



Royce Instruments
831 Latour Court, Suite C
Napa, CA 94558 USA
Ph: 1-707-255-9078
Fx: 1-707-255-9079
www.royceinstruments.com

Nick Hinton
Purdue University
525 Northwestern Avenue
West Lafayette, IN 47907-2036
765-494-2970
hintonn@purdue.edu

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Quotation 151111-03

Made in U.S.A. 

ROYCE 610 DEDICATED WIRE PULL BOND TESTER QUOTATION

Item #	Description	Unit Price	Qty	Line Total
1.0 610 Mainframe				

1.1	Royce 610 Wire pull bond tester mainframe up to 100 gf capacity PART NO. 25500	\$10,100	1	\$10,100
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Includes:

- 100 gram transducer.
- Hook rotation mechanism.
- Motorized Z axis.
- LCD for user interface.
- Menu based machine setup.
- External interfaces for printer and console.
- Integral light source.
- Mouse control.
- View statistics and test data on screen.

NOTE: Installation and training not included. Please see detailed section below.

For a complete system, please specify:

- Mainframe.
- Microscope.
- Wire pull hooks.
- Manipulator.
- Test piece holder.
- Calibration accessories.

2.0 MICROSCOPES

2.1	MS3-20-15612	Leica S6 microscope With 20x eyepieces, focusing arm, 6.3x to 40x magnification.	\$2,735	1	\$2,735
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3.0 WIRE PULL HOOKS

Generally, hook diameter should be at least 2x bonding wire diameter. For example, for 0.002 in. (50 µm) aluminum wire, use hook HT-004-04123, 0.004 in. (100 µm) diameter.

When purchasing very small hooks, such as 0.005 in. dia. or lower, we recommend quantities of more than 1 due to their fragile nature.

3.1	HT-004-04123	Wire pull hook, 0.004 in. dia. (100 µm).	\$55	5	\$275
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4.0 MANIPULATORS

4.1	MPS-12-25791	Simple Manipulator, hand held positioning	\$395	1	\$395
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5.0 TEST PIECE HOLDERS

5.1	NI-NNNNN	Custom adapter to adapt customer's vacuum chuck to TPS style mount. Layout drawing to be sent to customer for approval prior to release to manufacturing	\$1,215	1	\$1,215
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6.0 CALIBRATION ACCESSORIES

6.1	CAL-HOOK-15738	Calibration hook with string loop	\$170	1	\$170
6.2	WT-100G-15722	100G ASTM Class 2 Certified calibration weight	\$435	1	\$435

7.0 BOND TEST MANAGER SOFTWARE

7.1	SOFT-PC610-26673	Royce Bond Test Manager for Royce 610 Allows organization, storage, and networking of Royce 610 data PC not included, requires customer PC meeting requirements specified in document "Royce 610 PC Requirements SK 130412-00.pdf"	\$2,125	1	\$2,125
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Total for Recommended Items: \$17,450

OPTIONS

MPS-14-25790	Chessman controlled X-Y-Theta manipulator stage	\$1,980	1	\$1,980
TPS-55-23600	Universal vise style test piece holder for up to 20 kgf Adjustable, with stepped jaws, for DIP, PLCC and SOIC packages and substrates up to 50 mm across shorter side.	\$885	1	\$885
SURE-PC610-25680	Royce SurePC with Bond Test Manager preinstalled software Allows organization, storage, and networking of Royce 610 data	\$3,455	1	\$3,455
KBD-11115	Keypad for entering failure codes and text	\$965	1	\$965
PRNT-12260	Thermal strip printer for outputting data and statistics	\$1,140	1	\$1,140
PPR-05268	Thermal printer paper, per roll	\$15	1	\$15
PPR-13543	Thermal printer paper, clean room compatible, per roll	\$70	1	\$70
ITC-10880	Installation and training at customer site for 1 day (Usually 8 hours per day)	\$4,565	1	\$4,565
EW-BT-23354	Extended Warranty Package, duration of 1 year. Takes effect after the standard 1 year system warranty. Price includes a 10% discount for extended warranty purchased with a new system Additional years can be covered at 5% discount each, 3 year maximum. Additional Bond Testing systems can be covered with a 5% discount per system at the same site.	\$4,150	1	\$4,150

Includes:

Two on site, semi-annual preventative maintenance visits per year of coverage
All warranty items, parts and labor
Unlimited phone and email support

DELIVERY TERMS AND CONDITIONS

This quotation is valid for 30 days and is subject to the Royce Instruments Terms and Conditions of Sale.

