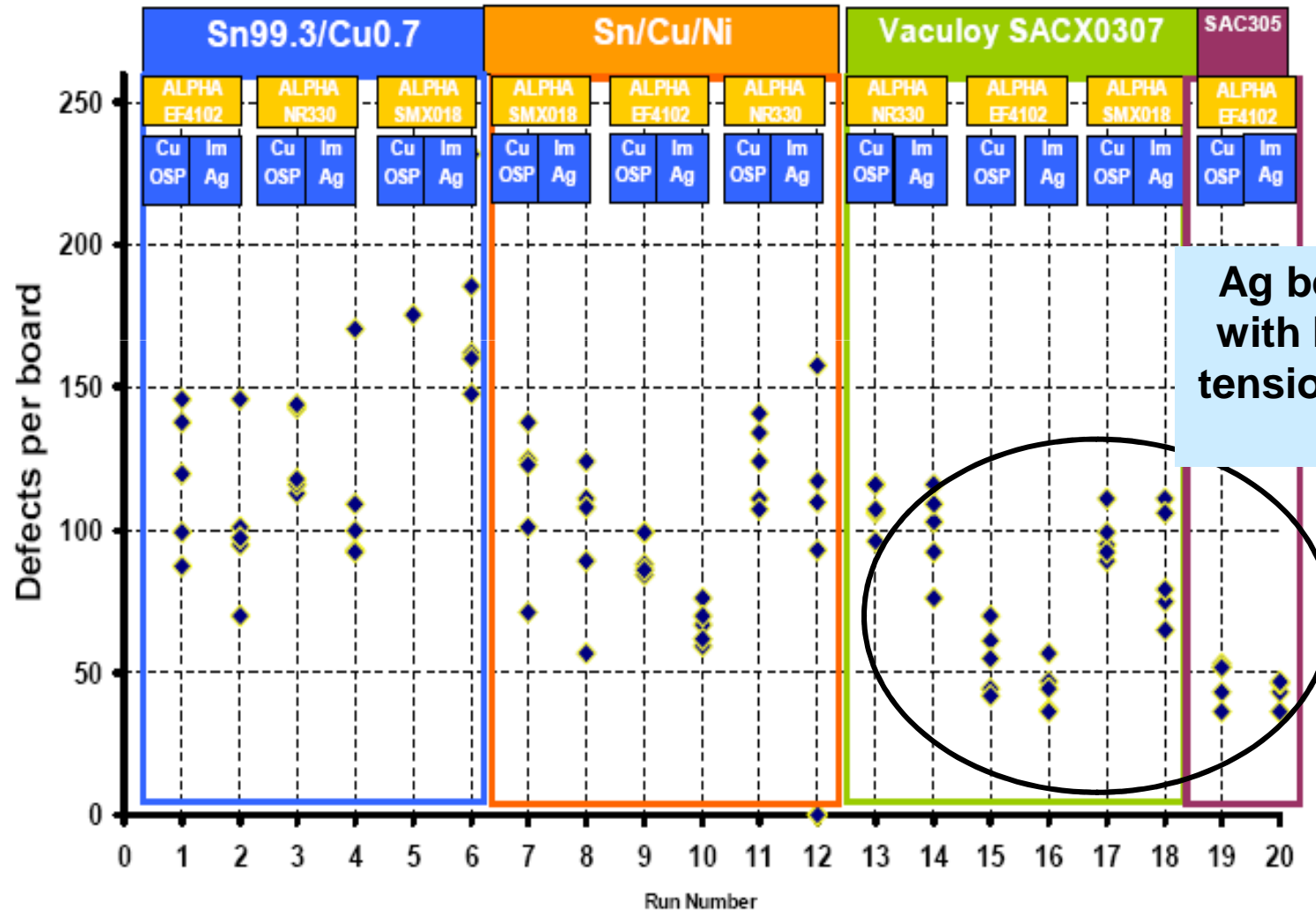
SACX exhibits **higher wetting force** and **faster wetting speed** than non Ag bearing alloys

Wetting Speed and Force is directly correlated to Hole Fill and Drainage performance during wave soldering.

