



SMT Pick-and-Place Line

Product Technical Sourcing Proposal
Electronics & Energy Systems



Real supplier reference image. Final brand, model and appearance depend on selected quotation.

RECOMMENDED SUPPLY CONFIGURATION

Select around the actual PCB, cable, harness or electronic assembly, required throughput, accuracy or test coverage, fixtures/feeders, traceability and available utilities. Trial the buyer's sample before shipment.

Product Overview, Applications & Primary Use

SMT line with smart feeders, solder paste printing and reflow oven for high-volume PCB production.

Technical sourcing approach

- Confirm the real operating duty and site conditions before comparing models.
- Compare supplier quotations against one common technical specification.
- Require a factory test, drawings, manuals and a critical-spares list.
- Plan freight, inspection, installation interfaces and after-sales support before purchase.

Applications and primary use

- Assembly or testing of the confirmed electronic product and component range.
- Small and medium batch production with practical changeover between launch products.
- Quality control using defined electrical, functional or dimensional acceptance limits.
- Expansion only after fixture, software and upstream/downstream compatibility are confirmed.



Product-Specific Technical Specification

Selection parameter	Required function / value	Buyer or site input
Product range	Handle the actual PCB, component, cable or assembly	Provide drawings, BOM and samples
Working size	Accept minimum and maximum product dimensions	List every launch size
Throughput	Meet realistic units/hour at required quality	State shift target
Accuracy/test coverage	Meet placement, soldering or measurement acceptance	Define tolerances and tests
Feeders/fixtures	Include all launch feeders, jigs, probes or tooling	Provide component and connector list
Software/interfaces	Import data and communicate with required systems	State file formats and traceability
Utilities	Match electricity, air, extraction and ESD controls	Provide site data
Acceptance trial	Run buyer sample and record results	Agree test protocol

Buyer checklist and quotation requirements

- Provide product drawings, BOM, samples and minimum/maximum dimensions.
- State output target, batch size, changeover frequency and quality limits.
- List every feeder, fixture, probe, jig and software option required.
- Confirm data formats, traceability, barcode and network interfaces.
- State power, air, extraction, ESD and environmental conditions.
- Agree a factory acceptance test using representative buyer samples.
- Request calibration documents, manuals and critical spares.

Final technical parameters, included accessories and acceptance criteria must be confirmed in the supplier quotation, test report and purchase contract. Do not purchase from photographs alone.

Indicative Product Pricing & Supply Guide

PRODUCT QUOTATION BASIS

Final pricing for SMT Pick-and-Place Line follows the confirmed technical specification, required rating or capacity, included accessories, inspection scope, delivery terms and destination.

Supply component	Indicative planning range	Quotation basis
Main assembly or test equipment	US\$18k-95k	Minimum throughput for confirmed product
Feeders, fixtures and software	US\$6k-30k	Only launch product requirements
Freight and clearance	US\$6k-28k	Complete protected shipment
Installation, calibration and training	US\$4k-20k	Local setup with supplier support
Low-entry electronics package total	US\$34k-173k	Final price follows tooling and test scope

Technical sourcing and delivery process

Phase 1	Define requirement and request comparable quotations - 1 to 2 weeks
Phase 2	Technical clarification, negotiation and inspection plan - 1 to 3 weeks
Phase 3	Manufacture or refurbishment - typically 3 to 10 weeks
Phase 4	Shipping and customs clearance - typically 3 to 7 weeks
Phase 5	Local installation, training and trial operation - 1 to 3 weeks

These are non-binding planning ranges. Final product price and delivered cost depend on the confirmed specification, accessories, inspection, freight, customs, exchange rate and destination.

Sanaatchi Support & Contact

- Supplier search using one confirmed product specification
- Side-by-side technical and commercial quotation comparison
- Factory test, documentation and pre-shipment inspection coordination
- Lowest-cost practical logistics planning from China to Afghanistan
- Installation-interface, spare-parts and after-sales coordination

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Supplier image references

- Supplier image reference: <https://image.made-in-china.com/2f0j00srQCjyKLfzbV/Hanwha-Samsung-SMD-Pick-and-Place-Machine-Supplier-Manufacturers-SMT-Production-Assembly-Line.jpg>

- Supplier image reference:
<https://image.made-in-china.com/2f0j00IzwMgvpcYfba/Panasonic-SMT-Pick-and-Place-Machine-Manufacturers-Production-Assembly-Whole-Line.jpg>