

TFE STRENGTHENS SALES TEAM TO SERVE GROWING PRODUCT RANGE AND EUROPEAN CUSTOMER BASE

There's no doubt that the last few years has been a tough time for high technology industries. Nonetheless, with it's dedication to the supply of quality products, backed with a commitment to meet and exceed customer service expectations, TFE has been able to grow it's business since starting operations in 1998. To improve further its ability to service a growing customer base, and improve support for its expanding product range, the company has been busy increasing its European field sales team. There are now three dedicated sales specialists bringing extensive experience and support for photo-engraving technologies, including film deposition, etch and photolithography.



Sergio Bergonti joined TFE with a wealth of experience in the semiconductor industry having worked with customers worldwide for nearly 20 years. Sergio started his semiconductor career as a service engineer with Tegal in 1984, having an educational background in electronic engineering and telecommunications. In 1992 he moved to Lam and served as Italian Service Manager, where he was responsible for a team of 11 service engineers. In 1997 Sergio crossed-over to the commercial arena working for GaSronics, initially as a sales engineer, and was soon promoted to Sales Manager. He later joined Mattason Technology as Global Account Manager for STMicroelectronics. Today Sergio is responsible for sales and marketing of pre-owned equipment, and is the European sales specialist for the Advanced Modular Sputtering Inc., product range.



Rainer Kuhn came to the semiconductor industry in 1985 as a sales engineer working for Reichert and then Carl Zeiss. He later joined Nikon Precision, where he rose to the position of Assistant General Manager. Rainer has been working with pre-owned capital equipment sales since 1999. Rainer works with TFE as a Sales Associate, supporting pre-owned equipment sales to the German-speaking territories.



Alessandro Colombo is technical sales specialist for sputtering and associated technology, including target materials and cathodes. Having trained in electrical engineering, he started his career with his own company producing high frequency power supplies. In 1994 he joined the Materials Research Corporation as a field service engineer and was later promoted to technical product specialist for the batch PVD product range. He has been responsible for various product improvement programmes. Alessandro is now TFE's European sales specialist for the KDF in-line sputtering product range.

"We consider all aspects of thin film processing to be our core business," said Dr Francesco Terenziani, President of TFE. "Having technical sales specialists able to discuss across the board process solutions with our customers is key to our success. Together, I believe that Sergio, Alessandro and Rainer provide this expertise."

Semicon Europa 2004

- ▶ meet the TFE team
- ▶ discuss your equipment needs
- ▶ see our expanded product range

Stand B1.165

April 20th - 22nd
New Munich Trade Fair Centre

New, Pre-owned, Re-manufactured

TFE specialises in the supply of a wide range of new and refurbished thin film process equipment. Find out more:

<http://www.tfe-thinfilmequipment.com>

Equipment feature

Single wafer, reactive sputtering, with flare . . .

The **Eclipse** PVD sputtering system is an advanced multi-metal sputtering production tool, capable of depositing high quality VLSI film stacks and has a pedigree of more than 500 production system installations.

TFE specializes in sourcing, re-manufacturing, and the re-supply of these systems. Each system is completely refurbished, re-manufactured and upgraded to meet or exceed OEM specification and delivered to the customers required configuration.



The system can be configured with hard or soft etch options, and includes three independent UHV sputter chambers to support both metal and reactive sputtering modes. The cathodes are high performance rotating magnet magnetrons capable of producing very uniform films. The system is a production proven work horse and delivers a throughput

performance up to 54 wafers per hour, and a lower *cost-of-ownership* than any similar tool.

The cycle returns ?

Once again, OEM companies are quoting extended lead times for the delivery of new capital equipment orders. At the same time we read of the potential for over capacity to return to the industry in 2005. Will you receive the equipment you need in time to take advantage of the current upturn ?

Pre-owned equipment can provide a useful short-cut solution. If you have an immediate production equipment need. TFE has access to a significant range of quality, pre-owned process equipment, with immediate delivery. Including refurbished and re-manufactured systems.

Expanding the product portfolio

Following an extension of the cooperation agreement between TFE - Thin Film Equipment and Theis Enterprises Inc., TFE can now supply a comprehensive range of fully refurbished **LAM Autoetchers**, the **Rainbow 4000** series and 9000 series systems.

The refurbishment process includes a complete dismantling, cleaning and upgrade to meet the last OEM specification.



The TFE community

TFE is the European representative for several companies supplying high quality thin film process equipment and components for a variety of applications:

KDF Electronic & Vacuum Services, Inc.; supplies in-line batch sputter systems. With an installed base in excess of 3,300 systems, the company enables over half of the worlds microelectronics manufacturers with equipment for the production of ICs, LEDs, resistors, lasers MEMS, flat panel displays, etc.

Advanced Modular Sputtering Inc.; designs state-of-the-art custom cluster solutions. Unlike, companies that sell standard equipment to any application, AMS customs designs cluster tool hardware and software to a specific application.

Kenotec srl.; specializes in the design and manufacture of sputter systems and custom UHV equipment for R&D applications. The systems, are manufactured using industry standard components, for reliability, ease of maintenance, and to readily allow the commercialization of the equipment at a later date if required.

Theis Enterprises Inc.; is a supplier of plasma etching products. The company refurbishes Tegal 901/903 systems and also manufactures new systems, Theis Enterprises has supplied over one hundred of these systems.

Angstrom Sciences Inc.; TFE is the exclusive representative in France and Italy for ASI, a leading supplier of advanced magnetrons and refined materials for plasma vapour deposition.

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