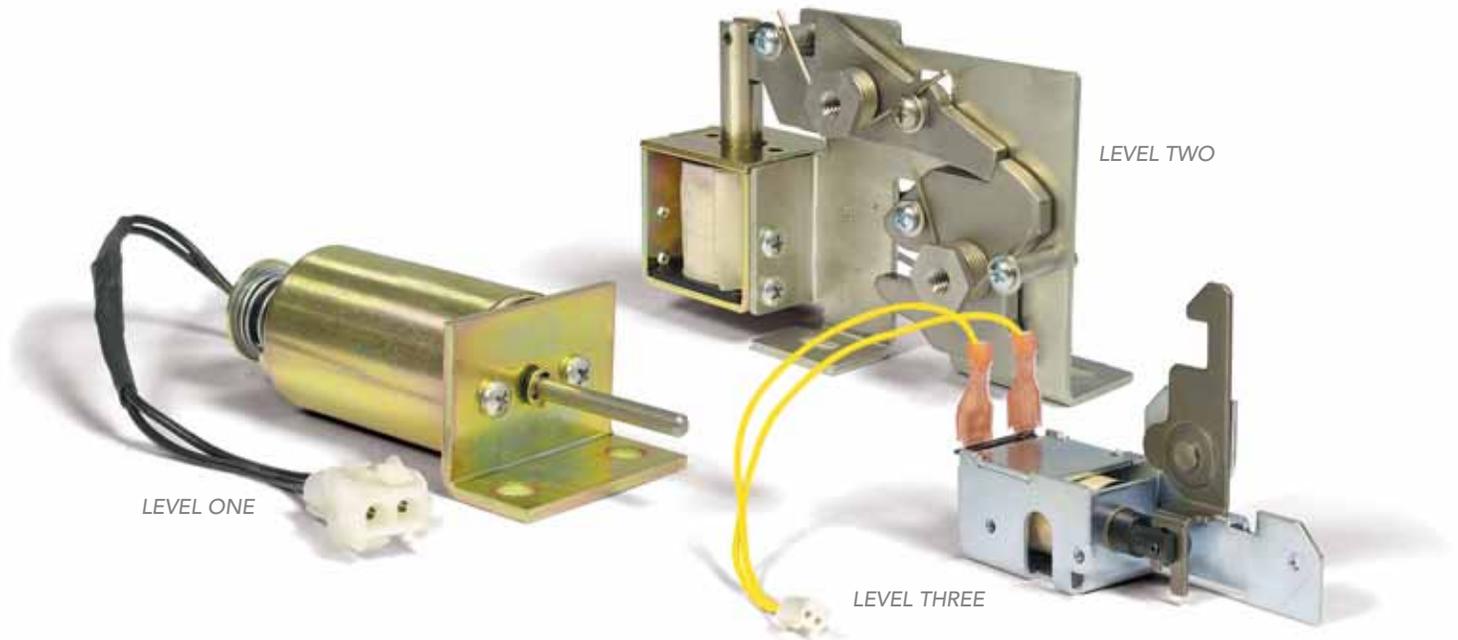


VALUE ADDED ASSEMBLIES



 **CUSTOMIZABLE**

Magnet-Schultz of America (MSA) offers three distinct levels of Value Added Assemblies to meet our customers' uniquely demanding form, fit and functional requirements.

To achieve the most cost effective solution, it is often advantageous to have MSA incorporate a standard MSA device directly into a sub-assembly,

which then becomes an integral part of our customer's end product.

MSA can either provide such an assembly in conformance with customer supplied drawings, or, MSA can provide the mechanical engineering design assistance required to achieve a totally integrated solution which precisely fits the customer's application.

S O L U T I O N S Y O U C A N B U I L D O N



VALUE ADDED ASSEMBLIES



CUSTOMIZED
MSA SOLENOID

LEVEL ONE



The most basic type of Value Added Assembly involves having MSA add various mechanical features to any standard MSA product.

The resulting "customized" product provides a more cost effective, single-sourced solution for the customer.

LEVEL TWO



The second level of Value Added Assembly involves having MSA attach an MSA product to a more complex mechanical sub-assembly. The design of the mechanical sub-assembly can either be provided by the customer, or developed with engineering assistance from Magnet-Schultz.

All of the required components are procured by Magnet-Schultz. The resulting final product is fully tested, then provided to the customer as a single-sourced, Value Added Assembly.

LEVEL THREE



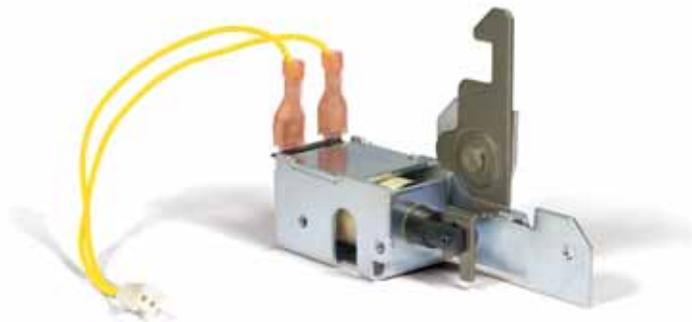
The most sophisticated level of Value Added Assembly involves a totally unique design which incorporates all of the mechanical and electro-mechanical features that are needed to meet the functional demands of the sub-assembly in the customer's end product.

This new design is typically developed by the engineering staff at Magnet-Schultz, with input from the customer to insure that full integration is achieved.

The resulting sub-assembly becomes a far more cost effective, higher performance component, thereby truly adding value to the customer's end product.



MSA SOLENOID ATTACHED
TO MECHANICAL ASSEMBLY



FULLY INTEGRATED MSA
ENGINEERED SOLUTION

 This icon indicates features where customization is available. Products are available in standard offerings as well as customized solutions—tailored to fit specific performance requirements.



MAGNET-SCHULTZ OF AMERICA
SPECIALISTS IN ELECTROMAGNETIC DEVICES