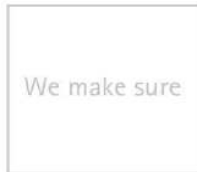


# Bridging Performance

## Vaculoy SACX0307 Versus Sn/Cu based alloys



## Companies that have transitioned to SACX



Over 1000  
Companies building  
nearly half a billion  
PCB's!



## Thermal Cycling

## Test Results

- SACX0307 Solder Fillet - no fatigue cracks or grain delineation

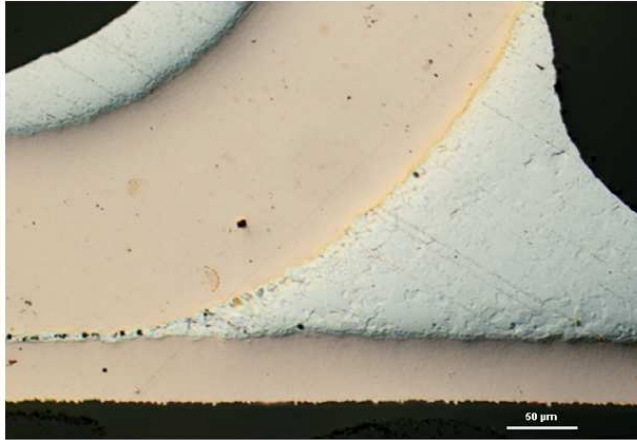
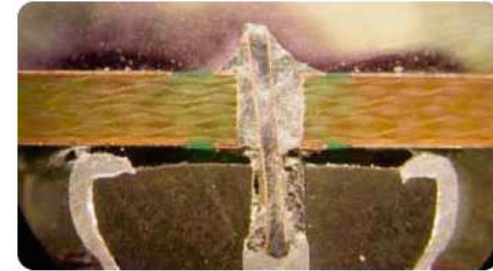


Figure B2. No fatigue cracks can be seen in the heel fillet of the joint at higher magnifications

SACX exhibits equivalent or better reliability than all the leading Pb-free alloys



SACX after cycling – no cracks

## Sampling of results from customer thermal cycling tests

| Test Type       | Lower | Upper | Cycles | Results  |
|-----------------|-------|-------|--------|--|
| Thermal Cycling | -40   | 125   | 2000   | <i>No difference between SACX and SAC305</i>     |
| Thermal Cycling | -40   | 85    | 1000   | <i>Lower failure rate than SAC305</i>            |
| Thermal Cycling | -40   | 90    | 500    | <i>0 failures</i>                                |
| Thermal Shock   | -40   | 80    | 300    | <i>Lower failures than Sn/Cu/Ni</i>              |
| Thermal Cycling | 0     | 100   | 500    | <i>Passes requirements of PC manufacturer</i>    |
| Thermal Cycling | -40   | 125   | 1000   | <i>Equivalent to SAC305 better than Sn/Cu/Ni</i> |

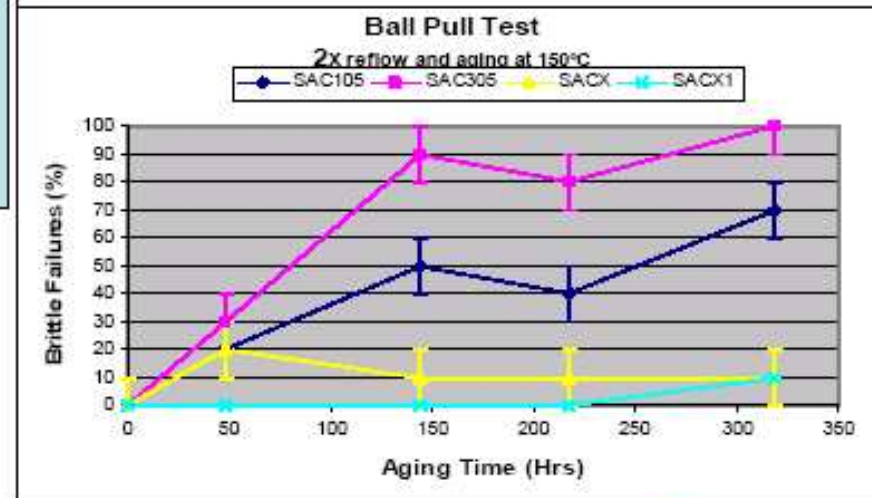
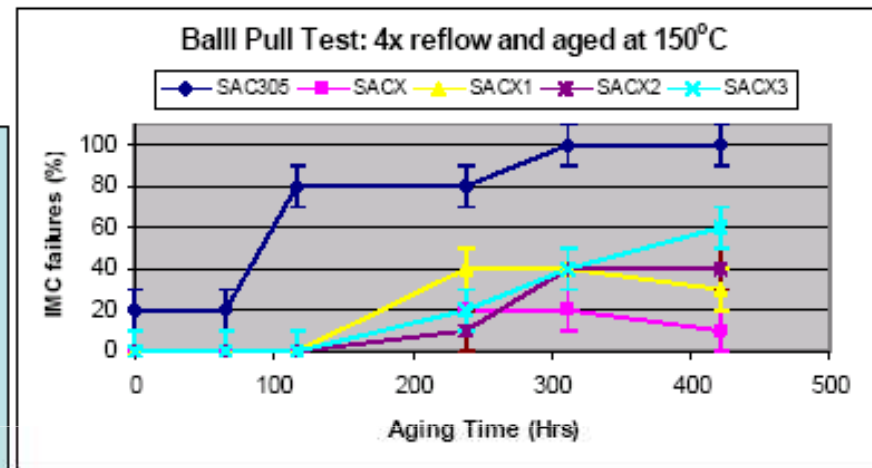




