



## PRESS RELEASE

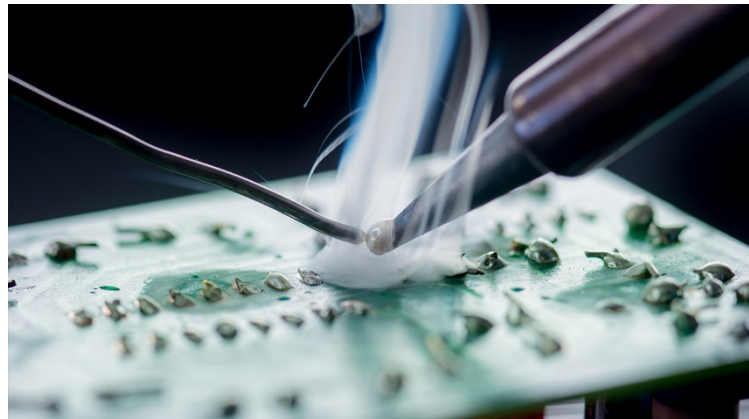
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### **Amerway Helps Customers Cut Costs of Soldering**

*Altoona, Pennsylvania, USA* – Soldering electronic assemblies, even in small volumes, can be an expensive business. Specialized alloys, formulated to meet the specific individual requirements of components, finishes, and assemblies, can add extra dollars to the cost of manufacturing SMT and mixed-technology assemblies, narrowing profit margins for production runs. Amerway Inc., a leading solder and flux manufacturer servicing the electronics industry with high-purity alloys and solder products, can show customers practical ways to cut soldering costs through their individualized, localized approach to a customer’s soldering requirements.



“At Amerway, we’re happy to travel to the customer’s facility to review their process,” says Terry Buck, President. “It’s an easy matter for us, because we’re a domestic solder manufacturer centrally-located on the east coast in Altoona, Pennsylvania. We can find ways to cut costs through solder alloy choices, mitigating waste streams through recycling, as well as recommending and blending custom-made alloys that will be specific to their process.”

For lead-free PCB assemblers, it may be possible to substitute a less-expensive alloy for a specific application, and “Even if your alloy choices are restricted, for example, to a specific one, such as SN100C, instead of a SAC-alloy, we are a manufacturer of Sn100c under license of Balver Zinn Cobar, right here in Altoona,” Terry Buck adds. “So, we save you money over imported products. We manufacture all of our soldering alloys from virgin metals, so you’re getting the best of the best, always pure and consistent and at the lowest possible cost.”

Soldering process optimization is the best means of cutting soldering and overall assembly costs, but beyond that, “As your solder supplier we can help you find additional ways to save by working individually with you,” says Tyler Port, Amerway’s Quality/Project Manager. “Amerway is a family-owned American small business, so we have that same perspective and understanding as many of our customers. We know how to address their needs. Yet, we do enough volume to give the customer the same lower cost as larger manufacturers. Additionally, our customers can save on shipping and service with tailor-made products that we can propose following a customer visit.”

A representative will visit the customer’s site to meet personally with buyers and production personnel to ascertain how Amerway can provide a customized product, process, and shipping solution to save the customer money. “Alternately, we invite all interested customers to visit our Altoona plant to see how their product is produced,” he added.

For more information, visit [www.amerway.com](http://www.amerway.com), or contact the company at 3701 Beale Avenue, Altoona, PA 16601; Tel. 814-944-0200.

### **About Amerway**

Amerway Inc., based in Altoona, Pennsylvania, is a premier supplier of solder bar, solder wire, fluxes, and custom alloy products to the electronics manufacturing industry. Amerway manufactures a large selection of lead free alloys including pure tin, tin/copper, tin/antimony, tin/silver, SAC-alloys, fluxes, and more. Amerway Inc. has been recently awarded ISO 9001 quality certification, and now offers high-quality and high-purity Balver Zinn Cobar solder products including Fluxes, Solder Paste, and Solder Wire, and SN100C lead-free alloys. For more information, visit [www.amerway.com](http://www.amerway.com), or contact the company at 3701 Beale Avenue, Altoona, PA 16601; Tel. 814-944-0200.

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