



In-circuit test is just one of the many test options available at Burton Industries.

Burton Industries Enhances Test Capabilities

Burton Industries continues to enhance its in-circuit and functional test capabilities. A new in-circuit tester has been added to support higher volume projects. A functional test platform capable of testing fairly complex products is also being added.

According to Jeff Ocker, Director of Engineering, the next steps will be to purchase the LabView development suite and eventually add JTAG development tools. LabView and JTAG development was historically handled via an outside partner. Bringing it in-house will allow Burton Industries to offer better pricing and service to its customers. A new test engineer is being hired, as well.

“Our goal is to provide superior services to our customers by combining a broad base of test expertise with advanced test equipment and software. We are making the right investments to ensure that as our customers’ products increase in complexity, we have the right tools and people in place to support their most challenging test requirements,” Ocker added.

Sales Team Adds Two New Customers

Burton Industries’ sales team is continuing to win new customers. A dedicated suspension specialist company for after-market auto products used in light truck, ambulance, trailers and motor home suspensions recently selected Burton Industries as their primary source for launching new products. Burton Industry’s robust engineering, test and validation capability are important services to this new relationship.

A company that makes high-quality UPS, inverters, automatic voltage regulators, isolation line conditioners and automatic transfer switches for both indoor and outdoor applications has also selected Burton Industries. They had internal capability, but made the decision to outsource for more affordable manufacturing and the ability to free up internal resources. Their future plans include transitioning their products from primarily

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CUSTOM SOLUTIONS

For 35 years, Burton Industries, Inc. has had a long tradition of providing customized manufacturing solutions to OEMs in the medical, industrial, motor control, specialized consumer, security, building controls, defense and professional tool markets. We specialize in high mix, variable demand projects and support the full product lifecycle from product development through end market support services.

QUALITY RESULTS

We’ve built our business by listening to customer needs and efficiently supporting high mix, variable demand projects. Our manufacturing strategy includes:

- Extraordinary communication with customers
- Teaming with suppliers
- Optimizing test
- Eliminating hidden cost drivers.

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and Twitter: [@BurtonIndustry](#).

Support for Conflict Mineral Identification Added

Legislation related to Conflict Minerals and other restricted substances continues to evolve, so Burton Industries has taken a proactive approach to help customers understand potential supply chain issues. The Company's existing tools for online component analysis and lifecycle review database are also used to help identify status of Conflict Minerals.

The process starts at the RFQ stage. As part of the RFQ response, the engineering team routinely provides lifecycle analysis and identification of any component issues. This response is being enhanced to also list the Conflict Minerals classification

of each component as Democratic Republic of Congo (DRC)-free, DRC undeterminable or Unknown. If the project is won, a more detailed analysis going beyond the limitations of the database tools can be performed, but this basic analysis opens the door to further discussion of Burton Industries' engineering support capabilities.

For existing customers, a more detailed analysis can be performed as part of manufacturing or engineering services. The database tools are used initially, but Burton Industries' team will take the additional step of determining the status of unknown components by obtaining additional information from the manufacturer and

confirmation from any Burton Industries-chosen suppliers, such as PCB providers or custom device manufacturers. Recommendations for alternate sources will also be provided.

Additionally, this information will be incorporated into Design Compliance standards during the design engineering process.

"Overall, this is similar to processes we currently use to determine RoHS or other compliance standards. We will review the BOM initially and then work with the customer on any gaps to ensure they are able to meet all compliance standards," Gary Burnett, Jr., Director of Business Development.

Burton Industries Teams With Gogebic Community College

Burton Industries sponsored an event promoted by Gogebic Community College featuring author and speaker, Steve Epner. Activities were held throughout the week for businesses as well as all members of the community. Epner and Brees were guest judges for GCC's Entrepreneurial "Idea Bounce" program in which students posed a business concept and were awarded based on certain criteria formulated by the business department.

Other events included onsite training opportunities available to the sponsoring businesses. Burton Industries hosted Mr. Epner during our monthly Continuous Improvement meeting where he provided insights covered in his newest book, *Simplify Everything: Get Your Team From Do-Do to Done-Done with One Surefire Process*. Our team continues to seek effective ways to improve processes, develop staff skills



L to R: Burton Industries CEO Gary Burnett Sr., Steve Epner and Christine Brees, HR Director discuss process improvement.

and become a more cohesive team working toward the same goal, our

customers' success.

Sales

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through-hole to surface mount technology utilizing Burton Industries' engineering resources.

In June, the sales team exhibited at the Design 2 Part show in Minneapolis, MN and AMCON in Kansas City, MO. The next show will be the MDM

& Assembly Technology Expo in Chicago, IL on Sept. 10-12, Booth 1433.

