

## Hine Automation March Newsletter

Thank you for following our emails for monthly updates related to **semiconductor and robotic industry news, recent HA product launches**, as well as other helpful resources.

We are always open to your suggestions! If there is something you'd like to see featured in an upcoming issue, please drop us a note at [news@hineautomation.com](mailto:news@hineautomation.com).

## Hine Automation Expands Internationally with Operations in Europe

Hine Automation is pleased to announce the establishment of our first European business entity in **Bernin, France**. The expansion is in response to increasing customer demand overseas.

Our European market reach has seen double-digit growth over the last five years. An established France location allows us to support our global growth and better serve customers abroad. Hine Automation's headquarters will remain in St. Petersburg, Florida.

For more information, review [Hine Automation's press release](#).

## Hine Automation 2021 Objectives

Every year Hine Automation identifies key objectives as part of our annual Continuous Improvement Plan. Lead Management holds monthly reviews to monitor and track progress towards reaching sales, engineering, operations, and manufacturing goals and to further identify areas for improvement.

Current processes are re-examined and then updated for efficiency; new processes are added to fill gaps as teams and products evolve.

Hine Automation's 2021 objectives include-

- **Expanding our product line for customers**  
We strive to anticipate customer needs and identify new offerings to make our customers' lives easier. Engineering and Manufacturing teams work together to improve current designs and develop better ways to implement semiconductor robotics technology.  
Hine Automation looks forward to sharing with you our upcoming product launches in 2021.
- **Improving quality and reliability**  
At Hine, we believe there is always room for improvement. We continually identify ways to enhance the quality and reliability of Hine Automation products and customer service.
- **Growing the company to serve more**  
As we expand our influence into Europe, Hine Automation strives to grow as a company to better serve our customers and offer the best product line possible. In 2021, we are exploring opportunities to continue to reach beyond our immediate boundaries.

What are some of *your* company's key objectives for the year ahead?

## Advantages of Choosing the Right Contract Manufacturing Partner



Contract manufacturing occurs when there is a transfer of work to an outside source. The decision is typically made when a company determines that building the entire product itself would unnecessarily burden its in-house resources or result in higher costs and expenses.

For example, the contract manufacturer (CM) designs and manufactures its products, and those products are subsystems that can be embedded into a customer's product. It often makes sense to have the CM provide the subsystem with any custom modifications needed. This freedom allows the customer to focus on what they are good at by handing off any manufacturing work that can be completed more efficiently elsewhere.

Finding a trustworthy contract manufacturer with experience in your specific industry will enable your business to realize significant benefits, including:

**Expertise**—A partner with in-house expertise and valuable in-depth knowledge in manufacturing and engineering can offer technical insight into your product that you might not get with other contract manufacturers. With mechanical, electrical, and software design engineers available, the CM can, if needed, take your design and propose changes or spot potential issues to improve functionality and reliability.