# IMC and Test results

## Ball Pull Results

- SAC305 shows highest % IMC fracture
- SAC105 is slightly better than SAC305
- SACX shows the lowest % brittle failure
- SACX1 with enhanced oxidation resistance also shows good ductility



SACX exhibits **Higher Strength vs. SAC305** in a variety of SMT Pull Tests

PQFP208 Lead Pull Tests

| Sample ID | SAC X/235C | SAC X/240C | SAC X/250C | SAC/235C | SAC/240C | SAC/250C |
|-----------|------------|------------|------------|----------|----------|----------|
| 594       | 508        | 480        | 215        | 352      | 213      |          |
| 527       | 535        | 500        | 242        | 280      | 253      |          |
| 538       | 565        | 492        | 221        | 201      | 342      |          |
| 465       | 662        | 578        | 325        | 245      | 382      |          |
| 334       | 519        | 495        | 293        | 264      | 250      |          |
| 576       | 551        | 522        | 339        | 266      | 266      |          |
| 546       | 576        | 495        | 576        | 253      | 250      |          |
| 562       | 632        | 401        | 807        | 239      | 272      |          |
| 522       | 525        | 447        | 826        | 113      | 242      |          |
| 468       | 498        | 511        | 776        | 126      | 218      |          |
| 530       | 538        | 595        | 651        | 113      | 237      |          |
| 490       | 586        | 594        | 240        | 129      | 220      |          |
| 573       | 527        | 468        | 225        | 136      | 246      |          |
| 490       | 554        |            |            |          |          |          |
| 465       | 516        |            |            |          |          |          |
| 386       | 480        |            |            |          |          |          |
| 500       | 538        |            |            |          |          |          |
| 616       | 501        |            |            |          |          |          |
| 471       | 488        |            |            |          |          |          |
| 533       | 557        |            |            |          |          |          |
| Avr=      | 509        | 543        |            |          |          |          |
| High=     | 616        | 662        |            |          |          |          |
| Low=      | 334        | 480        |            |          |          |          |

SO16 Lead Pull Tests

|       |     |
|-------|-----|
| 465   | 516 |
| 386   | 480 |
| 500   | 538 |
| 616   | 501 |
| 471   | 488 |
| 533   | 557 |
| Avr=  | 509 |
| High= | 616 |
| Low=  | 334 |

