

***BUSE***  
INDUSTRIES

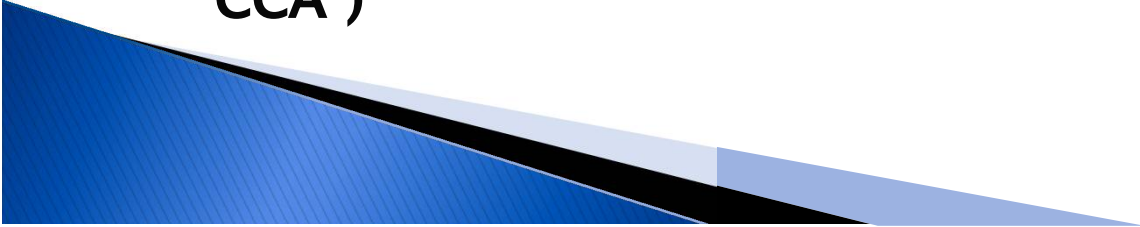


# *Industry Overview*

- ▶ Global market for wire assemblies > \$120 billion;
- ▶ North American companies are \$48 Billion (40%) ;
- ▶ Identified 1105 wire and cable harness assembly companies operating in North America;
- ▶ Nine companies have sales of more than \$1 billion each, and represent 67% (\$36 billion) of the North American market, serving mostly automotive and appliance markets;
- ▶ **Over 600 companies have sales of less than \$5million, and are dependent on one customer;**
- ▶ **HOW IS BUSE INDUSTRIES DIFFERENT?**



# *Executive Summary*

- **\$17 million in sales with a broad array of capabilities** to produce high quality custom electrical, electronic and fiber interconnect and subassembly solutions successfully for over 50 years;
  - **ISO 9001:2008, CS/UL, ITAR certified (AS 9100 by June 30,2015);**
  - Current ownership group is led by Capital for Business, a wholly owned subsidiary of Commerce Bancshares Inc. (Commerce) of Missouri (NASDAQ:CBSH)
  - One location—Bridgeton (St. Louis), MO, 65,000 SF with approximately 110 Full Time Employees, and up to 40 Temporary Staff;
  - **Very effective product design, retrofit, reverse engineering , product equivalent capabilities.**
  - Formerly did business under other names (“CCI”, “Lectronix”, “CCA”)
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# *Overview of*



- ▶ Vision and Mission Statements
- ▶ Core Values and Competencies
- ▶ Markets Served, Sample Products, Applications
- ▶ Manufacturing Capabilities
- ▶ Engineering Services
- ▶ Quality Policy, Certifications, Testing, Performance
- ▶ Other Value Added Services



# *Vision and Mission Statements*

- ▶ Vision Statement

- **To become an integral and highly valued provider of interconnect solutions for a robust US-based manufacturing sector throughout the 21<sup>st</sup> Century.**

- ▶ Mission Statement

- ***To be the premier US based provider of a broad array of wire and cable harness assemblies and related products used in medical devices, commercial products, industrial equipment, telephony and data communication networks, and military equipment .***



# *Core Competencies*

High Quality

On Time  
Delivery

Excellent  
Customer  
Service

Broad  
Capabilities

Competitive  
Pricing

Flexible  
Production

Strong  
Engineering  
Support





# *Markets Served*

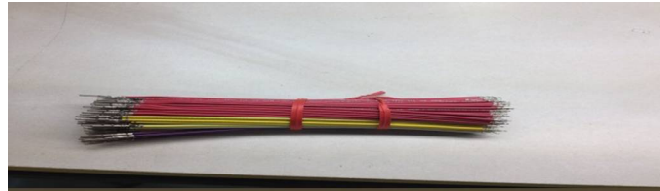
- **Buse Industries has a diverse customer base with many relationships spanning 15-20 plus years. Serving OEM's and contract manufacturers. Some of the common markets served are:**
  - **Medical Devices and Instruments**
  - **Commercial and Industrial Products**
  - **Networking and Telecommunications**
  - **Military Equipment and Air/Space Craft**
  - **Security and Positioning Devices**
  - **Agricultural Equipment**
  - **Specialty Printing and Mail Sorting Equipment**



# *Sample Products*

- ▶ Everything from .

