

## Cost of Ownership Questionnaire

The use of nitrogen in reflow and wave soldering certainly comes with a cost. But this cost is normally offset by the associated process benefits of implementing nitrogen. In order to quantify this cost-benefit relationship, a host of factors that are very specific for each company and manufacturer's equipment have to be well understood. Air Products has developed a computer model for the wave soldering process that has been refined over many years with numerous customer experiences and input. It's design allows a prospective nitrogen user to obtain an estimate of possible cost savings to be realized by installing a nitrogen supply system, without having to conduct an onsite test program.

The more difficult task of developing a computer model for reflow soldering is on-going. However, the cost factors are more numerous, and the benefits more complex and qualitative in nature than wave soldering. Much of the information needed from the prospective nitrogen user is either very difficult or impossible to obtain. An in-plant trial is currently perhaps the best way to quantify the benefits of nitrogen for this application.

If you would like to see if nitrogen can save you money in your wave soldering process, [fill out our online questionnaire](#) to submit it to our Microelectronics Technology Team today. You will receive the evaluation results of your information as quickly as possible.

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