| Section 3<br>Package<br>Parallel To<br>Wave | SAC305                 |              | SACX0307               |              |
|---|------------------------|--------------|------------------------|--------------|
|   | Pull-Off Strength (kN) | Failure Mode | Pull-Off Strength (kN) | Failure Mode |
|   | 0.0133                 | 6            | 0.0251                 | 8            |
|   | 0.0153                 | 6            | 0.0265                 | 8            |
|   | 0.0142                 | 6            | 0.0298                 | 8            |
|   | 0.0138                 | 6            | 0.0281                 | 4            |
|   | 0.0134                 | 6            | 0.0285                 | 4            |
|   | 0.0156                 | 6            | 0.0217                 | 6            |
|   | 0.0158                 | 6            | 0.0177                 | 6            |
|   | 0.0155                 | 6            | 0.0169                 | 6            |
|   | 0.0150                 | 6            | 0.0186                 | 6            |
|   | 0.0262                 | 6            | 0.0104                 | 6            |
|   | 0.0269                 | 6            | 0.0119                 | 6            |
|   | 0.0277                 | 4            | 0.0230                 | 8            |
|   | 0.0250                 | 6            | 0.0239                 | 6            |
|   | 0.0289                 | 6            | 0.0240                 | 8            |
|   | 0.0123                 | 6            | 0.0248                 | 6            |
|   | 0.0129                 | 6            | 0.0214                 | 6            |
|   | 0.0116                 | 6            | 0.0161                 | 6            |
|   | 0.0110                 | 6            | 0.0178                 | 6            |
|   | 0.0135                 | 6            | 0.208                  | 6            |
|   | 0.0170                 | 6            | 0.0216                 | 6            |
| Mean (kN)                                   | 0.017                  |              | 0.021                  |              |
| Std Deviation (kN)                          | 0.006                  |              | 0.005                  |              |

1206 Resistor Pull Tests

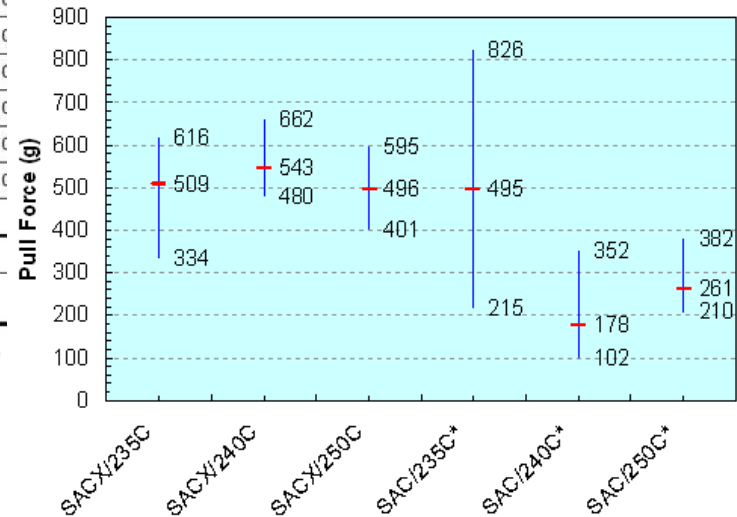
| Alloy Type             |              |                        |              |                        |              |
|------------------------|--------------|------------------------|--------------|------------------------|--------------|
| SAC305                 |              | SACX0307               |              | Sn63/Pb37              |              |
| Pull-off Strength (kN) | Failure Mode | Pull-off Strength (kN) | Failure Mode | Pull-off Strength (kN) | Failure Mode |
| 0.059                  | 5            | 0.079                  | 0            | 0.070                  | 0            |
| 0.075                  | 5            | 0.071                  | 0            |                        |              |
| 0.054                  | 0            | 0.061                  | 0            |                        |              |
| 0.075                  | 5            | 0.061                  | 0            |                        |              |
| 0.054                  | 0            | 0.070                  | 0            |                        |              |
| 0.078                  | 5            | 0.093                  | 0            |                        |              |
|                        |              | 0.068                  | 0            |                        |              |
| 0.066                  |              | 0.072                  |              |                        |              |
| 0.011                  |              | 0.011                  |              |                        |              |

0 - Unknown Failure Mode  
5 - Lead failure

Connector Pull Tests

| Alloy Type             |              |                        |              |                        |              |
|------------------------|--------------|------------------------|--------------|------------------------|--------------|
| SAC305                 |              | SACX0307               |              | Sn63/Pb37              |              |
| Pull-off Strength (kN) | Failure Mode | Pull-off Strength (kN) | Failure Mode | Pull-off Strength (kN) | Failure Mode |
| 0.275                  | 5            | 0.229                  | 6            | 0.036                  | 5            |
| 0.286                  | 5            | 0.329                  | 5            | 0.048                  | 5            |
| 0.315                  | 5            | 0.332                  | 5            | 0.300                  | 5            |
| 0.265                  | 5            | 0.319                  | 5            | 0.214                  | 5            |
| 0.326                  | 5            | 0.318                  | 5            | 0.315                  | 5            |
| 0.329                  | 5            | 0.332                  | 5            | 0.237                  | 5            |
| 0.299                  |              | 0.310                  |              | 0.192                  |              |
| 0.027                  |              | 0.040                  |              | 0.122                  |              |

