



An Update on News and Trends to Watch

## New Website and Video Launched

Burton Industries' new website highlights the Company's culture and focus on solving customer problems. A new video is also linked on the site.

Burton Industries' new website launched in October. The site outlines the Company's full range of services plus focuses on the Burton team's values and culture.

"A lot of companies talk about partnership and caring about customers because those are good marketing buzzwords. We talk about it because we believe that is the best way to make  
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## New System Enhances Traceability

One of the challenges found in mission critical products is cost effectively providing traceability throughout the product realization process. Gary Gibb's, Burton Industries' IT Administrator developed a database that tracks components by lot and date codes from receipt through shipment as a final product. The new system is being tested and should be released in the first quarter of 2015.

The database interfaces with ERP system in Receiving and assigns a unique code to each component that tracks to that component's vendor lot and

date code information. Once kitted, the parts can be traced to serial number of the assembly in which they are used. Bar coding at each production operation ensures that each assembly is tracked through each process step.

From a customer standpoint, this ensures that if a product fails in the field, a detailed history of the complete manufacturing process from the manufacturing lot code of each component through all of Burton's production steps is available. The

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### links we like:

- [Create a Passion For Learning Supply Chain and Free Services](#)
- [Redesign Engineering Education?](#)

## 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:

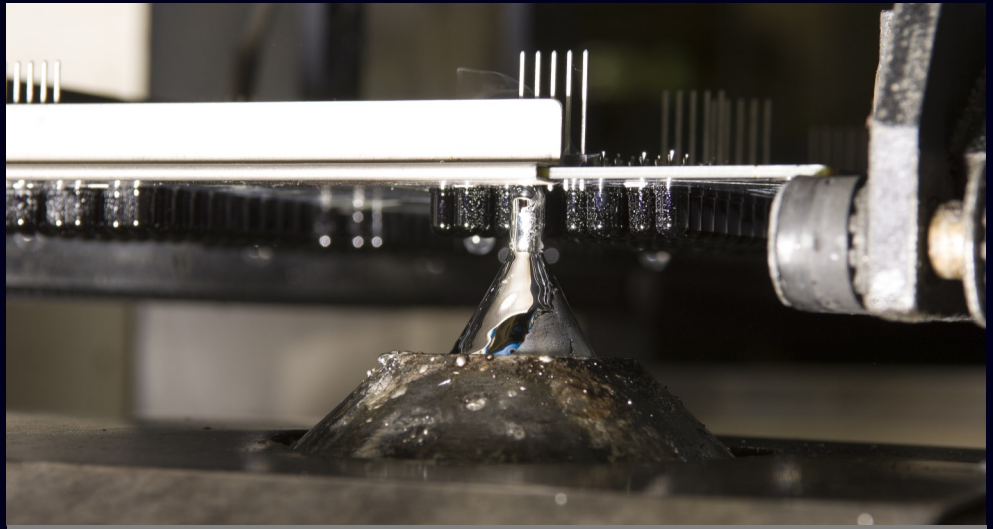
- Extraordinary communication with customers
- Teaming with suppliers
- Optimizing test
- Eliminating hidden cost drivers.

Visit Us on [Facebook](#), [LinkedIn](#) and [Twitter](#): @BurtonIndustry.

## Selective Soldering Improves Quality, Saves Energy

While production efficiency disciplines such as Lean manufacturing highlight the benefits of minimizing variation by designing printed circuit board assemblies (PCBAs) with 100% SMT components, the reality is that through-hole components must remain on some products. Through-hole connectors are often the optimum choice for PCBAs that may be inserted and removed frequently from a product. And, lower volume product lines with mixed technology boards may not be cost effective to redesign.

