

# INTERCONNECTIONS

ZIERICK MANUFACTURING CORPORATION

SPRING 2001

## New President • New Vision

Russell Zierick, 2nd-generation president of Zierick Manufacturing Corporation, announced his successor after 40 years at Zierick's helm. In a short speech to an audience of shareholders, management, and employees, Mr. Zierick was proud to state that his daughter Gretchen will take over as president, the third generation to lead the electronic connector company founded by her grandfather Frederick Zierick in 1919. Russell will remain active as Chairman of the Board.

### Learning from the ground up

Gretchen's first work for the company began as a child helping to mail out catalogues. She officially came on board part time in the summer of 1969 and full time in the fall of 1979. In between she took machine shop and tool & die training at Westchester Community College and graduated from Bucknell University with a degree in civil engineering.

She has held almost every job the company has to offer as she moved her way through Zierick's many departments. She worked as a quality control inspector and project engineer, organizing the tool crib and checking die designs. She managed the MIS department and developed a custom

CAD/CAM program for die design. While working in Human Resources, she handled the employee benefits program, legal issues, and union relations before resuming her hands-on training in plant operations and business operations. After several years as Assistant to the President, she was named Vice President in 1999.

Active in the business community, Gretchen is on the Board of Directors of the Precision Metalforming Association and a trustee of the PMA Educational Foundation. She is Past Chair of the Society of Manufacturing Engineers, Chapter 216; and received the Chamber Leadership Award in 1997. She is also on the Board and is Board Vice-Chair for Public Affairs of the Westchester County Chamber of Commerce.

### The Future Beckons

The new president put forth her vision of the future. "In the last decade and a half," she declared, "we have witnessed the incredible acceleration of electronic technology, a technology that is driving industry across all sectors. But with acceleration comes the compression of time. We see it in the needs of our customers — for shorter development times, faster turnaround times, quicker time to



Gretchen Zierick, President

market. Customer and employee satisfaction are among the most important drivers for our business. I can see that we have been able to make progress in both of these areas by using a team approach. In the near future, we will be making use of this new found confidence in team working to solve problems and improve processes."

## QS 9000 — New Vision Requires New Commitment

We are proud to announce that Zierick's Quality Management System received a certificate of compliance with ISO 9001:1994 and QS 9000:1998 applicable to the design and manufacture of automotive and electronic connectors in our Mount Kisco facilities. The effective date of certification was 9 November 2000 with an issue date of 6 December 2000.

The audit was made by ABS Quality Evaluations, Inc., of Houston, Texas, who reported that Zierick achieved approval on the first audit with "no elements with nonconformities either major or minor." ABS also stated that this was the first time they had recommended a new company registration on the first audit.

The Quality Management System of Zierick's Yatesboro, PA,

plant was re-certified to ISO 9001:1994.

Certification is the reward for investing thousands of hours coordinating all our people into a working process. We know that the effort to acquire certification is just the beginning, and that the lasting reward is the continuing confidence you place in us to provide your connectors and equipment.

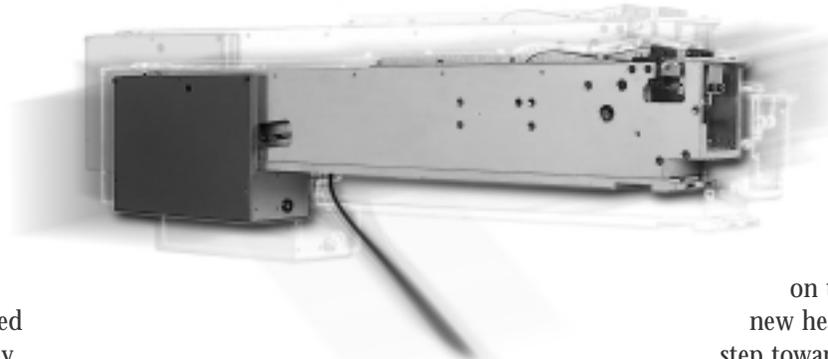


# NEW! Header Feeder: fully automated and fast

Zierick will introduce a new micro-processor-controlled feeder for automated feeding of Zierick's single or double row 2-pin to 12-pin headers. Made to easily interface with various SMT placement systems, our new feeder can accommodate pin lengths from ¼" to 1" in ⅛" increments. *Ready For Pick* output is available from the feeder if required by the placement machine. Changeover is approximately 30 minutes.

Capacity of the new feeder is 24" of the header strips. New strips can be loaded on the rear of the feeder at any time as long as there is room for the strip.

At the pick point, the lead header is broken from the strip and presented for pickup. Sensors on the cylinders provide feedback to the microprocessor for con-



trol purposes. LEDs on the microprocessor PCB provide the status of all sensors.

Maximum feeder size is 27" long, 3.4" wide at the rear of the feeder, and 2.85" wide at the feeder slot.

Height is 8" overall (for ½" pin length headers) although height in the feeder slot area varies by placement machine model.

Any vision of the future must include the increasing role of automation coupled with the flexibility to run multiple products on the same equipment. Our new header feeder is just one more step toward that higher productivity and flexibility.

## Upcoming Events & Tradeshow

**APRIL 24<sup>TH</sup> - 26<sup>TH</sup>, 2001**  
SMT – Nuremberg, Germany

**SEPTEMBER 18<sup>TH</sup> - 20<sup>TH</sup>, 2001**  
Elenex – Sydney, Australia

**OCTOBER 2<sup>ND</sup> - 4<sup>TH</sup>, 2001**  
Assembly Tech – Chicago, Illinois

**NOVEMBER 6<sup>TH</sup> - 9<sup>TH</sup>, 2001**  
Productronica – Munich, Germany

## ASK THE EXPERT

**Q:** Zierick claims that the solder joint strength of Zierick's surface mount terminals are significantly higher than that of other similar solder joints. Why is that, and what is the difference between Zierick's solder joint and the others?

**A:** Most of Zierick's surface mount terminals are designed in such a way that the terminal itself promotes capillary action. Such a terminal provides several benefits when it is placed over a layer of solder paste and goes through reflow. First of all, the terminal does not float on top of the melted solder. While sucking the melted solder up through the part, the capillary action also pulls the terminal onto the solder pad. Second, the flow of melted solder facilitates the escape of gasses, venting them from the base of the part as the capillary action pulls the solder into the terminal, resulting in a solder joint with fewer voids. Third, since most of the solder from the joint is moved up into the terminal, there is only a thin layer of solder left between the solder pad and the base of the terminal. Since the solder is a very weak alloy, a thinner layer of solder produces a stronger joint. A good analogy is

an adhesive joint – the thinner the adhesive (or weak) layer, the stronger the joint is.

The strength of the conventional solder joint comes from the fillet around the edges of the terminal. Zierick terminals take advantage of both conventional and capillary-action types of solder joints by designing terminals which promote both. Using capillary action to prevent the terminal from floating on top of the melted solder and to enhance the strength of the solder joint is a patented process which enhances the performance and capability of all Zierick surface mount terminals.

*Janos Legrady is the Research and Development Manager at Zierick Manufacturing Corporation, where he is developing a new family of interconnection products. He holds several patents in the electro-mechanical field. He has a MSME from Technical University, Miskok, Hungary, and has also studied at New York Institute of Technology.*

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**Send your technical questions to:**  
**Ask the Expert • Zierick Manufacturing**  
**131 Radio Circle • Mount Kisco, NY 10549**



# The People Who Make the Vision Real!

In addition to providing superior products, Zierick prides itself on customer satisfaction. A company's vision can only be realized by the people who make it happen across the board. Hats off to our dedicated staff.

**Applicator Service (Equipment Group):** In addition to providing parts for and servicing of insertion equipment, support capabilities include precision manufacturing, assembly, testing, documentation, training, and customization. Some companies are in a position to lose significant revenue if they have equipment problems. We understand that the expertise of Zierick's service department is essential to the success of many of these companies, and we have many grateful customers who appreciate the dedication that they put into their work.

**R&D:** Zierick's engineering staff is known in the industry for their creative thinking and practical design solutions. They are responsible for many notable advances in interconnection technology including the Stable-Lok™ and Accu-Lok™ mounting designs, the first connec-



tor system to place surface mount connectors using the customer's placement system (Surf-Shooter SMT™), and an IDC that saved General Motors \$6.3 million dollars per year on 900,000 units. Most recently the R&D department has developed the header feeder system (see previous page). These engineered solutions offer the benefits of enhanced PCB-to-connector integrity and improved productivity.

**Sales:** Knowledgeable and experienced regional managers and sales representatives carry the Zierick vision worldwide. It is

through them that many of our customers are introduced to Zierick's engineering capabilities. Their understanding of Zierick's marketplace, customer needs, the dynamics of the assembly floor, the supply chain, market trends, and the components and equipment themselves, makes our sales team the best in the business.

At Zierick, we all foresee a prosperous future...for our customers and ourselves. We know our vision will be realized through teamwork and customer and employee satisfaction.



## New Web Site

*Coming this summer to a browser near you.*

You can't judge a book by its cover, but you can get an idea of a company's commitment to service by its website. That's why Zierick is rebuilding its website from the ground up. Not only will the new site be easier to navigate, but reference pages will be available in PDF format so you can download files with ease.

You'll find our complete product offering on-line: descriptions, drawings, specs, and ordering information.

We think you'll like our new look, as well. It reflects our position as a leading solutions provider and our commitment to you through quality products and service that pays attention to detail.

## New Literature

As Zierick has grown, so have our capabilities — described in a new, 8-page, full-color brochure *Engineered Interconnection Solutions*. It gives an overview of Zierick's total quality solutions based on the principle of Integrated Design for Manufacture & Assembly (I-DFMA). This approach incorporates design concept through testing to successful assembly, a proven methodology that brings superior products to market more quickly.

Also hot off the presses are new equipment datasheets for

the Model 9718, Model 9700, Model 7000, Surf Shooter SMT™ continuous strip and loose piece feeders. Automation is key, and these machines help bring productivity up with their advanced features and ergonomic design.

And hot off a different kind of press is Zierick's CD-Rom presenting all the printed pieces electronically in PDF format — including our new *Catalog 38: Surface Mount and Through Hole Interconnection and Assembly Solutions* and *Catalog 35: Interconnection Hardware*.

# Access The Zierick Reference Library

Please check literature you would like to receive

- Catalog 38, *Surface Mount & Through Hole Interconnection & Assembly Solutions*
- Catalog 35, *Interconnection Hardware*
- Capabilities Brochure
- Equipment Datasheets
- Video: *Zierick Manufacturing Assembly Equipment*
- Zierick CD-Rom

Visit Zierick on the web  
www.zierick.com  
Email to: sales@zierickhq.com

CAT 38 .....  
*Electronic Connectors & Assembly Equipment*

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Zierick is continually updating its database and we're asking for your help. Please fill out the form below and fax it back to (914) 666-0216. Your cooperation will help us serve you more efficiently.

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Company \_\_\_\_\_

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I would like to receive Zierick newsletters and news releases via email:  Yes  No

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