



Newsletter

January 2011



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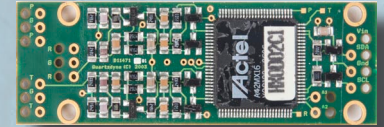
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Quartzdyne ASICs Coming to SMT

Our ASIC oscillator and Frequency Counter chips have been very successful in our hybrid products. The oscillator ASIC has dramatically reduced field returns for DLS crystals by nearly 10X (<http://www.quartzdyne.com/pdfs/reliability.pdf>). The ASIC frequency counter allows for more robust communications over I2C. Both have contributed to lower operating current. Beginning first quarter of 2011, these chips will be incorporated into our low temperature SMT electronics. With this change, we will also migrate to RoHS compli-

ant lead (Pb)-free solder for our SMT products. As Industrial Monitoring Equipment, all of our products have been exempt from RoHS compliance requirements (RoHS DIRECTIVE 2002/95/EC Article 2, Section 1 & WEEE ANNEX 1A, Category 9), but this exemption will likely be phased out.

Our down-hole hybrid transducers are also exempt under the RoHS DIRECTIVE 2002/95/EC



Annex 7a. But until we identify an acceptable alternative, these high-temperature products will continue to use Pb-bearing solder.

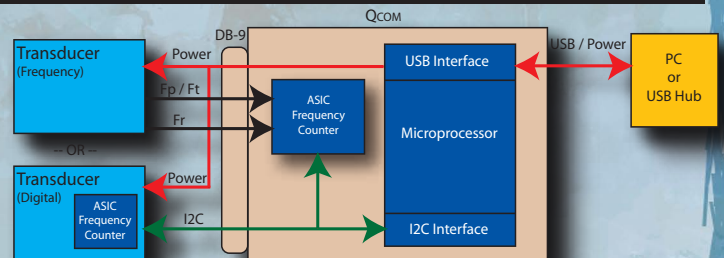
These changes have implications for repairs and upgrades of old transducers. Older transducers cannot be made Pb-free by swapping a board; Pb-free transducers cannot be used above 150C.



QCOM, The Next-Generation PC Interface

QCOM is the next-generation PC interface to a Quartzdyne Pressure Transducer. It combines the functionality of the Series I and Q-Link products, interfacing to either a Frequency or an I2C transducer. The RS232 serial port has been replaced with USB for better compatibility and easier plug-and-play with your computer. Because the unit is USB powered, no additional power supply adapters are required. QCOM is supplied with Windows™ compatible software drivers for interfacing with most programming languages. Example code and applications are provided to get you up and running quickly.

The transducer port is a DB-9 connector that accepts either a frequency or digital (I2C) transducer. This is the same connector that our Frequency Transducers have used for nearly 20 years. Adapters will be available to convert legacy digital transducers' Mini-Din connector to the DB-9. Going forward, all standard Quartzdyne transducers will be available with DB-9 cables.



Inside QCOM is the same ASIC Frequency Counter found in our digital product. It provides simultaneous counting of both Temperature and Pressure frequencies using the transducer's temperature-compensated reference frequency. Our unique zero-dead-time counter design gives you the precision and accuracy you have come to expect from Quartzdyne Pressure Transducers. Provided software drivers handle all of the complexities of dealing with coefficients and calculating pressure and temperature. Thanks to the high-speed USB connection, gate times as fast as 0.01 seconds can be achieved. Multiple units can be connected to a single system using readily available USB hubs.

Because of parts obsolescence, the Series I is no longer available and the Q-Link will be phased out in the near future. If you have legacy software applications that were written for the Series I or Q-Link, contact us to see how we can help you migrate them to QCOM.

Tool Integration Update

Quartzdyne now offers contract manufacturing, or “tool integration” services. Quartzdyne’s ability to provide high-quality assembly, wiring, electron-beam welding, and testing of tools/gauges enables us to offer our customers a full turn-key solution. Customer benefits from this include reduced lead-times, logistical complexity, and cost. Quartzdyne can also source and stock your custom parts. This offers an increase in reliability and a reduction in risk, as Quartzdyne bears responsibility for the overall assembly. Quartzdyne’s engineering and production staff are excited for this opportunity to assist our customers in improving their leadtimes and quality through offering this turn-key solution.

Please contact Diana Clark, Project Manager, to discuss how your company can benefit from Quartzdyne’s Tool Integration services. (diana@quartzdyne.com or 801-839-1508)



Obsolescence of Fischer Connector

As mentioned in previous newsletters, Quartzdyne is moving to a new connector design on 0.88-inch and 0.75-inch transducers. We have provided samples of both cables and connectors to interested customers. Phase-in of the new connector has started on a few models, and will continue to expand into the rest of the product lines.

IMPORTANT *** If you use the Fischer connector in your product or process, and you have not communicated with us, please contact us immediately. A drawing of the new 7-pin connector is available at: http://www.quartzdyne.com/spec/dmb002_connector.pdf



Discontinuation of SPB301, SPB302, SPB307

To become ROHS compliant, all Quartzdyne SMT boards need to be revised to use PB-free components and processes. With the declining sales of the SMT 3/4-inch product line, the costs to revise the board used in this family are not justified. Therefore Quartzdyne has decided that these products will be

scheduled for obsolescence June 1, 2011. In order to assist current users of this product we will offer the following:

- Fulfillment of all warranty issues.
- Repair support for 5 years from date of last purchase with non-ROHS compliant boards. (After 5 years we will offer to upgrade from SMT to hybrid.)
- Last-time buy of SPB3xx family products until May 31, 2011.
- Last-time buy of circuit boards until May 31, 2011. (For those that would like to have extra insurance of reparability. This could be a very cost effective method.)



Quartzdyne Management Change

During the past two years, Errol EerNisse, Bob Wiggins, and Cliff Mercer have retired from Quartzdyne. We thank them for their exceptional contributions over a combined 75 years of service. They built a company culture that focused on building both great people and reliable products.

To help bridge the “grey-hair” gap, Quartzdyne reorganized its senior management team this summer. Milton Watts became our Chief Technology Officer and Vice-president of Quality. The CTO position enables Milton to be a visibly strong technical face to Quartzdyne’s customers and markets. The VP of Quality position also facilitates his strength of solving internal and external problems. Milton has 25 years of experience at Quartzdyne.

Scott Brown became our new Vice-president of Engineering. Scott’s 10 years of engineering and sales experience at Quartzdyne will bring additional customer and market focus to engineering projects.

Mike Fielding was promoted to Director of Sales and Marketing. While Mike has only been with Quartzdyne for 10 months, he has 20 years of engineering and technical sales experience.

Finally, to facilitate the growth that we’re experiencing in Quartzdyne Electronics (QE) and tool integration services, Brian Leeflang was promoted to Hybrid Electronics Manager and Diana Clark was promoted to Tool Integration Manager.

As a management team, we look forward to guiding Quartzdyne through the next 20 years by continuously improving people’s lives and our products.