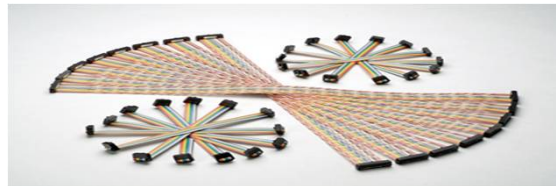
- “lead wires



- to over molded cables



- “ribbon cable”



- up to 400 MC Power Cables.

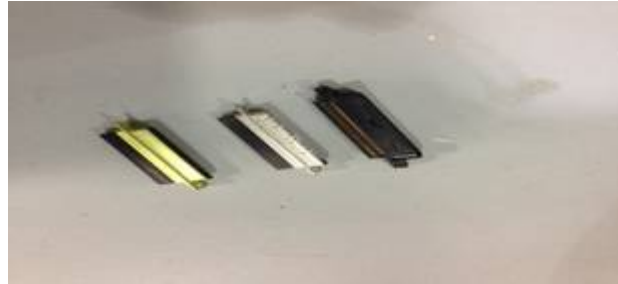




# *Sample Products*



# *Sample Products*



# *Applications*

## ▶ Medical

- ▶ Respiratory Equipment
- ▶ Dental Equipment
- ▶ Blood Analyzers
- ▶ MRI/CT Scanners
- ▶ Neurosurgical devices

## ▶ Military/Aerospace

- ▶ Armored Vehicles
- ▶ Satellites
- ▶ Simulators
- ▶ Physical Access Security



# *Applications*

## ▶ **Commercial**

- ▶ Credit Card Readers and Printers
- ▶ Mail Sorting
- ▶ Residential Power monitoring
- ▶ RV and Home RF Antennas
- ▶ Fitness Equipment
- ▶ Rug Cleaners

## ▶ **Industrial**

- ▶ Transformers, inverters
- ▶ Uniform Power Supplies
- ▶ Power Meters and Energy Management Devices
- ▶ Battery Chargers
- ▶ Agricultural equipment
- ▶ Commercial and Industrial Heaters, Refrigeration Units, and other HVACR devices



# *Applications*

## ▶ Datacomm/Telecom

- ▶ Data Centers
- ▶ Network Operating Centers
- ▶ Cell Towers
- ▶ Relay Stations
- ▶ Remote Access Points
- ▶ Fiber to Workstations

## Other Industries

- ▶ Light Rail Cars
- ▶ Electronic Regulators
- ▶ Flow Control Devices
- ▶ Motor Controls





# *Manufacturing Capabilities*

- ▶ Broad array of capabilities designed to meet virtually all of most customers interconnect needs:
  - Single and multi-conductor assemblies using over 1000 different connectors
  - Coaxial cable and RF Connectors for Communications
  - Fiber jumpers, “pig tails”, custom “D-sub assemblies”, etc
  - Soldering, Tinning (both RoHS Compliant and non)
  - Hot Stamping, Wire Marking
  - **Plastic Over-molding;**



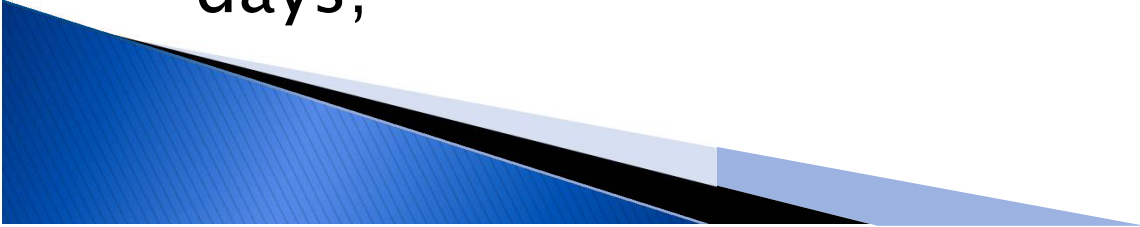


# *Manufacturing Capabilities*

- ▶ Production floor has been completely redesigned in last year using a LEAN, “5-S” approach, including greatly improved lighting and product flow , and contains:
  - Five fully automated Komax cut, strip, crimp and terminate machines;
  - Six manufacturing cells each with semi -automatic Schleuniger 9500 cut and strip machines paired with over 50 bench top crimpers from TE Connectivity, Molex and JST;
  - Over 300 applicators and related tooling in house along with spare equipment and parts in dedicated tooling room
  - In house tool shop for minor repairs



