

Types of Orders



New Order

Repeat Order

Standard

Blanket

Quickturn

Expedite

Prototype

First article

Assembly

Stencil

Engineering Services

Types of Orders

New Order

This is a new part number or a revision to an existing part number

(For any new revision, MCL gives it a new MCL part number)

Typically, a one-time tooling and test fee is charged

Tooling – to set up machines for new production

Testing – for testing to make sure the PCBs function

Films – top, bottom, middle – a photo image created for each layer only if the customer requests these films

MCL has promotions for new customers – free tooling on one 2-layer board of the customer's choice.

For boards higher than 2-layers, we will subtract \$195 off of the total tooling price.

Repeat Order



- A part number that MCL continually produces for a customer
- There are no changes to the build

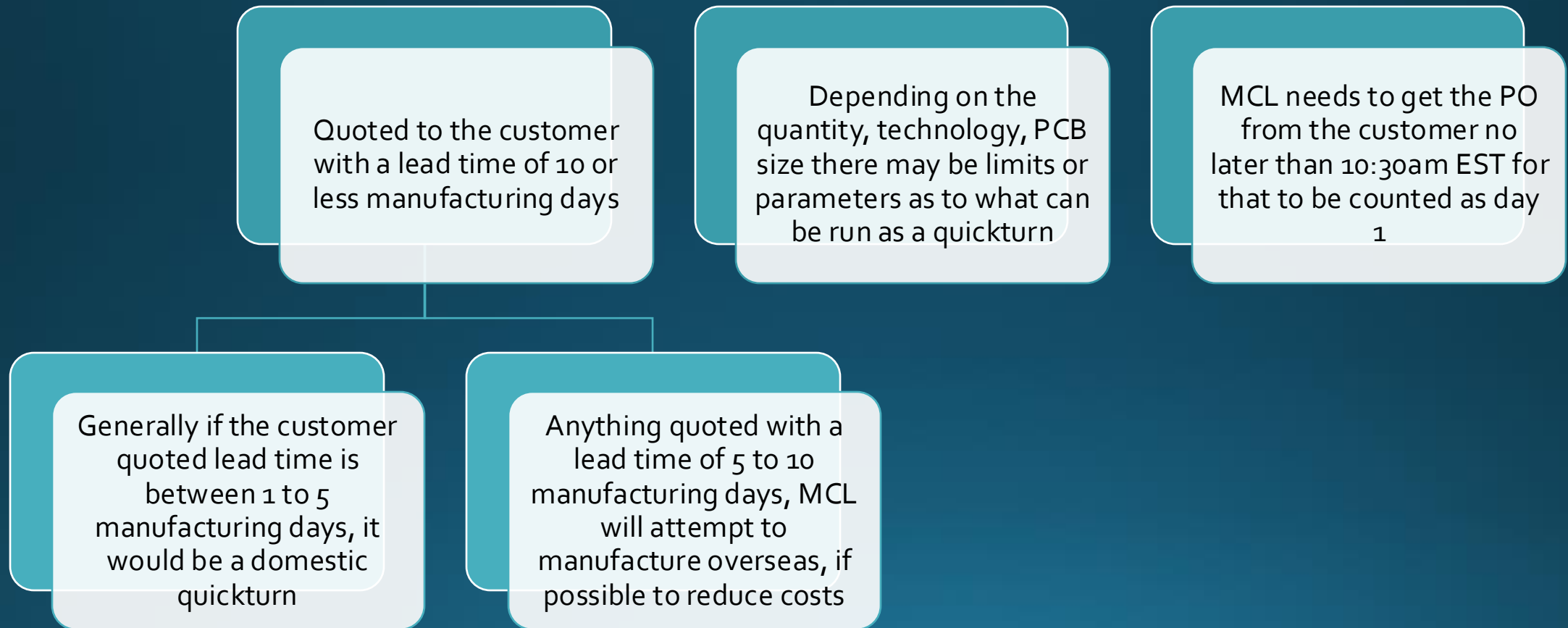
Standard Orders

- Standard lead times help to keep the cost down
 - 2.5 – 3.5 weeks, depending on complexity
 - The more complex the design or technology, typically there will be a longer standard lead time
- Generally all manufactured overseas
- Types:
 - new
 - repeat