Code: 5 - Lead failure, 6 - Grip failure



# Overview of the SACX Family of Alloys

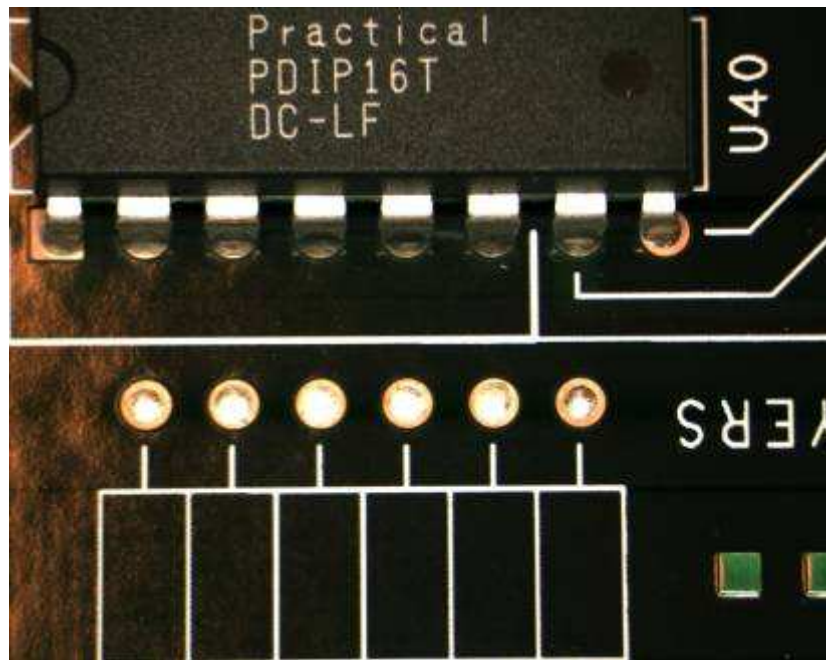
## *The SACX Family*

| <i>Alloy</i>      | <i>Description</i>   | <i>Availability</i>                |
|-------------------|--|------------------------------------|
| ALPHA® SACX® DT   | Designed to minimize copper erosion associated with the longer contact times during selective soldering and rework operations.         | Wire, ingots                       |
| ALPHA® SACX® HASL | Designed to produce a smooth, uniform pad finish while minimizing copper erosion during plating.                                       | Bars                               |
| ALPHA® SACX® 0807 | Soldering performance and reliability similar to SAC305. For use on complex, dual sides assemblies where high wetting force is needed. | Bars, wire, feeder ingots          |
| ALPHA® SACX® 0307 | Excellent soldering and reliability for either single sided or standard complexity dual sided assemblies.                              | Bars, wire, feeder ingots, spheres |
| ALPHA® SACX® 0107 | Basic alloy for use on single sided assemblies where moderate reliability is required.   | Bars, wire, feeder ingots          |

