

## Q&A with a BGA/Electronics Assembler

Lightspeed Manufacturing in Methuen, Mass., opened in 2003, surviving the thin years in electronics manufacturing by relying on BGA services to attract packaging customers



*Rich Breault, Lightspeed*

as well. As EMS in the U.S. grows healthier, Lightspeed has been able to expand both its SMT and BGA services and capacity. *SMT* spoke with president and founder Rich Breault about the EMS niche developing in the U.S., lead-free and its effect on BGA and electronics assembly business, and how boards will look in the near future.

**SMT:** How many SMT lines do you run, and were these augmented by your expansion?

**Breault:** We run three SMT lines now, after the expansion. Half of our business is assembly, and half is BGA rework. Our market is focused — low-volume prototype assembly and high-end rework. We have 20 employees serving these ends in the facility and in our mobile rework service.

**SMT:** What was your priority during the expansion, and why?

**Breault:** We needed more pick-and-place capacity, primarily. We now have three Assembléon pick-and-place systems, and will add a fourth soon. We also needed more soldering capacity, adding a Conceptronics reflow oven. We have a