Blanket

- When a customer places a PO with multiple release dates
 - Ex: yearly PO with quarterly/monthly releases
 - Quantities for each release may be the same or different
 - Limit for future release dates is 1 year of the first release
- A customer may do this to receive more competitive pricing
- Can be either a standard order or assembly
- Generally speaking, MCL produces the boards per the release schedule and do not hold any of the future releases here
- When a customer places a blanket order and receives a price break due to the quantity ordered, and then cancels future releases, MCL reserves the right to update pricing to the customer, as needed

Quickturn



Quickturn – 1 Day/Same Day Turn

- All domestic, always!
- Doesn't mean it will be in the customers hand that day – it will be manufactured and shipped out to the customer that same day
 - NOTE: will depend on customer's location & shipping method as to actual deliver date
- Depending on the quantity, technology, PCB size there may be limits or parameters as to what can be run as a 1 day/same day turn
- Types:
 - new
 - Repeat
- MCL needs to get the PO from the customer no later than 10:30am EST

Expedited Orders

- Expedite is typically added to an order already in production
 - Generally not added to the quote – we will provide quickturn pricing instead
- Fees are dependent on:
 - Layer count
 - Size of order (total cost)
 - A higher dollar amount order will require higher expedite fees
 - Vendor expedite fees (do not share with customer)
- Generally speaking an expedite will be delivered to the customer 1 week sooner than their original delivery date
- Under certain circumstances, orders cannot be expedited
 - Examples:
 - Holidays
 - Special materials/processes



Prototype Orders

- What is a prototype?
 - Small order volume, typically so a customer can verify that their design functions correctly in the end application
- Doesn't go to a specified vendor just because it's a prototype – simply depends on lead time and volume

First Article

- A customer wants small amount completed so that they can test before they release larger quantities into production
- Mostly for assemblies, but occasionally for bare boards
- Process:
 - They place a blanket order with the first release being the first article
 - Once the customer approves/makes changes, the rest of the order is released into production based the dates the customer requests
- First article would need to be known at time of quote, so that the customer can either be quoted for this quantity only, or they are responsible for the full quantity of the order

Assembly

- What is an assembly?
 - The population of components onto a PCB
- Scenarios:
 - Sometimes the customer will provide the boards and components and ALL assembly partner provides is the labor
 - Sometimes MCL supplies the boards, the customer supplies the components and assembly partner provides the labor
 - Sometimes MCL supplies the boards and assembly partner supplies the components and the labor
- Pricing Scenarios:
 - Boards and assembly are quote separately
 - Boards and assembly are quote together – 1 price –rarely

Assembly



- Lead time:
 - Once all components and boards are received by assembly partner, typical lead time to the customer is 2 - 3 weeks
 - Can vary depending on availability of components
 - Ex: backordered, customer late in sending to assembly partner
- NOTE: there can be a first article for assembly

Stencils



- What is a stencil?
 - Used to place surface mount parts on the PCBs
- Type of stencil depends on the customer's machines
 - Framed
 - Tube, Cast
 - Unframed
 - Foil only
- Stencils can be reused many times

Stencils

- Upsell for new part numbers!
- Price factors
 - Framed or unframed, size, nano-coating
 - Nano-coating: a conditioner that allows for longevity, protection, makes it easier to apply the paste to each aperture
- Promotion:
 - Good for new and existing customers that make their first stencil purchase
 - MCL will ship the stencils via ground shipping for free or apply the cost of the ground shipping to any other shipping method the customers chooses

Engineering Service Charges

- CB-ENG
 - For Gerber generation



A person wearing a dark blue suit and a light-colored shirt is holding a rectangular white sign with both hands. The sign has the word "QUESTIONS?" written on it in a bold, dark blue, sans-serif font. The person's hands are visible, and they are holding the sign in front of their chest. The background is a solid dark blue color.

QUESTIONS?