



With maximum flexibility and sustainability

Climate-neutral SMT manufacturing for a diverse product spectrum

The challenge

To achieve its expansion targets, elobau GmbH & Co. KG planned to significantly expand the capacities of its climate-neutral in-house production. The company, which has its headquarters in Germany's Allgäu region, wanted to increase its operational performance by becoming more flexible and shortening its delivery times. The central challenge: Processing a wide range of components efficiently and economically in a limited space and with the shortest possible setup times. Requirements like these were also essential in running the small lots of prototypes for the company's development department – all while coming up with a solution that would feature maximum sustainability.



“ASMPPT combines a seamless product portfolio with a decidedly customer-friendly service mentality. They also impressed us with their commitment to sustainability.”

Dominik Heber
Supervisor of Production Area SMD
at elobau

60
percent

more
output

Up to
3,000

component
types used

Approx.
1,200
different products
being manufactured

Maximum
component flexibility:

**01005 to
50 x 40
x 15.5 mm**

The solution

To achieve its ambitious goals in terms of efficiency, flexibility and sustainability, elobau had decided already in 2021 to work with innovation and market leader ASMPT. They started by installing a solder paste printer from the [DEK platform](#). After collecting valuable experience with this exceptionally stable printing platform, the company is now also using a [SIPLACE SX](#) placement machine.

Highly flexible technology

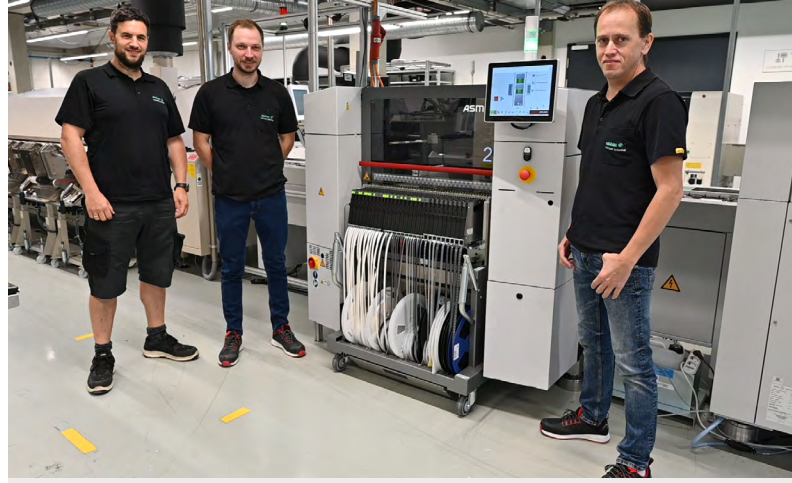
With its CPP head, the SIPLACE SX can flexibly switch between pick-and-place and collect-and-place modes. This enables it to process component types ranging from the smallest 01005 to large and heavy special shapes with full control over the placement forces between 0.5 and 100 N. The machine is also highly flexible in terms of supply options by being able to accept components from tapes, sticks, bowls, or trays. And with the OSC Package, even odd-shaped components can be placed without complications – a clear advantage in prototype production. In addition, the [interchangeable SIPLACE gantries](#) provide elobau with flexible scalability and optimized utilization of existing capacities while avoiding bottlenecks.

Software and training

The use of ASMPT's SIPLACE Pro line software was also essential for the quick and successful equipment change at elobau because its stringent and ergonomic user interface simplified the orientation phase considerably. The online training courses of the ASMPT Academy were also helpful and constructive in this context.

The success story

The installation and commissioning of the SIPLACE SX at elobau was highly efficient. After only four hours, the customer held the first finished product in his hands, which far exceeded his expectations. The new technology enables a 60-percent



From left to right: Felix Bareth, Supervisor of Production Area THT; Dominik Heber, Supervisor of Production Area SMD; and Marcel Römer, Qualified Production Expert Electronics. (Image credit: elobau GmbH & Co. KG)

About elobau

elobau GmbH & Co. KG, a growing and globally operating foundation-owned company, is a leading supplier of sensor technologies and operating systems for industrial applications and mobile machinery. Headquartered in Leutkirch in Germany's Allgäu region, the company employs roughly 1,200 people and has been operating in a climate-neutral manner since 2010, for which it has received several sustainability awards. With its four business areas covering controls, sensors, fill level measurement and machine safety, elobau offers innovative products with a high level of vertical integration as well as custom-tailored solutions of outstanding quality at an internationally competitive level. The company is currently represented in 31 countries. In 2023, elobau generated sales of 178 million euros with three production facilities and ten distribution companies.

increase in production performance while taking up less floor space. And the new feeder technology makes the employees' lives a lot easier with features like scanner-based setup verification. The successful upgrade also creates an ideal basis for further product development activities at elobau.

Based on this success story, elobau is considering the purchase of a second SIPLACE SX and the introduction of ASMPT's WORKS Monitoring software, which would enable the company to display all KPIs and monitor its performance in real time.

ASMPT

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