



POWERS UP!

In This Issue

Curtis, Curtis de Mexico and Tri-Mag recently passed their ISO 9001:2015 Audit. Read how the entire Curtis team pulled together to make it happen.



A long-time customer challenged us to provide better pricing on our series 2000 terminal blocks. Read how our VP of Sales and Marketing, Al Hungsberg, provided an outside-the-box solution in the Case Study.

Mario Sanchez and his staff at Curtis de Mexico discovered another way to save our customers money. They developed a new mold and frame for the T-38 terminal blocks. The cost saving has already paid for the two machines they used to build it.

The MD&M Show in Minneapolis is coming up. We hope to see you there!

Enjoy!

Steven

Top Of The Class!

That's just part of the praise that Curtis, Curtis de Mexico and Tri-Mag received after the recent ISO 9001:2015 Surveillance Audit.

"I couldn't be more proud," said Steven Powers. "This is an updated standard. To complete audits at three different locations with the positive comments we received is outstanding, and a testament to the hard work and commitment our employees put into our Quality Management System every day."

American Management Technology (AMTec) of Lake Geneva served as registrar, and conducted audits at each site to assure continued compliance with the new standards. The auditor was impressed with what he found, declared several facets of Curtis' QMS as "Top of the Class," and passed the multi-location surveillance audit with flying colors.

He added that the "internal audit processes were very effective," and noted that the work environment was "clean and orderly."

"The success of the program is due to the on-going commitment to quality by everyone at all our locations," says Katie Livingston, Curtis' ISO Audit coordinator. "A special thanks to the Management Team for their direction and support."

ISO 9001:2015 is a world-wide standard adopted by organizations to provide proven quality management methods. The international quality standard is often required by Curtis customers in order to qualify as their supplier. 

MD&M Show Oct. 31 to Nov. 1, 2018

Booth 1647

Curtis/Tri-Mag will be exhibiting at the Medical Design & Manufacturing (MD&M) Show at the Minneapolis Convention Center. The MD&M Show features leading medtech professionals and medical OEM suppliers from throughout the world, and is the premiere event for all medical device technology.



The Challenge

A long-time customer of Curtis terminal blocks and Hughes-Peters informed the account manager at Hughes-Peters that it needed better pricing on multiple-sized 2000-series quick-connect terminal blocks.

The customer began shopping the offshore market and presented the option to Hughes-Peters and Curtis to either meet or beat the overseas competition's prices.

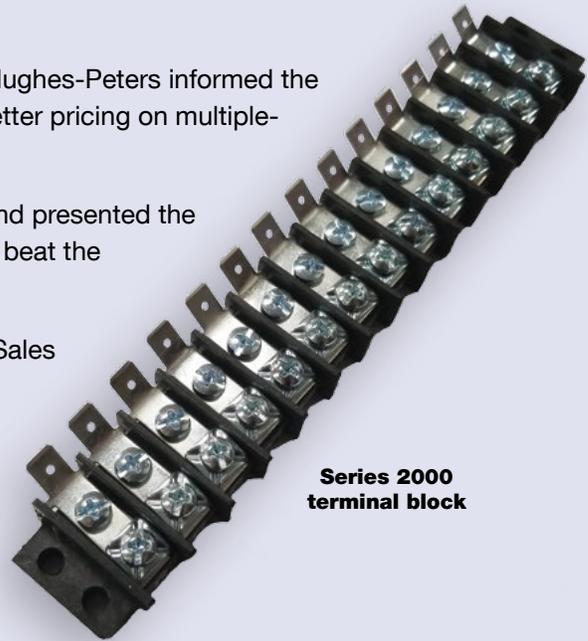
Hughes-Peters met with Al Hungsberg, Curtis VP of Sales and Marketing, and asked for some out-of-the-box solution to offer the customer. Al posed some questions and made an interesting discovery.

The Solution

Al learned that the customer only used a single row of connectors on the double-row terminal blocks. That meant that only one set of premium sems screws (screws with attached sems washers) was being utilized. The second row was not being used for wire-retention purposes, but only to retain quick connect tabs onto the block.

Al told Hughes-Peters that if the customer was willing to accept one row without sems screws, there could be a significant cost savings.

Hughes-Peters went back to the customer with the new prices, and the customer agreed that the sems screws could be replaced with less-expensive alternatives. Curtis simply installed regular screws into the second row so the part could still be converted later if it was necessary.



Series 2000 terminal block

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FEATURED PRODUCT

Dual-Row Terminal Blocks

Flexible Hi-Temp Thermoplastic Terminal Blocks are ideal for surface mount, sub-panel or chassis connections.

The economical closed-back design eliminates the need for a costly insulation strip.

One through 26 terminals.

UL Recognized, CSA Certified



Series 5600
40 - 50 amps/600 volts

Series 2000
20 amps/300 volts

Series 1500
15 amps/300 volts

NEWS FROM NOGALES

New Terminal Block Mold Already Paying Dividends

The Curtis de Mexico machine shop has designed and fabricated a new mold for the T-38 terminal block.

The employees recognized an opportunity. Rather than using outside vendors, why not create a mold and fabricate the product in-house? That would allow Curtis to offer better pricing and better quality control in the critical molding process.



T-38 terminal block

“They’re continuously looking for ways to improve the process,” says Steven Powers, President. “It’s money saved, so we can pass along better pricing to our customers.”

So they went to work. They used two new machines, a Core EDM and a Wire EDM, to fabricate the 26-cavity inserts for both flat- and long-barrel terminal blocks. They also built the frame that holds the mold inserts.

The project began paying dividends immediately. Turn-around time has improved, since there is no lag time sending out parts to a vendor. Costs are down. And the quality remains outstanding.

“The cost savings has paid for the cost of the two new machines, and more,” says Mario Sanchez, VP of Operations. “We are in five digit savings and our quality is still excellent.” 

Case Study

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The resulting cost savings afforded the customer the same or lower pricing than the offshore competitor. Research resulted in a unique solution, and Hughes-Peters was able to sell the customer on the idea.

The result: Everyone wins.

Hughes-Peters is a 95-year-old distributor of electronic components and value added services with eleven offices throughout the Southeast, Midwest and Texas. 

Quote/Unquote

“Games are won by players who focus on the playing field— not by those whose eyes are glued to the scoreboard.”

- Warren Buffet

**JOKE
BOX**

A guy lost his dog. So he put an ad in the newspaper. The ad said: “Here, boy.”

Following is a list of things that are invisible:

- 1)
- 2)
- 3)
- 4)
- 5)

