

BROADCAST

The Monthly On-Line Voice for Ohmite News

Issue #156 September 2017

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New Product Introduction

Ohmite TAP650 Series

Ohmite introduces the TAP650 series of planar heatsinkable resistors. This new series is a nice complement to our existing TAP resistor series. The TAP650 offers a wattage extension from the popular TAP600. With technology shrinking, The TAP650 was designed to accommodate low profile mounting by eliminating the connection posts. With the posts gone, lead wires are used as the termination points. This leaves a great opportunity for custom end point connections. Resistor specifications have also been improved. The TAP650 comes standard in 5% tolerance. This is a tighter tolerance than most of the market on planar resistor designs. This tight tolerance is available all the way down to the min value of 0.25 ohms, measured from the end of the leads. With increased wattage, low profile, customizable leads, and industry leading tolerance, the TAP650 makes a great fit into the Ohmite product line. Distributors should be looking for the NPI package to arrive within the next week. Stock numbers include:

TAP650JR25E | TAP650JR50E | TAP650J1R0E | TAP600J4R7E
TAP650J10RE | TAP650J27R | TAP650J36RE | TAP650J50RE
TAP650J75RE | TAP650J100E | TAP650J270E | TAP650J500E
TAP650J1K0E | TAP650J2K5E | TAP650J5K0E | TAP650J7K5E
TAP650J10KE

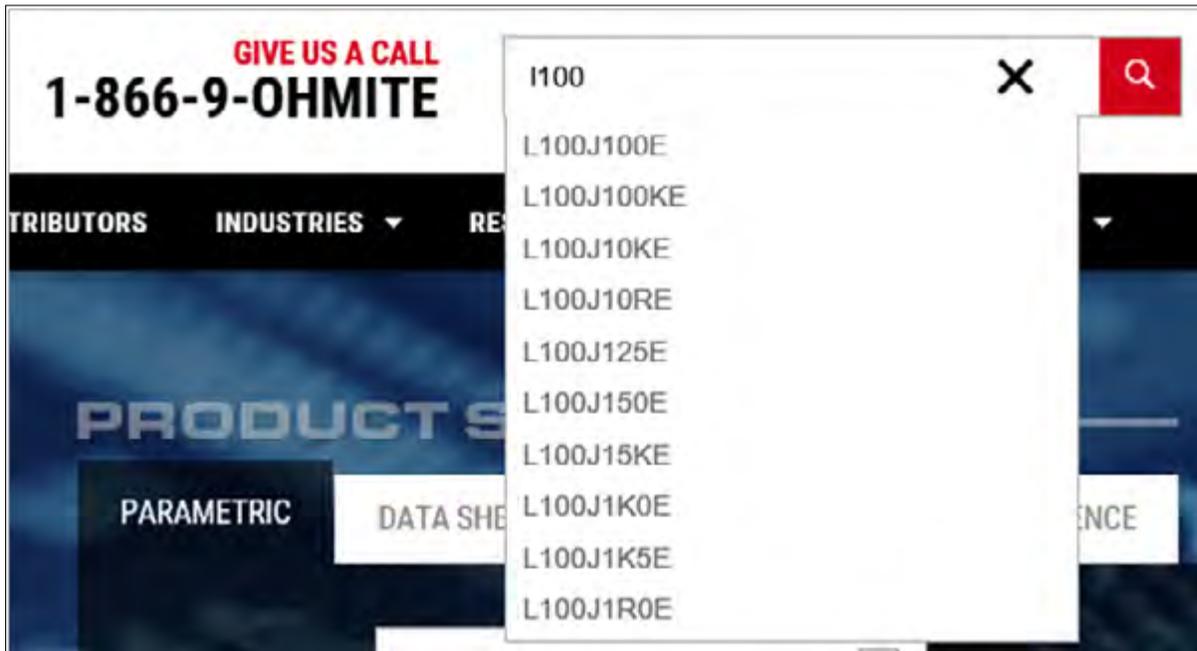


OHMITE
OHMITE.COM

Moving Ahead With A New Website

Most customers never see your company or even interface with your sales force. For some engineers, the only contact they may have with your company is the website you provide. It is important to present your products and services in a manner that is easy and familiar to the customer. Ohmite's new website conforms to current standards while providing product information in a convenient manner.

For the new site a keyword/ part number search is located on the top right corner. This powerful tool also auto populates with part numbers that may match your query.



Ohmite hasn't abandoned the common search everyone has come to know. You can still use the parametric, datasheet, and application searches. Every part that is available to our distribution channel is searchable in this manner. A webpage was created for each part number as well. If the part is available in distribution (excluding spec numbers), it is located on the website.

Continued on next page.