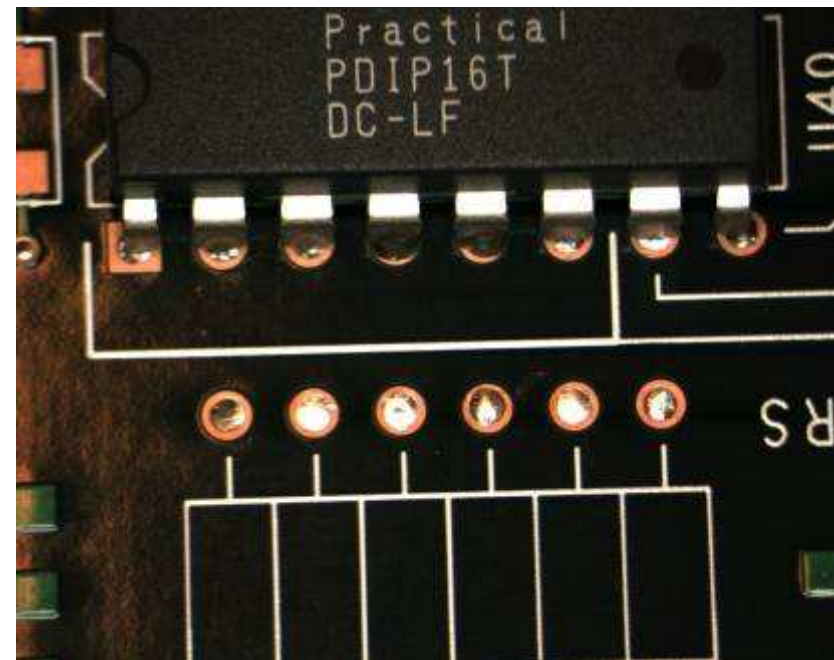
- Each alloy contains constituents to enhance specific areas of performance
- Alloys are fully cross compatible



# Hole-Fill Comparison



SACX



SN-C

## Introduction

ALPHA SACX® 0807 is a newly designed and tested lead free electronics soldering alloy that uses the latest innovations to deliver best in class soldering performance and reliability. It's also easy to use and can be dropped in to most current SAC 305 wave soldering processes. ALPHA SACX® 0807 contains just the right amount of additives to be the perfect choice for the most challenging assemblies while also helping Assemblers lower their material costs.

| Feature                                      | Benefit   |
|--|---|
| <b>Stable Alloy Matrix</b>                   | Constituents maintain homogenous mixture during use. Virtually no solder bath maintenance requiring alloy "re-balancing" common with less stable alloys |
| <b>Low Operating Temperature Requirement</b> | Drop in to most current lead free wave soldering machine temperature profiles   |
| <b>Low Dross Rate</b>                        | Less time and expense related to dross removal  |
| <b>Low Copper Erosion Rate</b>               | Less risk during high temp, high exposure time rework steps   |
| <b>Low Surface Tension Alloy</b>             | Fast wetting with high wetting force delivering excellent hole fill and low SMD related defects   |
| <b>Hard, Ductile Joints</b>                  | Lower warranty claims related to mechanical joint failures  |
| <b>Low Silver Content</b>                    | Lower assembly material costs   |



# High Performance Alloys for Every Assembly

|              | Assembly Type  |   |   |  |
|--------------|--|---|---|--|
|              | Single Side boards   | 1.6mm up to 8 layer PTH boards<br>ENIG/ImmAg/LF HASL  | 1.6mm up to 8 layer PTH Boards<br>Cu OSP  | >2.4mm >8 layer FR4 PTH  |
| Device Types | TV Chassis (CRT)<br>Toys<br>Set top Box<br>DVD player<br>White Goods<br>Audio System | PC Motherboard<br>Gamebox board<br>PC Peripherals<br>TV LCD/Plasma<br>Automotive Engine Mgt | PC Motherboard<br>Gamebox board<br>PC Peripherals<br>TV LCD/Plasma<br>Automotive Engine Mgt | Server board<br>Network Infrastructure<br>Telecom Base Station |
| Assembly     | ALPHA® SACX®0107   |   |   |  |
|              | ALPHA® SACX® 0307  |   |   |  |
|              | ALPHA® SACX® 0807  |   |   |  |
|              | ALPHA® SAC305, 387, 405  |   |   |  |
| Rework       | ALPHA® SACX®DT   |   |   |  |
| HASL         | ALPHA® SACX®HASL   |   |   |  |

Evaluation  
of  
Paste CVP390-SACX0807  
in  
A Major EMS in Western region

20 July 2011.

Presently xxxxx a major EMS player in India is using Alpha OM-345 SAC305 RoHS ( 96.5% Sn, 3.0% Ag, 0.5% Cu) Composition for their OEM customers from Automotive, Industrial, Telecom & Consumer Electronics Industry segments

The average consumption per month is 850 kg solder paste / month

Continuous pressure from their OEMs to reduce BOM cost was mounting

A meeting was organized for all vendors to review pricing

Cookson ( Alpha) proposed the availability of alternate low silver containing solders like SACX0807, SACX037 & SACX0107 alloys in Solder Paste, Solder Bar & wire.

