

# Solder Innovation at Almit

## An Interview with Fabian Mendel

Almit is a leading provider of solder wires, solder pastes, and lead-free solder, which are used in a variety of industries, from aerospace to consumer electronics. Junior managing director Fabian Mendel talks about the family-run company's history and products, as well as how its team is managing the COVID-19 situation.



*The Almit team is confident in its know-how and spirit of tradition. Almit's junior managing directors Fabian Mendel (left) and David Mendel (right) stand with their father, Almit CEO Michael Mendel (center).*

**Elektor:** Mr. Mendel, could you please give us a brief introduction of the Almit company and your position.

**Mendel:** Almit GmbH produces high-quality solder wires, solder pastes and fluxes, mainly for the automotive, medical technology, or aerospace industries. We are a family-run company and, together with my brother, I am the second-generation successor.

**Elektor:** To what extent does Almit stand out from its competitors in the market? What special features do you offer your customers?

**Mendel:** With our solders, our main focus above all is on solving very demanding process tasks for the customer (Figure 1). For example, we are pioneers in the field of laser soldering, or in the field of jet paste. The changeover from manual to automated soldering is also particularly successful with our solders. Whenever there are difficulties and challenges in the soldering process, our products will always find a solution.

**Elektor:** The company's slogan is "Technology for the Future." How is this forward-looking way of thinking and acting reflected in your everyday business?

**Mendel:** We try to develop our products with such foresight that they are available as soon as new market trends emerge and do not have to be developed afterwards. Our research and development department is therefore very much involved with newly emerging production and process technologies in order to know the needs of our customers in advance and to have a solution ready as soon as the need arises (Figure 2).

**Elektor:** Which innovative developments are among Almit's greatest successes? Can you name a product characteristic that makes Almit stand out?



Figure 1: Almit's international team at productronica 2019 in Munich. The company attaches great importance to the personal exchange with customers and business partners.



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**Mendel:** Shortly after its foundation in 1956, Almit developed the first solder that made it possible to solder aluminum. One of the subsequent versions of this solder was also used in the NASA space shuttle. In recent history, the greatest successes were certainly the development of our GUMMIX solder wire which made laser soldering possible for the first time. The same applies to our new MR-NH soldering paste, which enables soldering processes with an area-ratio below 0.6. We are also especially proud of our extremely small solder wire diameters. We can now produce soldering wires with diameters of 0.08mm. Even our 0.15mm wire was a success. It is thinner than a human hair and we still guarantee a 100% continuous flux core in these extremely thin wires. In an age of increasing miniaturization, we believe this is a very important future market.

**Elektor:** How do you assess the course of the year 2020 so far? Has the coronavirus crisis changed your view of the present and future of the Almit company? What are your expectations and goals for the coming year?

**Mendel:** The corona crisis has highlighted what really matters, both in a private and professional context. Thanks to our healthy and sustainable growth in recent years, we are happy to be able to say that, despite corona, we are still in a solid position today. Of course, there are many challenges that we have to overcome, but we believe that the worst is over for the time being. We have promising new projects and are entering the last quarter of the year optimistic and motivated. For the future, we expect the market to become smaller and competition to increase. However, thanks to our excellent products, we are well prepared for this period and look forward to the challenges ahead.

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**Want to Know More?**

Elektor also spoke with Fabian Mendel at productronica 2019. He talked about solder, solder paste, and more. Watch the video: <http://bit.ly/elektor-almit>



Figure 2: Technology for the future. The German headquarter at Michelstadt, close to Frankfurt. The European central warehouse is also located here.