

Application and Capability Note

Quality, Manufacturing, Convenience and Cost Issues Solved



Automation Systems Interconnect, Inc. was able to solve several problems that a customer was experiencing with two different competitors products. The first problem was the terminal blocks that the customer was using from our competitors kept coming off of the DIN rail. The second problem was the markers were popping off of the terminal block and so he could not determine the wiring. Together these problems posed a serious safety and reliability issue for the customer. The solutions from ASI were an assembly mounted on a back plate using our high quality CBD 25 and CBD 35 terminal blocks with custom printed terminal block labels which were printed on the ASI universal marking system - EZ-MARK®.

Quality Issues Solved – The CBD 25 and 35 solved the customer's quality problem due to the specially designed mounting foot that is part of our UL 94V0 housing. If you take a look at this product you will see that it can mount on several types of DIN rail and it does so with a reliable and stable mounting. With large wires the customer must be concerned with the memory of a wire once bent wanting to force itself back to its original shape thus pulling weaker poorer designed terminal blocks off of the rail. In tests it was proven that the CBD had a holding strength on the DIN rail several times greater than the competition. With regard to the marking or labeling problems this was solved due to the construction and design of markers used by ASI. Our markers stay on the terminal block under all types of manufacturing conditions and the customer proved this by successfully using our products for over one year without any problems despite the thousands that have been built and put into his production units.

Manufacturing Issues Solved – The customer was experiencing problems in manufacturing where his production staff could not consistently determine the proper wiring location to the terminal block. Working with our engineering department, ASI solved this problem with our universal marking system – EZ-MARK®. The markers were printed with two colors of ink, red and black to properly identify wire location. This solution improved the quality of the final wiring thus, avoiding future quality problems with his product.

Convenience Issues Solved – ASI was able to solve supply chain and manpower issues by supplying a completely assembled DIN rail terminal block assembly mounted to a custom designed mounting plate. Now the customer receives only one part number based on his shipping schedule and ready for complete installation. Several other issues were solved at the same time with this JIT program including procurement, incoming inspection, inventory and material handling.

Cost Issues Solved – What is any customer's real cost of quality? When you can solve all of the issues outlined above and at the same time make it easier for the customer to do business then you as a supplier are really doing your job. DIN rail assemblies with high quality products such as the CBD series of terminal blocks and the added value of engineering suggestions are the ways to earn a customer for life.

Check out the new EZ-RAIL® design software at www.asi-ez.com. We have made it easy for the customer to design a complete DIN rail assembly on-line. Once submitted most designs can be quoted and an engineering drawing supplied within a 48-hour period. For application support or engineering analysis, contact our Engineering Department toll-free 877-650-5160.