

*‘We are in this together...’*

*April 19<sup>th</sup>, and 20<sup>th</sup>*

*Las Vegas, NV*



# Singulus (Equipment)

SINGULUS TECHNOLOGIES

Colonial Meeting, April 19<sup>th</sup>, 2012

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■ *BluLine II*



■ *Spaceline II*

■ *Skyline II*



## *Spare Parts (New Offerings)*

- *Mastering Consumables*
- *UV Lamps for Kamman/Hanky Printers*

## *Upgrades*

- *Datarius In Line Inspection System (CD/DVD)*

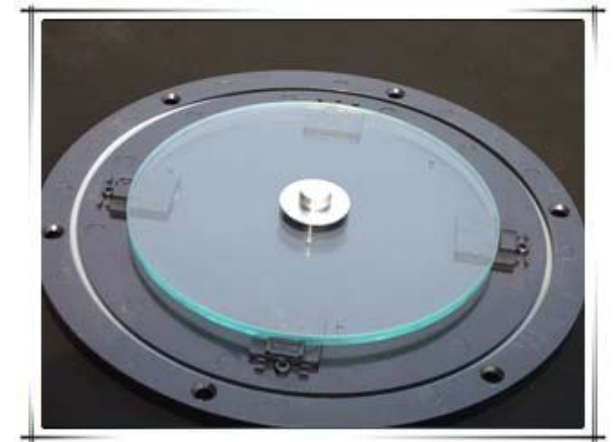
## *Member Only Specials*

- *Sony Chemicals SK6590*
- *Singulus Parts / Member Review*



## *Consumables for Mastering...*

- *High quality chemicals and supplies for Mastering*
  - *Glass (For all makes / models of mastering systems)*
  - *Silane / Developer*
  - *Maintenance Items (Acetone, H<sub>2</sub>O<sub>2</sub>, etc)*



## *UV Bulbs for Kamman / Hanky Printers*

- *High quality UV Bulbs*
  - *Proven in operation at largest manufacturers*
  - *Reliable and available from stock*
  - *Ask or call for pricing*



- ***CD/DVD iDS-II (Inline Instant Detection System)***
  - *Integrated system for detection of playability issues on CD's and DVD's.*
  - *Reduce Test Time*
  - *Decrease scrap discs*
  - *Automated Quality Assurance*
- ***Full integration for Spaceline II and Skyline II***
  - *1 day installation*
  - *Instant results*
- ***Call for a customized quote.***



## *Sony Chemicals SK6590*

- *New Material for DVD Bonding*
- *Qualified and proven for use in all Singulus lines*

**NEW!!!!**

## *Special Offers through Singulus*

### *Existing Customer*

- *Instant .10/Kg discount when switching to new material*

### *Incentive to Colonial Membership*

- *Total to .20/Kg discount when all existing Colonial users switch within 90 days*

### *Specials for non-users (No Risk Change)*

- *Singulus will meet or beat current pricing of any competitor material and support change over on Singulus machine with an onsite engineer and FOC lacquer filter*



# *Member Offers.....*

- *Review 2010 and 2011:*
  - *Mask, Targets, and UV Bulb Offers*
  - *Meet or Beat Pricing (Zero Interest....)*
  - *How do we get better, and what do you want to see from Singulus?*
- *Proposed On-Site meeting in coming weeks to:*
  - *Review parts history*
  - *Singulus Offerings*
  - *Possible packages*



### *And again, Meet or Beat Pricing.....*

- *Offer valid on all Consumable / Wear and Tear Singulus parts.*
  - *Material Group 3 items from Singulus*
  - *Gripper Fingers, Filters, UV Bulbs, etc*
  - *Offer valid for 90 days.*
  
- *Highest quality OEM parts at best possible price “PERIOD”*





***Thank you,  
for your attention,  
your continued support,  
and  
your business....***



# Sony Chemicals Corporation of America

Colonial Purchasing meeting

April 19th 2012:

- Sony Corporation announcement
- New cost effective DVD product

## ◎ Sony Corporation announcement

“Sony Corporation, the parent company of Sony Chemical & Information Device Corporation, and the Development Bank of Japan (DPJ) concluded a non-binding memorandum of understanding that confirms their intent for Sony to sell its chemical product businesses to DPJ”

Company name	Sony Chemical & Information Device Corporation
Establishment	March.5 1962
Headquarters	Gate City Osaki, East Tower 8th Floor, 1-11-2 Osaki, Shinagawa-ku, Tokyo, Japan
Representative director and president	Takashi Ichinose
Capital stock	5.48 billion yen (wholly-owned by Sony Corporation)
Non-consolidated Employees	2,935 (As of Mar.31 <sup>st</sup> ,2011)
Major Office	Headquarters (Tokyo) Western Japan Sales Office (Osaka Pref.)
Major manufacturing sites	Tagajyo Plant, Kanuma Plant #1,#2,#3 Neagari Plant, Tome Plant (Toyosato, Nakada)

# Global operations network

**SONY**  
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## Global Manufacturing Sites

■ Sony Chemicals Europe B.V.  
Amsterdam, the Netherlands



■ Sony Chemicals & Information Device Corp., Kanuma plant, Japan



■ SCCA (plant in Atlanta)



## Global Sales & Marketing Offices

● Sony Chemicals Europe B.V.