So Cookson & the EMS company decided to promote Alpha CVP390-SACX0807 by conducting evaluation and measure the impact on quality





## SACX0807 Solder Paste Trials

- Trials were conducted for small & large batch sizes ranging from 10k to 50K PCBs
- Boards were sent for reliability testing and the data was compared Vs SAC 305 older paste alloy
- A comprehensive report on reliability of solder joints was prepared and reviewed
- The results exceeded their expectation



## "Alpha CVP390 solder paste Introduction in place of Alpha OM345 "

### Financial Impact

| Category                       | OM345      | CVP390     |  | Savings    | Units     |
|--------------------------------|------------|------------|--|------------|-----------|
| Cost of solder paste per Kg    | 4400       | 3390       |  | 1010       | Rs/kg     |
| Consumption of paste per month | 830        | 830        |  |            |           |
| Total cost of per month        | 3,652,000  | 2,813,700  |  | 838,300    | Rs /Month |
| Total cost of per year         | 43,824,000 | 33,764,400 |  | 10,059,600 | Rs /year  |

1 crore 60 thousand Rs



*Please note there is approximately 10% increase in CVP-390 price since then due to silver price increase correspondingly with SAC 305.*



Cookson Electronics

## Proposal for XXX on Savings on RoHS Solder

- Average consumption of SAC305 ( SFO Cochin ) = 700 – 800 kg
- Current selling Price of SAC305 solder = Rs.3471
- Current selling price of SACX0307 solder (SFO Bangalore) = Rs.1757
- The difference = Rs.1714
- Your Savings per month =  $1714 \times 750 \text{ kg} = 12.85 \text{ Lacs}$
- **Savings per Annum =  $12.85 \times 12 = \text{Rs.1.54 Crore}$**



- The actual and projected data in terms of substrate area processed clearly shows a significant bias towards OSP. That does not mean that OSP should be used as a universal finish. Far from the truth.
- What this does mean is that there are a significant number of PCBs assembled today with OSP as its final finish of choice. This includes networking, computer mother boards, automotive electronics including engine control and disk brake systems, mobile phones and other handheld devices. So, contrary to sentiment in some circles, OSPs are not just for low-end consumer electronics. But, again, there are no free lunches. As with any surface finish, there will always be limitations.

So it is appropriate to clearly frame up what the PCB fabricator must do to insure a high-quality and solderable PCB for lead-free assembly when using OSP



The surface finish you select will have a large influence on quality, reliability and cost.

It is a complex decision that impacts many areas of the business.

Select a finish that optimal for the business (and not just one function).

Know that there are engineering tricks to improve on weak areas of each finish.

Stay current in this field because new developments continue to be made.



- Cisco Systems, Inc.
  - Multek
  - SMT Magazine
- “A Study of Lead-Free Hot Air Leveling”, David Suraski, Circuits Assembly OCT 2004
- “Effects of Surface Finish on High Frequency Signal Loss using Various Substrate Materials”, Don Cullen, Bruce Kline, Gary Moderhock, Larry Gatewood - (\*1)
  - Atotech
  - Florida CirTech, Inc.
- Nihon Superior Co., LTD (Osaka, Japan) SN100CL
  - Iowa State University
  - Senju/Matsushita
  - Metal Finishing Industry
  - NEMI
- CREEP CORROSION ON LEAD-FREE PRINTED CIRCUIT BOARDS IN HIGH SULFUR ENVIRONMENTS  
Randy Schueller, Ph.D.; Dell Inc., Austin, Texas, randy\_schueller@dell.com  
Randy Schueller, Ph.D., DfR Solutions
  - CEMCO – FSL “The Newest Surface Finish Alternative
  - LEAD-FREE HASL. It’s Development and Advantages”
  - Circuit Connection Presentation (Florida CirTech, Inc. Dec-05-05)
    - Chris Padilla (Cisco Systems, Inc.)
    - *Freeman 1995*
- Special Thanks to the following individuals that have contributed to the slides and animation in this presentation:  
Dan Slocum, Craig Davidson, Brad Hammack, Mike Barbetta, Kim Hyland, Glenn Sikorcin