New
on the
Interwebs

These expanded search functions and increased number of webpages is great for all visitors to Ohmite's website. This increase in webpages is also great for customers outside our website. The increase in webpages creates a higher ranking among the major search engines. This will assist in bringing new customers to the Ohmite website and present opportunities not seen in the past.

The newest generation of engineers don't just want a drawing. They want a 3D model that they can drop into their design software. Ohmite is providing 3D models of all product series in multiple formats.

This presents a huge design advantage. The customer no longer must wait for a drawing. They can obtain it immediately and even view the part in a 3D environment. This is all done without any software downloads. The chances of the engineer purchasing the product has increased greatly once the 3D model has been incorporated into the design and drawing systems of the customer.

This is just a brief introduction to the new site. Other features include an RFQ cart, product comparison, and instant stock check. All functions of the new Ohmite website are geared for quick and accurate information. As time goes on, the website will only get stronger as user interactions will dictate keywords and product presentations.

Please visit www.Ohmite.com to check out the new website.

2W CERAMIC COMP PULSEATERS

Model: AV47GKE

Request Quote

Quantity

1

ADD TO CART

Download CAD

View 3D Model

Choose a CAD format

Creo Parametric 3.0/2.0 (.prt)
Pro/ENGINEER Wildfire/2001 (.neu)
Pro/ENGINEER Neutral (.neu)
Autodesk Inventor (.stp)
Solidworks (.x_t)
Parasolid (.x_t)
AutoCAD 3D (.sat)
CATIA V5 (.igs)
CATIA V4 (.igs)
IGES (.igs)
STEP (.stp)
ANVIL (.stp)
CADKey 3D (.stp)
IronCAD (.stp)
Mechanical Desktop (.stp)
3D PDF (.pdf)
ACIS (.sat)
SDRC I-DEAS (.stp)
Unigraphics (.stp)
AutoCAD 2D (.dxf)
DXF file (.dxf)
eDrawings (R) 2D (.dxf)

INVENTORY

res_a.pdf

New
on the
Interwebs



TTI - Chicago/Illinois Wins Top Award

Alma Arroyo flanked by General Manager Pete Sinnick and Product Manager Michelle Sprainis are pleased to be receiving Ohmite's Central Region Branch of the Year award (for 2016 - a bit late, oops!). This award is given in three North American regions; EMEA and Asia are for branch involvement and sales excellence. Pete and Michelle really "moved the needle" on Ohmite's behalf in 2016 and have continued to do so in 2017. The significance here is that TTI Chicago wrestled the award away from TTI Cleveland, kinda like the CUBS did to the Indians in last year's World Series (we know we will pay for this!)

From
Greg's
Desk

Greg Pace
President of Ohmite





From Greg's Desk

Greg Pace
President of Ohmite

Vivo Mexico INDEPENDENCE!

September 16 and September 27 are actually the two dates in history recognized for Mexico Independence. September 16 is the traditional date and the other, September 27, is the government-recognized date. May 5 or "Cinco de Mayo" is a traditional celebration of victory over France, and has nothing to do with Mexico's ultimate independence from Spain in the 1816 – 1818 time frame. So armed with this very interesting history, Ohmite de Mexico hosted an Independence party and celebration recently. Vive de Mexico!

Día de la Independencia de México!



Recursos Humanos

México!
Septiembre
de 2017

The Value of Meetings

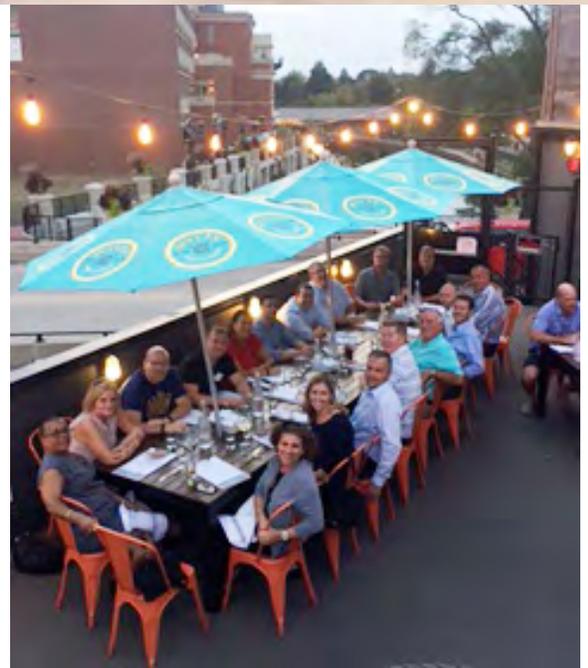
Like so many new inventions and conveniences at our disposal, the "video conference" is one of the best tools available. You can dial in team members from around the world, show Powerpoints and make decisions.