Recognizing Our Focused and Dedicated Team

Promotions



Meaghan Wallner

Meaghan has been promoted to Program Manager from Assistant Program Manager. She is a graduate of the University of Wisconsin, Stevens Point and has experience in customer service. Her major in Interior Design/Architecture provides her with a background in design development, marketing strategy and customer interaction. She earlier worked in Burton Industries' Test Department.

New Team Members



Don Guglielmo

Don Guglielmo is a new member of our box build work area. Don is an energetic addition to our team. He brings past leadership experience and a positive, "can do" attitude to the team.



Shane Plemons

Shane Plemons is a Manufacturing Associate in the Through-hole work area. He is currently attending Gogebic Community College for General Business and Medical Billing and Coding. His positive attitude, work ethic and skill set have been a great asset to the team since he began.



Omari Rouse

Omari Rouse joined the Burton Industry team in our Test Department. He has an educational background in electronics and is currently pursuing an Electrical Engineering Degree taking courses at Gogebic Community College and Michigan Technological University. He's been a great addition to our test group.



Cheryl Shaw

Cheryl Shaw is a member of the Through-hole work team. She brings a good deal of experience in the EMS industry including hand soldering, machine operations and general knowledge. Her capabilities bring the team additional flexibility.

Anniversaries

Linda Manzanares - Lead Inspector on 2nd Shift and also a loving grandmother! 15 years on April 8th

Charliene Kalla - Manufacturing Associate in the Through-hole work area. She brings a "can do" mindset as well as a refreshing, free spirited attitude, caring for those around her. 1 year on April 9th

Derek Wons - Work Cell Lead for the Through-hole area. He is a do-er, problem solver and more for the team. 1 year on April 9th

John Berto - Assistant Cell Lead in the Through-hole area. John possesses skills to support many areas of the organization with a desire to learn more and do more. He also happens to be a 49ers fan and a dog lover! 2 years on April 11th

Ken Pellinen - SMT Machine Operator with diverse technical abilities, allowing him to flex into our Test Department. 15 years on April 15th

Kathy Martinson - Inspector, what an eye for quality! 8 years on April 16th

Bonnie Weisinger - Cost Accountant. She graduated last year with an Associates' degree in Business and just completed her Specialty in Accounting this spring at Gogebic Community College. Way to go Bonnie! 1 year on April 17th

Kyle Roble - Clerk in the Inventory Department. Great manufacturing experience as well as a very knowledgeable member of our Safety Team! 1 year on May 2nd

Alan Schneider - Test Technician with unsurpassed motivation for improving resources. 3 years on May 3rd

Jason Irvine - Hand Solderer in the Through-hole area. He keeps us on our toes and is our idea man! 1 year on May 7th

New Team Members (continued)



Justin Brownell

Justin Brownell has rejoined Burton Industries as our Second Shift Inspector. He will be flexing into several positions due to his prior experience with the company including Machine Operator. Justin's positive attitude and skills are a valuable addition to the team.



Joe Jilek

Joe Jilek is working as a Production Tester. He is a graduate of Northern Michigan University with a Bachelors of Science in Electronic Engineering Technology. He has been a great addition to the Test Team.



Mercedes Mariacher

Mercedes Mariacher – joined our Inventory Department through the staffing agency as a Clerk. She is from the area and is looking forward to new opportunities with the team.



Jim McRae

Jim McRae joined the team as a Manufacturing Associate in the Thru Hole work area. He brings in a great deal of customer service background, which fits the culture nicely .



Ryan Maxey

Ryan Maxey is our temporary Maintenance Assistant for the summer. He has past experience in building and grounds maintenance. He will be of great help to our Maintenance staff for summer projects.

Anniversaries

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Carilyn Price – Hand Solderer in the Through-hole work area. In addition to an eye for quality, she happens to treat the entire team with the best pistachio dessert! 3 years on May 10th

Kristie Nygard – Assistant Buyer in our Purchasing Department. She also happens to be one of the most enjoyable, helpful people to work with! 15 years on May 13th

Chris Dix - Lead in the Test Department and a skilled Electrical Engineer. He brings energy to the entire team and enjoys the outdoor activities the Upper Peninsula offers. 3 years on May 24th

Bill Blomberg – Manufacturing Associate in the Test Department. Meticulous and consistent, he can always be counted on to get the job done! 1 year on June 18th

Jeff Bratrud - Program Management Engineer. He is detailed oriented and dependable, continuously caring for our customers designs. 4 years on June 22nd

Jeff Ocker - Director of Engineering. He is a self driven leader, with a vision for success for our customers and team members. 3 years on June 28th

Monica Benson – Director of Operations, a mother of two, most recent addition in March, living the true balance of career and family life! 5 years on June 30th

Congratulations and thank you to all anniversary celebrants – you are the reason for our success!

Connections

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