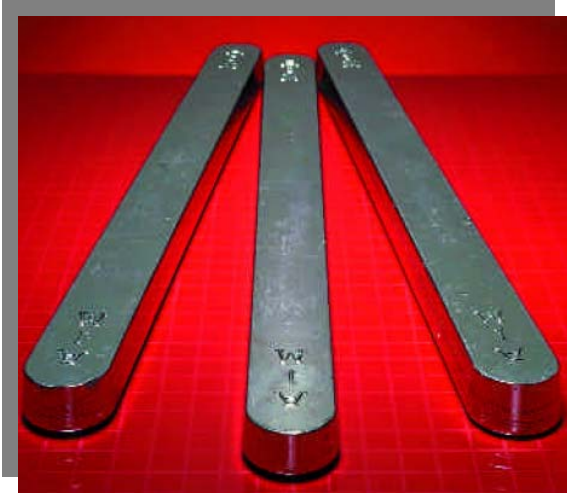


Bar Solder



Zero defect wave soldering requires consistent solder quality. Contaminants and high oxide levels in bar solder can result in wave soldering defects such as bridging, icycling, and non-wetting. In order to avoid these problems, users of bar solder are encouraged to utilize AIM's high-purity and low drossing bar solder, which is made to some of the most stringent specifications in the industry.

AIM Electropure Bar Solder is processed from virgin metals in a proprietary method that removes contaminants and reduces dissolved oxides to a minimum. The result of this is an extremely pure, low drossing solder bar that increases throughput and decreases defects.



AIM Bar Solder at a Glance

- Produced from high purity virgin metals
- Low oxide content
- Low drossing rate
- Reduces defects such as bridging and icycling
- Excellent joint strength and aesthetics
- Fast barrel fill and excellent wetting
- Lower surface tension than competitive brands
- Available in extruded, cast, and margash bars
- Available in all alloys
- Compatible with all flux types

Dross Comparison of AIM Electropure® and Competitive Sn63/Pb37 Bar Solders

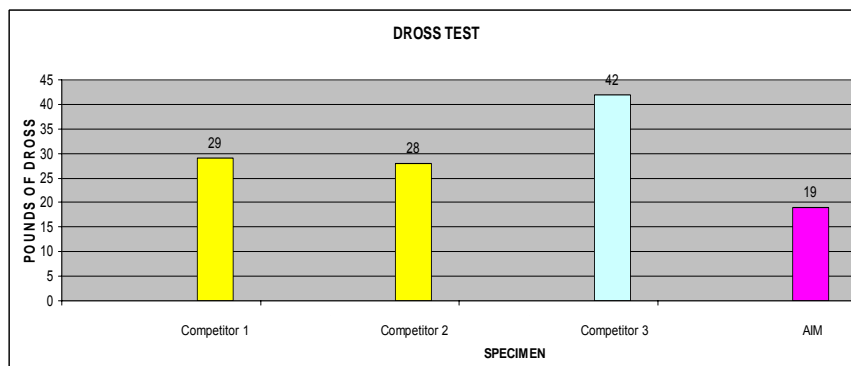
AIM's bar solder has proven to reduce drossing as compared to competitive brands.

Drossing Comparison

500 pounds of each type of solder was heated in a wave solder pot @ 500°F for 6 hours. The pot was de-drossed every 3 hours. After 6 hours the amount of dross generated from each type of solder was weighed.

Results

Bar Solder Type	Pounds of Dross Generated
Competitor 1	29
Competitor 2	28
Competitor 3	42
AIM	19



Impurity Comparison of AIM Electropure® and Competitive Sn63/Pb37 Bar Solder

AIM's bar solder is made to some of the most stringent impurity specifications in the industry.

Element	Competitor 1 Specification	Competitor 2 Specification	AIM Electropure® Specification
Sn	62.5-63.5	62.5-63.5	62.5-63.5
Pb	Balance	Balance	Balance
Sb	≤0.12	≤0.10	≤0.03
Cu	≤0.005	≤0.01	≤0.01
Au	≤0.005	≤0.05	≤0.05
Ag	≤0.003	≤0.03	≤0.01
Al	≤0.005	≤0.005	≤0.002
As	≤0.01	≤0.02	≤0.02
Bi	≤0.010	≤0.020	≤0.020
Cd	≤0.002	≤0.002	≤0.002
Fe	≤0.005	≤0.01	≤0.01
Ni	≤0.005	≤0.005	≤0.002
Zn	≤0.005	≤0.005	≤0.002

Why is my bar solder more expensive than it used to be?

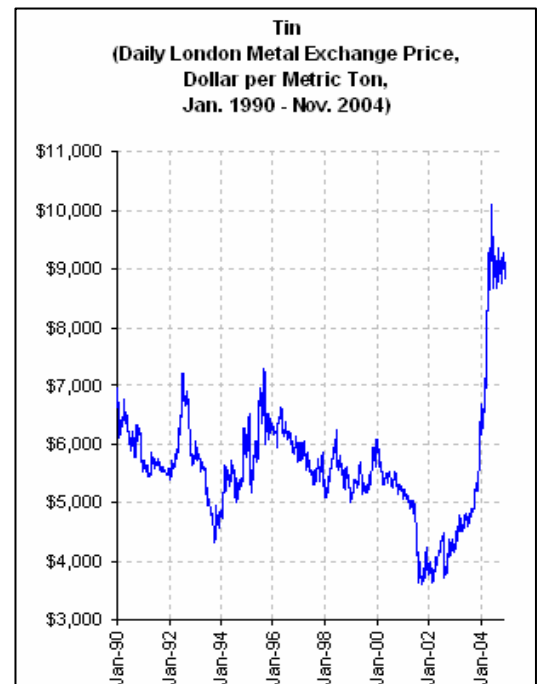
Good question. Basically, the price of all bar solder has increased because the costs of lead and (especially) tin are much more expensive than they used to be. The increase in the price of tin is a combination of factors, some industry driven and some macro, including: a shortage of supply, underinvestment in tin mining infrastructure, the introduction of lead-free solders, the growth of Chinese infrastructure, the depreciation of the US dollar against the yen and euro, a return to previous price points, and speculation. While no one can predict with 100% certainty what will happen to the metals market, it is our opinion that the price for tin will remain strong.

What can AIM do to help?

We understand that cost is always an important factor when purchasing a product, so AIM offers several different options for purchasing bar solder.

- Some customers place their orders for bar solder one at a time. These customers prefer to receive a quotation each and every time they require bar solder. This allows customers to track the metals market and place orders for bar solder when they feel that the price will be more attractive.
- Other customers place a long-term blanket order with variable pricing and then "call off" from this with individual releases of bar solder. These orders have a fixed "adder" over the costs of metals. For example, the agreement may be for an adder of \$5.00 per pound above the cost of the Sn63/Pb37 alloy. That means that if the cost of this alloy is \$4.00 per pound, then the price of the bar will be \$9.00 per pound. If the cost of the Sn63/Pb37 alloy drops to \$3.00 per pound on the day of the next release, then the price of the bar will be \$8.00 per pound. This allows the customer to track what their price for bar solder will be based on the cost of the solder alloy and their fixed adder.
- And some other customers prefer to place a long-term blanket order with fixed pricing. This guarantees that the price that they pay for bar solder will not change over the length of the contract, whether the price of metals increases or decreases.

The choice is yours. But regardless of the pricing option you choose, rest assured that **AIM is working hard to ensure you receive highest quality bar solder at the lowest possible prices.**



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