● Sony Chemicals Singapore Pte.Ltd.

● Sony Vietnam

● Sony Hong Kong

● Sony Taiwan

● Sony Korea

● Sony China  
Shanghai (China)  
Suzhou (China)

● SCCA, San Diego CA



# SCCA offices in the US

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Atlanta plant

Procurement  
Production/ Planning  
Warehouse  
QA  
R&D  
Customer service  
Accounting  
Administration

San Jose office

Sales & Marketing



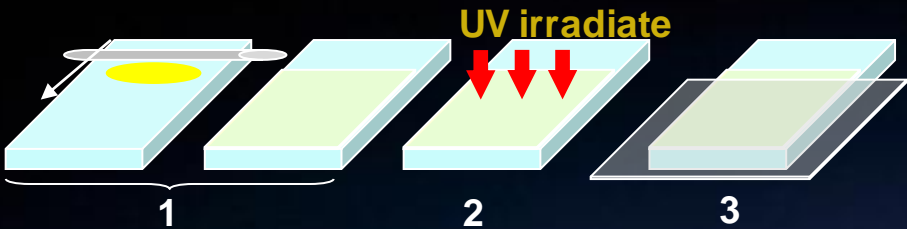
# Introduction of new cost effective DVD product

Item			SK6540	SK6550	SK6590
Viscosity		mPa·s	540	580	490
Surface tension		mN/m	32	32	38
Elastic modulus	0 degreeC	MPa	2600	2700	2790
	25 degreeC		710	500	1200
	80 degreeC		78	60	43
Tg		degree C	36	31	46
Refractive index @650nm (Cured film)		-	1.530	1.533	1.537
Shrinkage		%	7.8	7.2	7.0

# Advantages: curability

## Test method

- 1. To coat the resin 15μm, the resin is coated by coil bar #10 on the glass.
- 2. UV irradiate ( 1.0sec, 1.5sec, 2.0sec, 2.5sec )
- 3. Rubbing the surface with ethanol.



## UV condition

- \*Lamp: Fusion D bulb
- \*UV intensity: 150mW/cm<sup>2</sup>  
(UV meter: USHIO,UIT-250)

### Cured completely :

The surface is transparent after wiping it with ethyl alcohol.

### Uncured :

The surface is white after wiping it with ethyl alcohol.

Item	SK6540	SK6550	SK6590
1.0 sec	Uncured	Uncured	Uncured
1.5 sec	Uncured	Uncured	Cured
2.0 sec	Uncured	Cured	Cured
2.5 sec	Cured	Cured	Cured

SK6590 is better than SK6540 and SK6550 in curability

# Advantages: adhesion

## disc bonding strength test

**Disc** DVD-9 Ag / Al

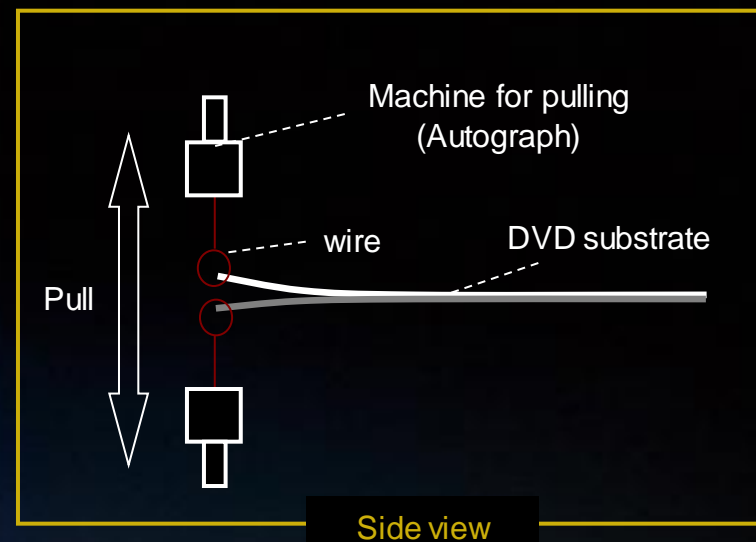
### UV condition

\*Lamp: Fusion D bulb

\*UV intensity: 250mW/cm<sup>2</sup>

\*UV dosage: 500mJ/cm<sup>2</sup>

(UV meter: USHIO,UIT-250)



Side view



(Unit : N)			
Item	SK6540	SK6550	SK6590
Adhesion strength	3.7	3.5	4.3

**SK6590 is better than SK6540 and SK6550**

# Sony Chemicals and Singulus global support

