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Q&A with Pierre de Villemejeane, President & CEO, Speedline Technologies Inc.

Circuits Assembly: *The purchase of Speedline Technologies Inc. by KPS Special Situations Fund II from Cookson Electronics was announced late last year. For you, was this a relief? The realization of more hard work? What's your state of mind?*

Pierre de Villemejeane: A relief and an opportunity. A new page is being turned in Speedline history. It is tough to leave the Cookson family. Cookson invested a lot of financial resources in improving this business, but, on the other hand, I am extremely excited with this change. Speedline has a greatly enhanced product portfolio vs. three or four years ago, we have a strong financial position and we are experiencing a significant improvement in business conditions.

CA: *List out some of the advantages for Speedline of being purchased by KPS.*

PdV: Strong balance sheet, continuity of management and key people that make things happen in the company. Dedicated focus on core equipment products, providing more flexibility and responsiveness to customers. Opportunity to bring back the entrepreneurial spirit that made companies like MPM, CAMALOT and ELECTROVERT so successful. Opportunity to forge new relationships with other materials suppliers.

CA: *And what are the challenges? Any challenges with convincing Speedline's customers that you're in it for the long haul?*

PdV: There is always nervousness at the start with a change of ownership, but, once customers understand the benefits of such change, they embrace it and look forward to relying on a strong supplier for many years to come. Response from customers has been very positive. It is very encouraging and motivating to see the support and loyalty from our customers.

CA: *Some reports have indicated that Speedline might face a 25% reduction in workforce. Has this occurred yet? What job functions were/will be affected?*

PdV: Yes, the reduction has occurred, and reductions were made across the company. However, some people in manufacturing are being asked to stay to keep up with the improving business conditions.

CA: *On a more positive note, certainly, the purchase will allow you to focus more on your core product lines like CAMALOT and MPM. Do you still have the technology drive in the semiconductor market? If so, what new technologies will support this drive?*



PdV: We have the technical resources, the innovations, skills and, more importantly, the process knowledge and expertise to provide innovative solutions to the semiconductor world. The new CAMALOT XyflexPro® HVB (High Volume Batch) dispenser is one example of our product focus in the semiconductor industry. It's a new machine that we feel pushes the boundaries of underfill processing. It uses a proprietary handling system and dual dispense heads, and typical performance is three to five times faster than conventional single-lane systems. We were able to optimize the number of parts in process to fully absorb long capillary flow times, part transport times and extended product heating times. This ability results in maximum dispense head utilization without requiring the manufacturer to change substrate carriers. Besides dispensing, other areas where we're bringing

innovation to the semiconductor packaging industry are fine feature printing, reflow and cleaning technologies.

CA: *Are you better able to support customer service and customers' R&D work/technology process problems with a smaller company? What are the advantages and challenges?*

PdV: Yes, we are a more focused organization. We dedicate our efforts to customer support through our worldwide service network. On the R&D side, all our key projects remained intact after the change of ownership. We feel we offer one of the strongest process expertise bases in the industry, both in advanced development and application engineering.

CA: *Finally, what makes you excited about the new company and what it can do?*

PdV: It seems like the company is rejuvenating. We have a lot of energy and ideas, a passion for innovation and customer support. With this new start and the improving business conditions, we can focus on what we do best: developing innovative process solutions for our customers.

—Lisa Hamburg Bastin, Editor-in-Chief

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