However, when it comes to annual planning, sales growth, strategic decisions, marketing initiatives, websites, sales call results, motivational training, and the like, nothing beats the good old sales meeting over a few days! Yes they are "expensive," but when you look at this event as an investment, it makes great sense.



First of all, we never rush these meetings. We would prefer you get here and get settled, then we plan the major topics and leave room for others that crop up. Our Regional Managers present their rep territories for all three companies, the marketing team updates us on all COOP topics, sales initiatives, pricing and NPI. Sometimes we have a guest speaker or two and then we like to have dinner as a team. There is always a big night when we get together with all customer-facing associates.

We also like to have competition, which has ranged from team golf events to bowling nights. All in good fun to build a culture and a winning collaborative team. Just check out the picture from this past September's sales meetings, new faces and familiar ones. All three companies, ARCOL, Davies and Ohmite have the swag! Invest in your team, and make sure you have annual selling and team building events. They drive a collaborative and winning culture and will increase results. Oh, and it's an investment in your business as well!



From
Greg's
Desk

Greg Pace
President of Ohmite



From Greg's Desk

Greg Pace
President of Ohmite

HEICO Executives Visit Davies Molding for Strategic Planning

HEICO is a terrific organization to be a part of. They let us set the path of strategic growth, allow its leaders to request capital to invest in new equipment, and most of all give us rein to make our own decisions (OK - with a little help from above!).

It is a healthy balance then when the top executives come to our companies and take the time to walk the shop floor and also to visit with our office teams. In late September, Davies Molding hosted the executive team for the second time in a few years and received rave reviews for process improvements, automation planning, and developing a collaborative culture. The Davies team was prepared and ready to show off its fine facilities.

Afterwards, we presented our strategic plan for 2017 -2018. We are ready to grow!

Pictured are John Barr, Injection Supervisor, Bob Reisel, VP of Operations and Ms. Emily Heisley Stoeckel, Chairman and CEO of HEICO Companies, LLC.



Germ-Zapping Robot Reduces Infection Rates In Hospitals With UV-C Light; Here's How

The Xenex LightStrike robot emits waves of UV-C light to destroy hard-to-kill bugs in hard-to-reach places

By Warren Miller, contributing writer

Hospitals have found a new weapon against bacteria and infection in clinical settings, and it all comes with a little help from robots. Saint Peter's University Hospital in New Brunswick, New Jersey, is using the Xenex LightStrike Germ-Zapping Robot to prevent hospital-acquired infections that have proven resistant to other forms of infection prevention. Impressively, the robot uses UV-C light to disinfect areas that are otherwise hard to sanitize and to kill germs that are hard to destroy by other means.

UV-C light has been used as a disinfection tool for some time, but the new Xenex robot utilizes new technology to emit pulsed xenon, an extremely high-intensity UV-C light that can penetrate the cell walls of bacteria, viruses, and other microorganisms. After a hospital room is cleaned and sanitized and the staff has left the room, the robot is wheeled in and allowed to work for 10 minutes. "It's a cool device — it looks like R2-D2 from Star Wars or the robot from Lost in Space," Perry Zycband, SPUH's manager of environmental services, told My Central Jersey.

The UV-C light waves are effective against even the most dangerous infectious agents, including ebola, influenza, and MRSA, to name a few. Studies published in peer-reviewed journals have found that hospitals using the germ-zapping robot have decreased their infection rates by as much as 70%. More than 400 hospitals and other healthcare facilities are using Xenex robots worldwide.

Complex mechanical helpers are used increasingly in hospitals but are typically thought of as tools used by surgeons or doctors to augment their human capabilities. Technological advancements for CAT scans for detecting and locating cancers and other diseases, micromanipulators for assisting with delicate procedures, and even 3D printing of skin and bone replacements have all progressed astonishingly quickly. This new breed of robots that actually move from room to room and assist with common hospital tasks seem to be in a different class. Robots of this type may evolve into more of a generalist, helping out in a variety of common tasks. Robots might even be able to interact with patients more

frequently and maybe even more effectively than their human counterparts. If these robots become pervasive and can easily share data on how patients are reacting, they could dramatically improve the patient experience. With this type of robotic hospital assistant, engineers might have to rethink their perception of robots as harbingers of a looming post-apocalyptic future. Instead, maybe our robot overlords will be benevolent caretakers of humanity.