# *Manufacturing Capabilities*

- Currently operating one shift, 8 hours per day, five days per week;
  - 90 person non-union staff that is 80% cross trained for maximum flexibility;
  - Dedicated training Room on Plant Floor to provide IPC 620-B classroom training and hands on experience
  - Proven ability to introduce temporary employees to expand shift capacity by 50% within two weeks;
  - Proven ability to move to second shift in 30 days;
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# *Manufacturing Capabilities*

- ▶ Dedicated datacomm and telecom assembly lines designed for quick turnaround capability for network operators, integrators and contractors
- ▶ Class 100,000 clean room cell
- ▶ Dedicated Box Build Cell
- ▶ ESD Workstations
- ▶ Environmental cycle chamber for thermal curing
- ▶ **Excess Capacity Available**



# *Engineering Services*

## ▶ Capabilities

- Initial design of harnesses, assemblies, box builds, or major modifications
- Significant experience in “reverse engineering” existing harnesses by preparing drawings and developing detailed BOM’s for customers
- Daily assistance provided in developing work instructions in support of new product assemblies, ECO changes and developing possible equivalent materials to reduce costs and/or shorten lead times
- In-house Board and Fixture building capabilities



# *Engineering Services*

## ▶ Human Resources

- One Full Time Design Engineer
- Three Full time Manufacturing Engineers
- One Quality/Engineering Manager
- Over 75 years of Collective Experience in Building, Wire Harnesses, Assemblies, PCB's, "Box Builds"

## ▶ Tools

- *SOLIDWORKS*
- AutoCAD LT
- Adobe Acrobat XI Pro PDF Converter



# *Quality Policy*

- **Buse Industries Quality Policy**
  - **“To provide products and services of the highest quality and value”**
- **This policy is implemented by continuously improving the effectiveness of the Quality Management System, Processes and products, while maintaining the Quality Management System to meet the requirements of ISO Standard 9001: 2008**





# *Quality Certifications*

- **ISO 9001:2008**
- **UL/CSA**
- **ITAR registered #M32240**
- **Assemblies built to IPC 620 B standards**
- **AS 9100 (In process: June 30, 2015)**



# *Quality Inspections, Results*

- **Total Quality tracking system for 10+ years**
- **Over 99% internal first pass yield rate**
- **<5000 PPM external failure rate in 2014**
- **Various quality awards from well known OEM's**
- **RoHS Compliance and complete BOM tracking**
- **Lot control and full traceability**
- **World class on-time delivery & quality**



# *Quality Inspections/Testers*

- **HYPOT**
- **Resistance**
- **Tensile Strength**
- **Insertion Loss & Back Reflection**
- **RF Network Analyzer**
- **Environmental Test Chamber**



# *Other Value Added Services*

- ▶ Stocking Distributor Status and Pricing for...
  - Wire and Cable (Alpha, Belden, General)
  - Connectors, Terminals
  - Amp, TE Connectivity, Molex, JST, 3M, Panduit, Soriau
  - Fiber Optics (Light King, Ifiber, Nangudi)
  - LCC Cord Sets (Lynn Products)



# *Other Value Added Services*

- ▶ Quick and Consistent Response Times
  - 2 Business days for Domestic Cable Quotes
  - 5 Business days for LCC or Box Build Quotes
  - 5–7 business days for First Article Production
  - 1–4 Week manufacturing lead times
- ▶ Business Arrangements
  - Focus on Strategic OEM's and ECM's
  - Finished Goods Stocking (KANBAN/JIT) Programs;
  - Routinely Use Customer Sites for Forecasting Info
  - Contracts and Rebates Available
  - EDI Implementation scheduled for mid-2015



# *Other Value Added Services*

- ▶ Kitting Services
  - Have aggregated up to 50 assemblies, parts into one “Kitted SKU” for customers to improve their manufacturing throughput and reduce their material handling and logistics costs;
- ▶ Active Voice in the Industry
  - Board Member, WHMA
  - Member, Electronic Representatives Association (ERA);







Thank You..... >>

For considering Buse for your  
interconnect and subassembly needs.