

Crane Versus Offshore

CINCINNATI, OHIO

SALES BULLETIN SB-1100

Occasionally Crane will hear -- "Your price is much higher than what I'm being quoted by other sources." Since we know our prices are competitive when comparing **APPLES to APPLES** (see page 107 in our C57 Full Line Catalog), this type of comment quickly tells us that we're quoting against an **OFFSHORE** competitor. In these situations, Crane's prices may be higher, but **with good reason**. Here's a chart that compares the differences. You will quickly see where the "savings" are coming from.



OFFSHORE SOURCES		CRANE CONNECTORS	
Terminals pins are made from brass (more brittle)	✓	Terminal pins made from PHOSPHOR BRONZE	
Plating quality is questionable ("gold by Krylon?")	✓	Superior plating quality to RIGID standards	
Swaged ("chopped") pin tips	✓	MATE-RITE TIPS™	
High percent of re-grind (in insulator plastic)	✓	Use of re-grind in plastic RESTRICTED	
Terminal wire is pre-plated (exposed pin tips)	✓	Terminals are POST-PLATED (plated pin tips)	
Square tails only	✓	Square and ROUNDED tails available	
No final inspection of parts (from machine to box)	✓	FIRST TIME RIGHT Quality Program (ccQ)	
No ISO quality system	✓	Registered to ISO 9001 by UL (File No. A-3620)	
Inflexible scheduling (no "quick" deliveries)	✓	Changes to schedules EASILY accommodated	
Slow response time (fourteen hour time difference)	✓	SAME DAY response	
No environmental policies	✓	GREEN POLICY (no use of CFC's, recycle, etc.)	
Poor connector "cosmetics"	✓	EXCELLENT connector cosmetics	
Limited plating options	✓	WIDE VARIETY of plating options	
Limited pin length options	✓	WIDE VARIETY of pin length options	
Communication difficulties	✓	We speak YOUR language!	
Manufactured Offshore	✓	Manufactured in CINCINNATI, OHIO	

A Partial Listing Of Offshore ("Cheap & Dirty") Connector Suppliers

Adam Tech	FoxConn	MaxConn	Regal Connector	Wintronics
Star Conn	Toptech	Oupiin	Weison	Astron
PLA (Plastron)	SpeedTech	Hollingsworth	Singatron	Kycon