

## **ASK Products: SPC leads to revenue growth and new markets**



**Customer:**

**ASK Products, Inc.**, is a manufacturer of high voltage terminal lugs, splices, power and grounding straps, and cables for the automotive, off-road, military, telcom and OEM marketplace.

**Challenges:**

- Inability to predict and monitor manufacturing performance within control range for OEM customers
- Cumbersome manual inspection techniques
- Incomplete inspection records

**Solution:**

Zontec's Synergy 1000™ Workgroup SPC Software installed on production lines and at inspection stations

**Results:**

- Highly successful penetration into OEM market
- Doubled size of business but held inspection man hours to incremental increase of only 15-20%
- Eliminated incomplete inspection records
- More professional PPAP documentation for automotive customers
- Higher employee morale and job satisfaction

*"The software has made it easy for our Inspectors to understand what 'in control' means. It has enabled us to see what the variability looks like and put corrective actions in place in terms of tooling improvements and reducing the size of our control range. Now we're much more confident that our product is fully customer-compliant."*

**—Steven J. Kase, CEO**

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