



POWERS UP!

In This Issue

Learn how the team at Curtis de Mexico found a recycling method that will cut significant cost from the manufacturing process for filters and printed circuit boards.



Read about how one rep's long-term relationship with his client led to a substantial purchase, even though he didn't know what the product was, or what it was designed to do.

We'll be at the MD&M Show in Minneapolis October 23 and 24. Find us in booth #1647.

And, as always, we include a little light-hearted fun.

Enjoy.

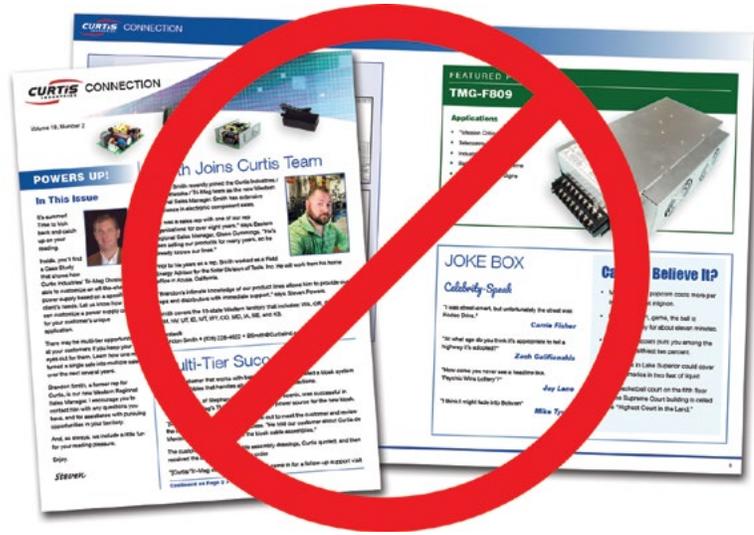
Steven

Stop the Presses!

The Curtis Connection **print** edition ends here.

You will still receive our newsy newsletter each quarter. But only in the digital version **UNLESS YOU REQUEST A HARD COPY VERSION.**

If you still prefer to feel the grit of the coated paper in your fingers, and pass it along to your colleagues with notes in the margins and articles circled, you can still receive your Curtis Connection newsletter as a hard copy version by emailing Lisa Repinski at: LRepinski@CurtisInd.com.



Mystery Machine Leads to Big Sale

Cliff Lupien of Power Guide, a manufacturers' rep organization in New Hampshire, was contacted recently by a biomedical equipment manufacturer for a Tri-Mag 5V USB power adapter with a detachable cable [see our "Featured Product" on page 3].

"We got in at the design stage. Very important," says Lupien. "The customer has to know you can deliver on your promises. The only way that happens is if you build a relationship over time."

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Mystery Machine Leads to Big Sale

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Lupien has been courting the client for years with a few minor successes. But this was Power Guide's first major program with significant volume potential.

After discrete inquires, Lupien learned the USB-compatible cable could not be built into the adapter as it was to be used to both charge the unit (upload power) and download data for later analysis by a doctor or medical technician.

"I don't actually know what the device is. It could be a glucose monitor, or a hemoglobin or lactate monitor, or a wearable EKG machine, or something else entirely," says Lupien. "Confidentiality is important to our clients. So if I don't need to know the answer, I don't ask the question."

Cliff may not know what the mystery machine is until the product is released. But he does know to keep his questions focused on requirements and specifications, rather than seeking information that could be proprietary.

"Engineers are often protective of that kind of information," Lupien says. "It's one more way to build trust." And one more way to be considered for other new programs. 



L6R06H-050U adapter with USB cable

NEWS FROM NOGALES

Cost-Saving Project

The Curtis de Mexico team took note of 2018 solder usage for soldering PC boards and filters, and they decided there had to be a way to save money.

Lead-free (RoHS) solder, typically made of tin, silver and copper, is mixed with flux, then heated and used to join electrical wiring to a printed circuit board (PCB), or to join end wires together for many common filters. PCBs typically use a wave soldering machine, while filter assemblies generally use a manual soldering process.

"After each use, we found a way to recapture the solder using a recycling machine," says Curtis de Mexico VP, Mario Sanchez. "It separates the flux residue from the raw solder, and that allows us to re-use it."

Subsequent testing and inspections indicate the quality of the recycled solder is equal to the original solder. The team then measured usage data for approximately the same amount of work in 2019, and compared it to 2018 usage.

"There was a 40 percent reduction in solder usage on filters," says Sanchez, "And a whopping 71 percent reduction on PCBs. That's a lot of solder."

"With the price of metals, including solder, continuing to climb," says Curtis' President, Steven Powers, "We expect to realize substantial savings going forward."



FEATURED PRODUCT

Tri-Mag 5V USB power adapter with detachable cable

Applications

- Medical Equipment
- Telecommunications
- Industrial
- Battery Charging Systems
- LED Displays and Signs



MD&M Show – Minneapolis

Curtis will be at the Medical Design & Manufacturing Show in Minneapolis October 23 and 24, 2019.

Now in its 25th year, the MD&M Show brings together experts across every link in the med tech supply chain. It gives you access to industry leaders in 3D printing, biocompatible materials, plastics manufacturing, robotics, and automation, as well as electronic components. [Click here](https://ammn19.mapyourshow.com/8_0/exhibitor/exhibitor-details.cfm?exhid=347379) to visit our exhibitor portal page or go to https://ammn19.mapyourshow.com/8_0/exhibitor/exhibitor-details.cfm?exhid=347379.

Look for Curtis/Tri-Mag in Booth #1647



Did You Know?

The Pentagon, in Arlington, Virginia, has twice as many bathrooms as is necessary. When it was built in the 1940s, the State of Virginia still had segregation laws requiring separate toilet facilities for blacks and whites.

JOKE BOX

On Retirement

I have enough money to last me the rest of my life.
Unless I buy something.

- Jackie Mason