While wave solder remains the best choice for PCBAs with a significant number of through-hole components, PCBAs with only a few through-hole components may be better served by selective soldering equipment. A selective solder machine has a significantly smaller solder pot. That means



Selective soldering offers an efficient solution for mixed technology PCBAs.

less solder is required for the process, less energy is required to heat it and less waste needs to be disposed of

over time. Since the process uses a tip that applies solder to individual com-

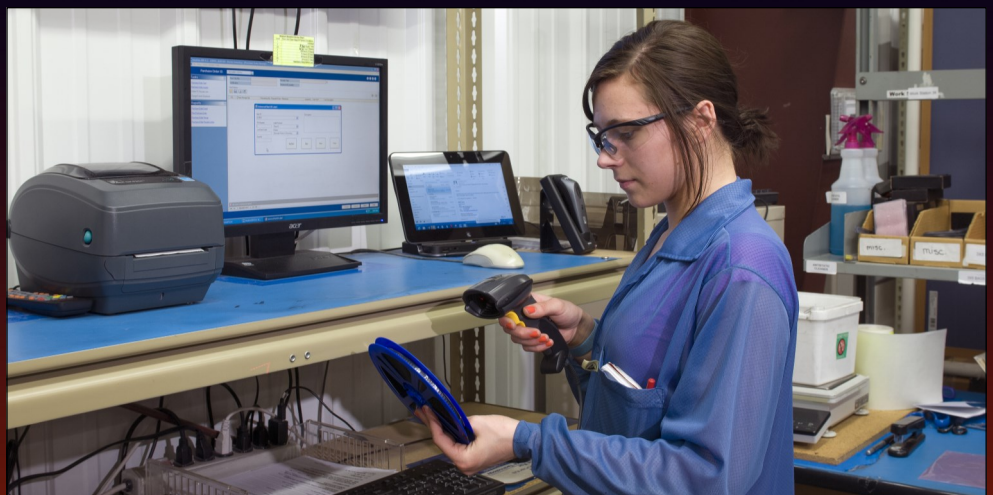
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## Enhanced Traceability

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product can then be analyzed to determine if the failure was the result of an issue in a specific component or an issue in Burton's manufacturing process. If there is a trend in defects, this level of data collection makes it much easier to quickly identify root cause of the problem, replace the all product likely to be impacted by the defect and correct the process variation that initially caused the defect. In highly regulated products, such as medical products, manufacturers are required to keep a device history record with this level of detail. However, because Burton's process is being done automatically on all products, any customer can request this level of information in the event an issue develops.

An added benefit is that in Burton's automated placement processes, the machines verify that components loaded are the components assigned to that particular assembly router and kit. If the codes do not match, the ma-



When fully implemented in Q1 2015, the new system will ensure traceability from Receiving through shipment.

chine will not run. This eliminates placement defects that could occur if the a component feeder was loaded in the wrong slot on the machine.

"While we've developed it to support the needs of our mission critical customers, it can also provide the same level of

traceability and the concomitant quality benefits to customers in less regulated industries. It is just one more way we are trying to provide our customers with exceptional data collection support," said Monica Benson, Director of Quality.



# Teammates and Families Have Fun at Annual Picnic

Burton's annual family picnic was held at Bluff View Park in Bessemer on Aug. 9. The event included games, a cook-out and doorprizes. The weather was gorgeous and, as these photos show, everyone had a lot of fun.



## New Website

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outsourcing work. The only reason to outsource product is if you can find an EMS provider who can build it better than your team, so your team can focus on other things. If you have to manage your EMS provider, they aren't a partner and they aren't pulling their share of the load. That is the Burton difference. We are a team member and a partner you can trust to do our job plus find ways you haven't thought of to help increase your competitiveness," said Gary Burnett, President and CEO.

The site and a new video that is accessible on the home page, highlight some team success stories in solving challenging problems.

"We feel it is important for all our team members, our customers, our suppliers and those are considering becoming customers to get a good feel for who we are, how we think and our track record in solving customer problems," Gary added.

"There are many contract manufacturing options out there. But, we like to think that our team does the best job across the board of really internalizing the importance of each customers' project. Visit our site at [www.burtonindustries.com](http://www.burtonindustries.com), watch our video, and see if we've done a good job of conveying those values."

## Selective Solder

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ponents there is no need for expensive pallets or masking, as may be needed when the entire bottom side of the board runs across a wave of solder. The precision of the process also eliminates layout constraints that may be present when both reflow and wave solder processes must be used. In short, selective solder can enhance design flexibility and quality, while reducing energy utilization and hazardous waste.

