



Inseto (UK) Limited
Unit 25, Focus Way
Andover
SP10 5NY
United Kingdom

PRESS RELEASE

Date: 3rd September 2018

An Enduring Bond

Inseto and DELO celebrate 20 years of partnership.

Andover, United Kingdom – Inseto, a leading technical distributor of equipment and materials, and DELO, a leading manufacturer of industrial adhesives, are celebrating 20 years of partnership during which meeting customers’ needs has, and remains, an unwavering top-priority.

Inseto is DELO’s exclusive distributor in the UK and Ireland and has extensive experience of supporting customers in high-tech engineering sectors - including electronics and microelectronics – and harsh environment industries including aerospace, automotive and oil & gas.

Robert Saller, Managing Director of DELO, comments: “Since their appointment in 1998, Inseto has always impressed us with their knowledge of adhesives and the way in which they work tirelessly with customers to find fit-for-purpose solutions.”

In addition to advising customers on which standard products will best meet their requirements, Inseto has worked with DELO’s R&D chemists during the development of new adhesives needed for custom applications. One such example of this collaborative process resulted in the development and launch of a light-activated adhesive and process; in that the components being bonded were non-transparent, so the light-curing had to be ‘triggered’ at a critical build stage.

Other success stories, and there are many, include the provision of adhesives for: the bonding of positional sensors in power assisted steering modules using a pre-activated cationic epoxy; the mechanical protection of large components in high-vibration environments using a light-cured epoxy; the encapsulation of electronic components in single-use medical instruments using a two-part Polyurethane; and the protection of silicon die and wire bonds in multiple microelectronic applications.

Eamonn Redmond, Sales Manager of Inseto, comments: "It's a privilege to be working with DELO, as the company has a very healthy attitude to R&D, and as the industry presents new bonding challenges, the company is quick to respond with not just new chemistries for adhesives but also the processes required to meet customers' needs."

Redmond's observation is borne out by the fact that more than 40% of DELO's revenue during its most recent financial year, came from adhesives developed in the last three years; proof-positive that the company is responding to industry's emerging needs. Recent ground-breaking technologies include: dual-curing adhesives for use in multiple applications; low-temperature curing adhesives for temperature-sensitive substrates; and high temperature-resistant epoxies for the most demanding of applications.

Saller concludes: "Inseto has played a crucial role in strengthening our footprint in the UK and Ireland during the last 20 years and we're very much looking forward to continuing the partnership."

For information on DELO's products, available through Inseto's Adhesives Division, please visit www.inseto.co.uk/adhesives.php.

MAIN ENDS



Celebrating 20 years of partnership. Robert Saller (left), Managing Director of DELO, presents Eamonn Redmond, Sales Manager of Inseto, with a plaque and certificate of appreciation in recognition of the distributor's dedication.

About Inseto (UK) Limited

Established in 1987 and ISO 9001:2015 Certified since 2005, Inseto is a leading technical distributor of equipment and related materials to the semiconductor, microelectronic & advanced technology sectors, as well as adhesives for electronics, automotive and industrial manufacturing.

The company has three divisions, namely:

- **Equipment Division**, which provides manufacturing equipment for the Microelectronic, Photonic, Electronic, Photovoltaic and Semiconductor industries etc.
- **Consumable Division**, which provides assembly materials and machine consumable items for the Semiconductor, Electronic, Microelectronic, Photonic MEMS and Hybrid assembly industries etc.
- **Adhesive Division**, which provides technically advanced adhesives for bonding, sealing and encapsulation, and which exclusively represents DELO Industrial Adhesives in the UK and Ireland.

Inseto is based in Andover in a high-tech building that houses an adhesives application laboratory, demonstration areas for equipment and instrumentation, and training rooms.

Customer support is at the heart of Inseto's *Total Customer Service* philosophy, where the company aims to understand, communicate and fulfil the needs of its customers. The company is committed to meeting customer requirements through the application of high standards of quality and customer care (both before and after sales) by continually investing in training and adopting a policy of continuous improvement.

For further information please visit www.inseto.co.uk