- Please Note:**
1. Engineering for custom items will not commence until physical samples are received.
 2. The items listed in this quote are guaranteed compatible only when purchased as a complete system. When purchasing new accessories for a previously installed system compatibility is not guaranteed. Please consult the factory with questions or concerns.
 3. Prices and specifications subject to change without notice.

Terms: 33% with order; 67% net 30 days after shipment, upon credit approval.

ExWorks: Mankato, Minnesota. Customer to provide shipping instructions no later than 1 week prior to scheduled ship date

Delivery: 6-8 weeks after receipt of order and customer product samples.

A.J. Wilson



A.J. Wilson
Senior Vice President Sales and Marketing
V-TEK, Inc. / Royce Instruments, LLC
aj.wilson@vtekusa.com

ROYCE INSTRUMENTS TERMS AND CONDITIONS OF SALE

ROYCE INSTRUMENTS 831 Latour Court Suite C, Napa, California 94558, agrees to furnish goods or services to Purchaser subject to the terms and conditions herein. This document, the Purchase Order, and amendments to this document constitute the entire agreement of the parties and supersede all prior communications, agreements, promises, or representations not expressly set forth. Unless objected to in writing within 10 days of receipt of these terms and conditions, their acceptance shall be conclusively presumed. All orders, modifications, or contracts must be approved and accepted by an officer of Royce Instruments at the address above.

1. **TITLE AND RISK OF LOSS.** Title to and risk of loss for the goods passes to Purchaser when the goods are deposited with the carrier at the FOB point of shipment.

2. **LIMITED WARRANTY.** Components not manufactured by Royce Instruments will conform to warranties provided by the original equipment manufacturer and transferable to purchaser. Products manufactured by Royce Instruments are warranted to meet its written specifications for a period of 12-months from date of shipment from FOB point of shipment.

THE WARRANTY DOES NOT APPLY TO DEFECTS CAUSED BY NEGLIGENCE, MISUSE, IMPROPER INSTALLATION, ACCIDENT, OR UNAUTHORIZED REPAIR OR ALTERATION BY THE PURCHASER. THIS WARRANTY DOES NOT COVER MATERIALS OR PARTS WITH LIMITED LIVES WHICH ARE CONSUMED OR DETERIORATE DURING THE OPERATION OF THE EQUIPMENT (INCLUDING, BUT NOT LIMITED TO, CONTACT FINGERS, LIGHTS, SHEAR TOOLS, HOOKS, PAPER, AND SWITCHES). THIS WARRANTY SHALL BE LIMITED AT ROYCE INSTRUMENTS' OPTION, TO THE REPAIR OR REPLACEMENT OF THE DEFECTIVE COMPONENT OR AN ADJUSTMENT OF THE PURCHASE PRICE.

Royce Instruments does not represent or warrant that the equipment supplied hereunder complies with any local laws or ordinances and Purchaser will assume complete responsibility for compliance with local laws and ordinances and obtain all permits, licenses, authorizations or certificates required by any regulatory body for the installation or use of the equipment.

Royce Instruments is not liable for any consequential or special damage or for personal injury resulting directly or indirectly from the design, material, workmanship, operation or installation of any of its products and neither assumes nor authorizes any other person to assume for it any other liability in connection therewith.

This warranty is applicable to the original Purchaser only and constitutes the sole and exclusive warranty of Royce Instruments. NO OTHER WARRANTY IS MADE, EXPRESSED OR IMPLIED (INCLUDING WARRANTIES OF MERCHANTABILITY OR FITNESS FOR PARTICULAR PURPOSES), STATUTORY OR OTHERWISE.

3. **PAYMENT.** Unless otherwise agreed to in writing, payment for all goods and services shall be made in U.S. dollars as follows:

For Custom Products:

- **With prior credit approval:**
 - a) 33% on receipt of order (initial payment),
 - b) 67% net thirty (30) days from shipping date.
- **With no credit approval:**
 - a) Irrevocable Letter of Credit, 100% at sight
 - b) 33% on receipt of order (initial payment),
 - remainder by Irrevocable Letter of Credit, or
 - c) Cash in advance.

For Standard Products:

- **With prior credit approval:**
 - Orders > \$15,000 33% on receipt of order (initial payment),
 - 67% net thirty (30) days from shipping date.
 - Orders < \$15,000 Net thirty (30) days from shipping date.
- **With no credit approval:** COD or CIA

Royce Instruments will not commence any work on custom products until receipt of the initial deposit. If any payment, other than an initial payment, is not made when due, Purchaser shall pay interest on any unpaid balance at the maximum rate allowed by law. Purchaser agrees to pay all expenses incurred by Royce Instruments to collect any unpaid amounts including, but not limited to, all costs of collection, attorney's fees and court costs.