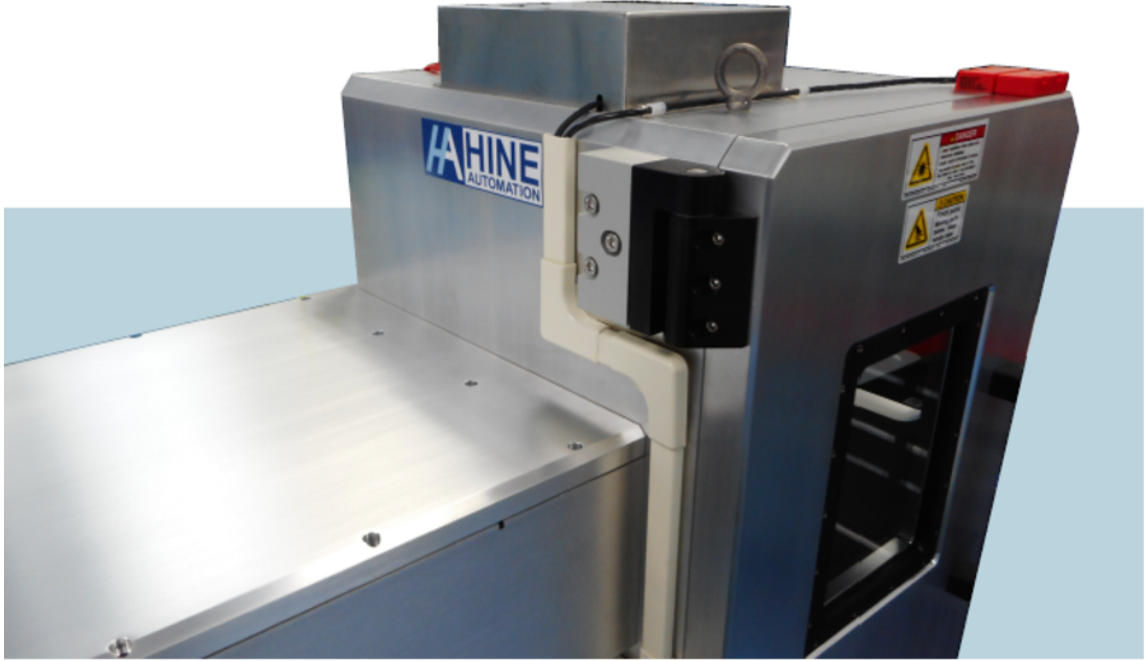
**Reduced costs** —Many customers choose to outsource to reduce costs; not just in the materials, but also to reduce the overall cost to build. The resources and complexity of ordering and keeping materials in stock can be a drain. Outsourcing allows the customer to issue a purchase order and have the product shipped directly to them. This cuts down on storage needs and puts the focus back on the employees and their core competencies.

**Scalability**—Having a strong relationship with a customer enables you to offer more affordable products to the end-user because of the quantity of scale. Suppose you are experiencing an increase in demand. In that case, the right contract manufacturer will have significantly more resources available to support the market shift and can quickly scale up or down as needed.

For more information on how your company can benefit from Contract Manufacturing, contact us at [sales@hineautomation.com](mailto:sales@hineautomation.com).



## Product Highlight: SL-200C/300C



### A Unique Cassette Load Lock System

The SL-200C and SL-300C combine the wafer transfer functionality of a Load Lock with the batch processing of a Cassette Load Port system to transfer wafers into (and out of) the process chamber under vacuum conditions. Both are for exclusive use in a clean room or similar environments and function as intelligent material handling sub-systems with the ability to process more wafers between venting cycles.

The SL-200C/300C differ in their wafer size capacity. The 200C carries wafers up to 200mm while the 300C carries wafers up to 300mm. In the rare case that customers require wafer size processing greater than 300mm, Hine Automation also offers a 450C system to handle wafers or carriers up to 450mm.

These unique Cassette Load Lock systems include the following design features and benefits:

- **High Throughput with Cassette Processing** - applying the use of a cassette within this design offers the ability to process more wafers between venting cycles compared to a single wafer unit.
- **Plug and Play Vacuum Transport System** - after connecting to power, the communications interface and the vacuum plumbing begin teaching the system to your specific application needs.
- **Reduced System Footprint** - combines two distinct units into one, reducing the need for multiple systems and saving on manufacturing space.
- **Cassette Mapping** - scans the cassette for wafer availability before the transfer process to improve efficiency.
- **Wafer/Cassette Sensors** - specifically designed features that assist in system readiness with wafer protrusion and cassette-present checks prior to motion.
- **Universal Head Plate** - allows for use with a variety of wafer cassette types.

If you would like more information about Hine Automation's SL-200C/300C, contact [sales@hineautomation.com](mailto:sales@hineautomation.com).



## Hine Automation Applauds Efforts of its Dedicated Team Members

A couple of weeks ago, a team of Hine Automation employees worked through our company scheduled holiday to meet a **critical shipping commitment**.

Hine Automation prides itself on meeting the delivery expectations for our customers and the **teamwork and dedication** exhibited by our employees ensured that we had the products ready to go, despite a strict FedEx pickup window.

We are pleased and grateful to have team members willing to go above and beyond to fulfill our customers' needs and expectations.

[Check out our New & Improved Website!](#)

## We would love to hear your thoughts for our upcoming newsletters!



Are there certain topics you would like to see covered in a future Hine Automation newsletter? If so, please email us at [news@hineautomation.com](mailto:news@hineautomation.com) with your ideas.

[www.hineautomation.com](http://www.hineautomation.com)

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