



## POWERS UP!

### In This Issue

It's summer!  
Time to kick  
back and catch  
up on your  
reading.



Inside, you'll find  
a Case Study  
that shows how  
Curtis Industries' Tri-Mag Division was  
able to customize an off-the-shelf  
power supply based on a specific  
client's needs. Let us know how we  
can customize a power supply or filter  
for your customer's unique  
application.

There may be multi-tier opportunities  
at your customers if you keep your  
eyes out for them. Learn how one rep  
turned a single sale into multiple sales  
over the next several years.

Brandon Smith, a former rep for  
Curtis, is our new Western Regional  
Sales Manager. I encourage you to  
contact him with any questions you  
have, and for assistance with pursuing  
opportunities in your territory.

And, as always, we include a little fun  
for your reading pleasure.

Enjoy.

*Steven*

## Smith Joins Curtis Team

Brandon Smith recently joined the Curtis Industries / Filter Networks / Tri-Mag team as the new Western Regional Sales Manager. Smith has extensive experience in electronic component sales.

"He was a sales rep with one of our rep organizations for over eight years," says Eastern Regional Sales Manager, Glenn Cummings. "He's been selling our products for many years, so he already knows our lines."

Prior to his years as a rep, Smith worked as a Field Energy Advisor for the Solar Division of Tesla, Inc. He will work from his home office in Azusa, California.

"Brandon's intimate knowledge of our product lines allows him to provide our reps and distributors with immediate support," says Steven Powers.

Smith covers the 15-state Western territory that includes: WA, OR, CA, AZ, NM, NV, UT, ID, MT, WY, CO, MO, IA, NE, and KS.

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## Multi-Tier Success

A new customer that works with banks designed and created a kiosk system for bank lobbies that handles all regular banking transactions.

Stephen Bess, of Stephen Bess Associates in Phoenix, was successful in specifying Tri-Mag's TMG-Z720-B V1 as the power source for the new kiosk.

"[Curtis President] Steven [Powers] flew out to meet the customer and review the internal kiosk structure," says Bess. "He told our customer about Curtis de Mexico and their ability to build the kiosk cable assemblies."

The customer provided the cable assembly drawings, Curtis quoted, and then received the initial cable assembly order.

"[Curtis/Tri-Mag consultant] Jia-Ming Li came in for a follow-up support visit

## Custom Design – Competitive Price

No matter what the application, Curtis Industries' Tri-Mag Division may be able to customize an off-the-shelf power supply based on a specific client's needs.

### The Problem

When a customer in the gaming industry needed a reliable power supply at a reasonable cost, Tri-Mag engineers repurposed a TMG-F809 power supply.

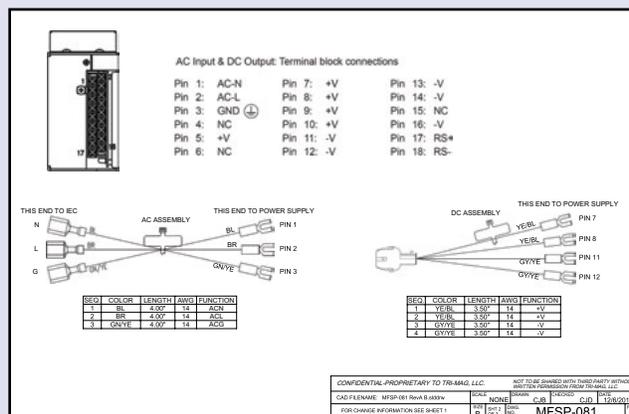
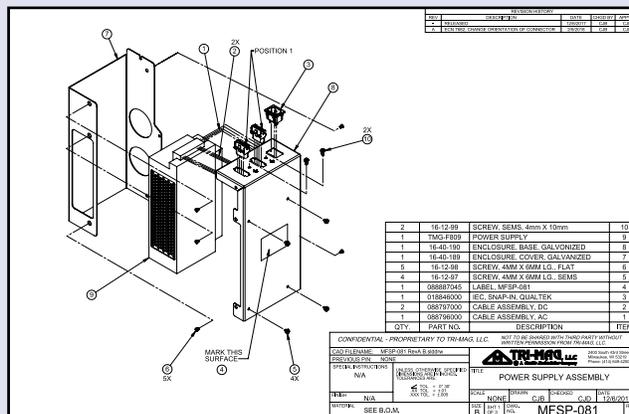
The TMG-F809 is a universal input, single-voltage output, 800W switching power supply with active Power Factor Correction (PFC). The F809 is a forced-air cooled version of the convection-cooled TMG-F609, 600W power supply.

- Size 275mm x 150mm x 75mm (10.82" x 5.91" x 2.95")
- Peak Power of 1000W
- Vertical or Horizontal Orientation

### The Solution

The TMG-F809 is ideal for "mission critical" applications where long life and high reliability is important.

Once modified to the customer's specifications, the MFSP-081 has proven to be an effective solution to the customer's needs.



**Customized MFSP-081**

## Multi-Tier Success

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with them," says Bess. "We discussed other Curtis manufacturing capabilities."

In addition to power supplies and cable assemblies, Curtis engineers are now reviewing the kiosk's control box for a complete box build. The box contains internal cables and integrated support circuitry to control kiosk operations.

"This is an excellent example of a synergistic sell across all our platforms," says Powers. "Stephen saw an opportunity, brought us in to support it, and sold [the customer] on our capabilities across a variety of product lines." 

## FEATURED PRODUCT

# TMG-F809

### Applications

- “Mission Critical” Equipment
- Telecommunications
- Industrial
- Battery Charging Systems
- LED Displays and Signs



## JOKE BOX

### Celebrity-Speak

“I was street-smart, but unfortunately the street was Rodeo Drive.”

**Carrie Fisher**

“At what age do you think it’s appropriate to tell a highway it’s adopted?”

**Zach Galifianakis**

“How come you never see a headline like, ‘Psychic Wins Lottery’?”

**Jay Leno**

“I think I might fade into Bolivian”

**Mike Tyson**

## Can You Believe It?

- Movie Theater popcorn costs more per ounce than filet mignon.
- In a typical NFL game, the ball is actually in play for about eleven minutes.
- \$80,000 in assets puts you among the world’s wealthiest ten percent.
- The water in Lake Superior could cover North America in two feet of liquid
- The basketball court on the fifth floor of the Supreme Court building is called the “Highest Court in the Land.”