4. **DELAY OR FAILURE TO DELIVER.** Royce Instruments will make every reasonable effort to meet its delivery schedules and shall be excused from liability for non-delivery or delay in delivery arising from any events either beyond or within Royce Instruments' control, whether or not they were foreseeable by either party when entering into this agreement.

5. **CHANGES IN DELIVERY.** Purchaser may request Royce Instruments to delay a shipment of equipment for a maximum period of 15 days without additional charge. Any other delays or changes in delivery schedules of equipment and all changes in delivery schedules of spare parts must be approved in writing by Royce Instruments and shall be subject to additional charge as determined by Royce Instruments.

6. **CANCELLATION.** Purchaser may cancel its purchase order before the goods are shipped by giving written notice of cancellation and paying liquidated

damages. The liquidated damages shall be the exclusive remedy of Royce Instruments if notice of cancellation and payment of liquidated damages are properly given. The liquidated damages shall be the following percentages of the total purchase price, depending upon the number of days prior to the scheduled date of shipping from FOB point of shipment Royce Instruments receives notice and payment.

<u>LIQUIDATED</u>	<u>NOTICE</u>
<u>DAMAGES</u>	<u>PERIOD</u>

- | | |
|---|--|
| A. For standard equipment or materials: | |
| 33% | Less than or equal to 45 days |
| 10% | More than 45 days |
| B. For custom equipment or materials: | |
| 100% | Less than or equal to 90 days |
| 50% | More than 90 days but less than or equal to 120 days |
| 10% | More than 120 days |
| C. For Services: | |
| 20% | Less than or equal to 45 days |
| 0% | More than 45 days |

7. **RETURNS.** After shipment of standard equipment or materials to Purchaser, returns will be subject to a 25% restocking charge plus any freight charges incurred in the inbound or outbound shipment. To receive credit for returned equipment or materials, goods may only be returned with a Return Authorization number provided by Royce Instruments. Royce Instruments will not accept for return or credit any services rendered or custom equipment or materials shipped.

8. **CUSTOM CHANGE ORDERS.** Royce Instruments will accept no changes to custom orders less than 45 days prior to the scheduled shipment date without additional charges and/or delay of shipment dates. Change orders received more than 45 days prior to scheduled shipment date will be reviewed and additional costs or delays determined. Royce Instruments will provide to Purchaser a statement of any additional fees or delays (if any). Royce Instruments without prior approval of the statement will accept no change orders.

9. **DRAWING AND DESIGN FOR CUSTOM PRODUCTS.** All specifications, drawings, design, data, information, ideas, methods, patterns, and inventions made, conceived, developed, or acquired by Royce Instruments in connection with Purchase order will vest in and inure to the sole benefit of Royce Instruments, and any charges therefore imposed by Royce Instruments cover use only. Purchaser shall not give, loan, exhibit, sell, or transfer to any person not then employed by Purchaser and authorized to receive such information, or to any organization or entity, any drawing, photograph, or specification furnished by Royce Instruments or reproduction thereof which may enable such person, organization, or entity to furnish similar equipment or parts thereof. Royce Instruments will furnish all necessary drawings and instructions for installing and operating equipment sold to Purchaser and information for ordering replacement parts. Unless otherwise provided, drawings are not subject to approval by Purchaser and tracings and reproducible drawings will not be provided. Royce Instruments may take photographs of its installed equipment for record purposes, but agrees not to use them for sales or advertising without the written consent of the Purchaser.

10. **MATERIALS PROVIDED BY PURCHASER OR ITS AGENT.** Royce Instruments will take reasonable efforts to protect and safeguard the materials, the confidentiality and use of any and all materials, samples or other items provided to Royce Instruments by Purchaser or its agent in the performance of the terms of the purchase order.

11. **CALIFORNIA LAW.** The purchase of Royce Instruments' goods, this contract, and all the rights and obligations of the parties thereto, shall be governed by, subject to, and construed in accordance with the laws of the State of California.

12. **LIMITATION OF LIABILITY.** Royce Instruments' liability on any claim of any kind, including negligence, for any loss or damage arising out of, connected with, or resulting from the manufacture, sale, delivery, resale, repair, or use of any equipment sold or furnished by Royce Instruments shall not exceed the purchase price of the goods or part thereof which gives rise to the claim. Royce Instruments' liability on any claim of any kind, including negligence, for any loss or damage arising out of, connected with, or resulting from services furnished by Royce Instruments shall not exceed the amount paid for such services. Royce Instruments shall not be liable for special, consequential, contingent, or incidental damages.

13. **ARBITRATION.** Any controversy or claim arising out of or relating to this contract, or breach thereof, shall be settled by arbitration in the City of Napa, California in accordance with the rules of the American Arbitration Association, and judgment upon the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof.