

# LEAR ENGINEERING CORP.

## **AN OPEN LETTER TO ALL MAGNET WIRE PRODUCERS:**

In the year 2000, with the magnet wire industry in a slump, it certainly seemed a bad time for Lear to introduce a system for 100% in-line testing for beads and insulation faults.

Would it be worth \$2500 per line for a 12 line system? How many saved spools or saved customers would it take to pay this off. Also, to, many it seemed that this system would just add to the scrap total which was already too large.

However, a few brave magnet wire producers installed the system on lines with serious quality and customer problems and found that wire made on those lines showed marked quality improvement and with less scrap, fewer returns, and higher margins.

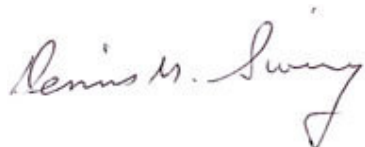
Soon, the users of the wire were insisting that their wire be made on lines equipped with the FUSION SYSTEM in order to protect the quality of their products. In response, wire producers soon installed many new FUSION SYSTEMS.

Everybody wins. Across the industry, producers of wire found that these lines generated less scrap (not more) and with higher margins thanks to the trend data and early warning the system graphics provides to the operators. He can often correct the problem before the spool must be scrapped.

Users of the wire were able to build their transformers, coils, relays, and motors with fewer magnet wire failures than ever before.

If you are a producer of magnet wire suffering from poor surface and insulation quality and haven't yet checked out the FUSION SYSTEM, please give us a call. We can probably arrange an on-line demo in your plant. If you are a user of magnet wire and your supplier needs some improvement, do him a favor and give him a wakeup call. You'll both win.

Sincerely:

A handwritten signature in cursive script that reads "Dennis M. Swing". The signature is written in dark ink and is positioned above the typed name of the signatory.

Dennis Swing, President