



## Langen, Germany – January 2020

The industrial area near Frankfurt exudes modernity and at the same time a cool serenity. This is where Chip 1 Exchange, Europe's leading distributor of electronic components, is located. Founded in 2001, Chip 1 prides itself on maximizing quality and speed, and always staying one step ahead of others. And that should remain the case.

Chip 1 Exchange is the first and only hybrid distributor to offer its customers bundles with guarantees an exact number of pieces. For half a year they have been using the sophisticated software technology of the Assure™ automatic component counter from DAGE (formerly OC-SCAN®CCX-\*). Throughput at hybrid distributors is always high – goods which arrive in the morning often have to be released in the evening, and must be inspected accurately, counted, labelled and packaged.

Customers expect this level of turnaround time, and Chip 1 Exchange meets these requirements quickly and easily. Every day there are about 85 deliveries that need to be processed further: often containing 250 reels or more, which must be counted and checked immediately upon receipt of goods. Sometimes a single component can cost up to €100 – so the exact number of pieces is extremely important.

Chip 1 Exchange is a hybrid distributor – a dealer for some manufacturers – but also a broker. Brokers have to purchase components worldwide when customers need them, sometimes within a very short timeframe. Every now and then it is necessary to do this with new, unknown suppliers, but only after consultation with the customers, as Mesut Aksu QC & Logistics Manager and Radiation Protection Officer at Chip 1 Exchange states expressly.

### High Quality Check with X-ray Component Counter Assure

In order to ensure a flawless quality for customers, Chip 1 has a high-quality check, which the components must pass. This is communicated openly with the customers. This is because the worldwide acquisitions, which also consist of overstocks or subsets of customers, require extensive tests so that defective components or even counterfeits can be screened. These tests include visual testing, X-ray testing, Acetone Test, chemical checking and now X-ray counting. Chip 1 customers in the automotive, medical and telecommunications sectors can expect and rely on component quality, and now - thanks to Assure™ - they are guaranteed the exact number of components.

“It's not that easy to give up control. This has to be built up slowly. What used to be done by hand,” reports Mesut Aksu, “is now carried out using X-ray technology. So, I have to entrust my goods to technology.” However, it is now the case that 80% of the goods must be out on the same day. If the employees counted manually, the entire process per role would take about four to five minutes.

“With Assure™, counting reels takes less than 10 seconds, no matter how big it is or what shape the container has. If four reels are scanned at once, it takes only 20 seconds”

Aksu is highly satisfied, because the machine not only saves time, but also allows employees to take care of other processes.

After careful examination of all machines on the market, Chip 1 chose Assure™ as the market and technology leader. Chip 1 commissioned special specifications that were implemented quickly and easily. For example, the software from Assure™ has a key code that allows the respective operator to log in via his personal identification card. The counting results are automatically assigned to the respective operator.

Chip 1 Exchange's most important feature request was a customized report, containing the evaluation image, the corresponding article number and the most important information for the customer, all saved in a single PDF document. This is provided to the customer as added value – with the guarantee: Counted by Assure™.

Assure™ is installed in the specially separated ESD area of the warehouse, where it is responsible for ensuring the stock during receipt and quality checking. The goal for Chip 1 Exchange is to completely exclude complaints due to shortages. Chip 1 Exchange can also alert suppliers as soon as the quick count has completed if the number of components delivered with the number on the delivery note do not match. Counted by Assure™.

Thanks to the speed of Assure™, Chip1 Exchange can now finally count the full amount of goods received instead of just examining samples as before. Always one step ahead.

“Assure™ has not only convinced us by its speed,” Aksu emphasizes. “The machine also meets the high ESD protection requirements that we place on our processes. Assure™ is designed to be absolutely user-friendly and the DAGE team manages to simplify everyday work from the customer’s point of view.”

Chip 1 Exchange has been anticipating the future of the company with Assure™ and will equip its new 5,000 m2 warehouse and located in the USA with the X-ray scanner.

Accurate material stocks secure the future of a company – at a time when resource planning of people (time) and materials (components), transport and optimization are crucial.

Assure™ your Future with Nordson.



**For more information, speak with your Nordson representative or contact your Nordson regional office**

**Americas**

+ 1 760 930 3307  
sales@nordsondage.com

**Europe**

+ 49 9126 29498 00  
oc-info@nordson.com

**China**

+86 512 6665 2008  
sales.ch@nordsondage.com

**Japan**

+81 120 537 555  
sales.jp@nordsondage.com

**Korea**

+82 31 462 9642  
korea.at.cs@nordson.com

**South East Asia**

+65 6552 7533  
sales.sg@nordsondage.com

**Taiwan**

+886 2 2902 1860  
globalsales@nordsondage.com