Burton Industries has both wave solder and selective solder to accommodate varying customer needs.

# Welcome New Team Members!



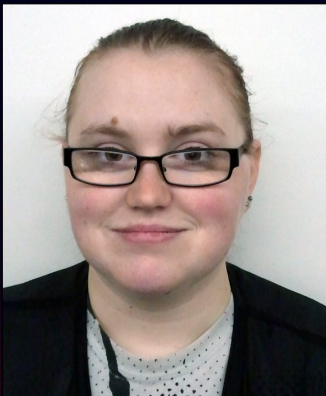
Ashley Maxey

**Ashley Maxey** joined our Quality team as an Inspector. She provides additional flexibility in the group for scheduling and has a great eye for detail.



Hannah Rowley

**Hannah Rowley** joined our Inventory team. She has an educational background in contracting which lends knowledge of materials and processes.



Devin Kostac

**Devin Kostac** is part of our PTH group and brings a dedication to learning and meeting the department goals.



Clayton Rowley

**Clayton Rowley** is a machine operator in our PTH work area. He is also a member of the National Guard. His experience is a great background for his position with the team.



Deb Roberts

**Deb Roberts** is part of our camera line. She has a great eye for detail and dedication to getting things done right the first time!



Randy Mattson

**Randy Mattson** is one of our new Assistant Program Managers. He brings excellent experience in customer service from his years in the auto industry.

## Anniversaries

**Darren Pieczynski**  
Director of Engineering  
*21 years on August 23rd*

**Gary Gibbs**  
IT Manager  
*19 years on July 24th*

**Jessica Bianchi**  
Purchasing Manager  
*16 years on July 24th*

**Greg Vallone**  
Work Cell Lead  
*13 years on August 20th*

**Randi Sokolowski**  
Inspector  
*7 years on July 23rd*

**Brooke Hine**  
Work Cell Lead  
*6 years on August 20th*

**Jim Wishall**  
External Business Development  
*3 years on August 1st*

**Glenn Koosmann**  
Design Engineer  
*2 years on August 8th*

**Robb Youngberg**  
2nd Shift Supervisor  
*2 years on August 29th*

**Becky Hoff**  
Asst. Program Manager  
*2 years on September 10th*

**Scott Hoff**  
Machine Maintenance Technician  
*2 years on September 10th*

**Brad Albrant**  
Office Manager  
*3 years on July 27th*

# New Team Members (Continued)



Anne Van Epern

**Anne Van Epern** is also a new Assistant Program Manager. She has educational and work experience in manufacturing. She has excellent experience in problem solving and technical support for production teams.



Sarah Stoffel

**Sarah Stoffel** is in our Purchasing department and will be a Buyer for

## Abramson Promoted to Assistant Work Cell Lead



Ryan Abramson

**Ryan Abramson** has been promoted to Assistant Work Cell Lead in the dedicated camera line.

He has been with Burton Industries since 2011. He enjoys being in the work group and focusing on our customer needs. He is a great team player and is dedicated to the success of the group as well as the organization as a whole.

the team. She has customer service experience, excellent computer skills and management experience. She is a well rounded individual to have on the team.



Jacob Kavinsky

**Jacob Kavinsky** is a business student at Gogebic Community College here in Ironwood. He is working part-time while he attends college. He is interested in learning the electronics manufacturing business and is a great help in the work areas he has been training in.

## Burton's Sales Team Hits the Road

Burton Industries' sales team has had a busy fall trade show schedule. In September, the team exhibited at the Design2Part show in Akron, OH. On Oct. 15-16, they exhibited at MDM Midwest in Schaumburg, IL. On Oct. 22, they were part of the Wisconsin Manufacturers First Event in Green Bay, WI. On Oct. 29-30, Burton's team exhibited at MDM Minneapolis.

This year's remaining show is **AmCon Detroit** on Nov. 11-12, held in Novi, MI. Burton will be in booth #111. More information on the show and a free registration are available [here](#).

## Connections

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**Burton Industries**

Robust Solutions for Specialized Manufacturing Needs