Tech
Talk

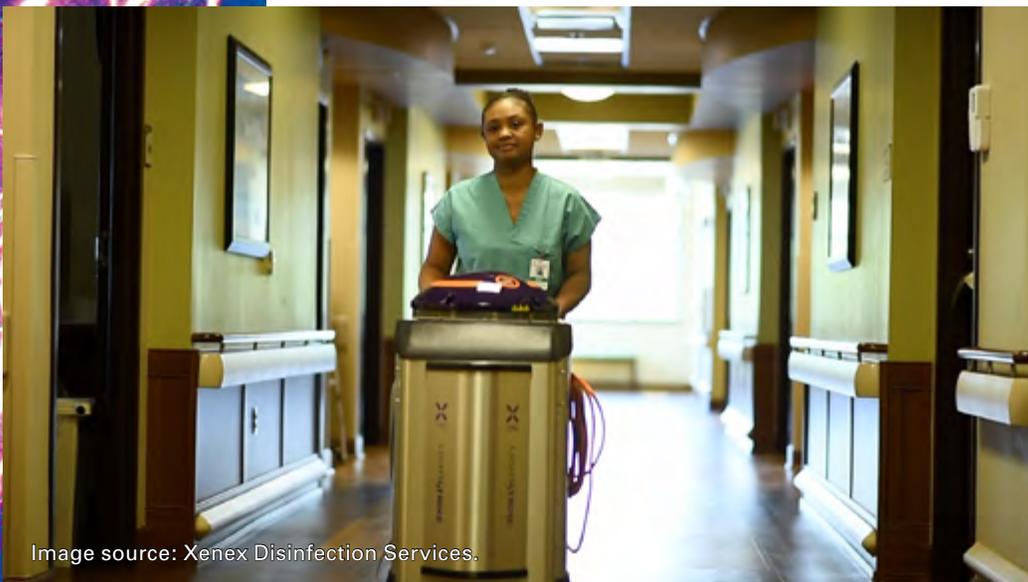


Image source: Xenex Disinfection Services.

Reprinted from Electronic Products Magazine Online

Double, double toil and trouble

When the top three players in the Arcol Championship have scored more points than the “experts” in the Ohmite Premiership, you’ve got to think that something ain’t right.

But, that’s the way it is, with Graham

Maggs leading the charge for promotion back to the division where he started. True, we’re only a month in, but the Premier League has almost turned upside down. Last month’s leaders — Felix Corbett and Adrian Reed — are now propping up the wrong end of the table. Team selection is still tricky, with rotation in the teams with too many players and frustration in

the teams with not enough. One manager gone already (and replaced with one that doesn’t seem too much better!) and a couple of others wondering if they’ll be spending Christmas at home with their

families for a change.

The newcomers seem to be doing better than the old hands, but if you’re Chelsea or either of the two Manchester teams, five goals a game seems to be normal. Clean

sheets are still tricky to predict (Burnley v Huddersfield ?????) but the goal scorers are still the goal scorers — Lukaku, Aguero, Kane — while the newbies Morata and Lacazette are starting to make their mark. Still only two months in and a long way to go. Good Luck.



OHMITE
Fantasy League

OHMITE PREMIER DIVISION

TEAM	MANAGER	POINTS
1 Bavarian Bulldogs	Geoff Breed	344
2 Buddies Team	Mathew Evans	336
3 Tiga Tiga	Keith Gallier	335
4 Orso	John Orso	321
5 Amrut XI	Amrut Annigeri	319
6 Evans Oldies	Martin Evans	313
7 Maxximum	Brandon Metzger	312
8 Azul	Sergio Baez	303
9 The Crystelles	Mark Gallier	300
10 The Stone Moses	Jimmy Craik	299
11 Diamond Lights	Felix Corbett	286
12 The Lone Crus'ade'r	Adrian Reed	280
13 Cameroon Diaz AC	Kirk Schwiebert	266

ARCOL CHAMPIONSHIP

TEAM	MANAGER	POINTS
1 Pompey Magic	Graham Maggs	349
2 Mrs Mousey XI	Grace Thompson	345
3 Big Bertha	Alex Herrera	343
4 Thirteen Stone Loser	Jill Thompson	340
5 Mrs. Orso	Keri Orso	338
6 Viva la Rafalution!	Peter Craik	334
7 Closeted Man	Daniel Evans	320
8 Gunners Spend Big	Peter Larcombe	319
9 RockNRolla FC	Dave Saunders	313
10 GR United	Gitte Russell	312
11 Sofi Strikers	Seta Hovsepien	301
12 Orso	John Orso Jr	298
13 Uh Özil	Andrew Schwiebert	293
14 Chairman's XI	Dominic Melville	288
15 NextChampions	Miguel Quintanilla	271
16 Mottley Crew	Gary Mott	265
17 Silent Killers	Darrel Oliver	258
18 Show me da Mané	Peter Hills	249
19 8 Demons FC	Antonio Escobedo	246

Peter's Sports Page

Peter Craik
International Sales
Director EMEA
[Europe, Middle East,
and Africa]