



**SIGNALYSIS**<sup>®</sup>  
DELIVERING THE SOUND OF SILENCE™

## SIGNALYSIS NEWS

MAY 2019

*To deliver the ultimate solution experience to our customers with unsurpassed integrity!*

It's May; and believe it or not we're nearly half way through 2019! Needless to say, there's a lot going on here at Signalysis these days. Here are just a few highlights:

We've been very busy this year adding and training selling partners. Anyone who knows Signalysis knows that we take partnerships very seriously. Because these organizations are essentially an extension of our company, we need to be sure that they share our ethics and values. Those of you fortunate enough to work with Steve Johnson, Steve Lamer, Peter Fallon, Jeff Trotta, Jacob Stock or anyone in their organizations know exactly what I'm talking about.

Speaking of Jeff Trotta, in this newsletter you'll also get to know a little more about him and his company, Vertex Manufacturing Solutions. Spoiler Alert... Did you know that in addition to working with manufacturers throughout Indiana, Jeff also restores classic cars?

We've kicked off our 2019 seminar series with a bang. Last month we were in Michigan and this month we'll be holding seminars in Indiana and South Carolina. You can read more about this below or contact Jeff Trotta or Peter Fallon for more details.

Finally, I want to talk about something that is near and dear to me. Signalysis has always placed a premium on donating our time, energy, and financial support to local charities. In this newsletter is more information on how we can support a charity of your choice; and have some fun in doing so. I hope that you will take a few minutes to consider how we might make a difference to the lives of some local families.

Thank you! I hope that the upcoming summer months will be safe and happy!

Neil Coleman  
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Visit our Website

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## Quality Inspection Seminars

**TUESDAY, MAY 7**  
[Hampton Inn Indy South](#)

7045 McFarland Blvd. - Indianapolis, IN 46237

**TUESDAY, MAY 21**

[Hampton Inn & Suites Greenville/Spartanburg I-85](#)

108 Spartangreen Blvd. - Duncan, SC 29334

These FREE one-day sessions provide a basic understanding of sound and vibration principles along with a practical understanding of end-of-line quality inspection systems. The seminar also includes an introduction to Signalysis quality inspection software, SigQC™.

What's Included:

- There is no cost to attend.
- A complimentary lunch is provided.
- We invite you to bring functioning parts (good and bad) for discussion following the seminar. Please make arrangements with your seminar host below prior to the seminar.

**Registration & Information**

Indiana:

[Jeff Trotta](#)

765.524.7595

South Carolina:

Peter Fallon

[pete@foothillsrep.com](mailto:pete@foothillsrep.com)

864.722.3800

Check our web site for additional seminars.



## Seminar Agenda General

Seminar will run from 9:30-3:00

### Morning Session

- Introduction to Signalysis
- Introduction to Sound and Vibration
- Hands-On Example
- Real-Life Application

**FREE LUNCH!!!!!!**

### Afternoon Session

- More Real-Life Applications
- Metric Analysis and Development
- Statistical Tools and Data Analysis
- Q&A

## Introducing Our Newest Partner!



[Vertex Manufacturing Solutions](#), an Indiana-based manufacturers' representative agency owned and operated by Jeff Trotta, represents Signalysis throughout Indiana. Vertex serves clients in the Automotive, Consumer Products, Medical Device, Transportation, Defense, and Electronics industries. While the client base Vertex serves are diverse, their approach to working with manufacturing engineers, design engineers, project managers, plant managers, and quality and continuous improvement professionals is the same. Vertex treats your needs as the priority, and only recommend solutions that are the right fit for your project and budget.

## 4 Questions 4: Jeff Trotta

*As President of Vertex Manufacturing Solutions, Jeff Trotta is constantly on the go. We caught up with him just long enough to get his answer to four quick questions.*

### **Can you tell us a little about yourself?**

I am married to my wife, Katie, and our family consists of two hound dogs and two house cats. We live in a quiet rural area near



Richmond, Indiana. I founded Vertex Manufacturing Solutions in 2014. Early in my career, I worked as a product engineer and engineering manager. In my interactions with sales people, for both capital equipment and technical solutions, I noticed a dearth of sales professionals who could answer the questions that my engineering team and I needed answered. Because of this knowledge gap, I was determined to help other engineers solve problems and find viable solutions, and thus Vertex was born.

### **In your opinion, what is the biggest challenge manufacturers face today?**

There are many challenges that manufactures face, each with their own unique circumstances. I see staffing issues, combined with a need to stay competitive, driving a conversation around automating processes. The challenge to fully automating previously manual processes is justifying the cost in the short term. New manufacturing programs typically provide the best opportunity for automation, because legacy programs were priced at manual process costing levels. The challenge for Vertex is to find a solution to my client's problem that offers a technical advantage AND a good return on investment. We find that semi-automated processes can reduce operator intervention, while injecting the core process with repeatability, thus taking away the subjectivity of the operator. Semi-automated processes can be less expensive than processes that are fully automated and provide a good middle ground between a manual process and full automation.

### **What compelled you to partner with Signalysis?**

Partnering with Signalysis is a strategic move for us. Vertex provides assembly process equipment to our clients and adding Signalysis test equipment downstream of the assembly process compliments our efforts. Prior to starting Vertex, I was an engineering manager for a world-leading manufacturer of leak test equipment, and that experience in non-destructive leak testing fostered a genuine interest in production test equipment.

### **Last question. What's something about you that not many people know?**

My hobbies are restoring and enjoying classic cars. I also collect vintage stereo equipment.

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## **Signalysis Selling Partners**

### **Foothills Independent Sales, LLC**

North Carolina, South Carolina  
Peter Fallon: [sales@foothillsrep.com](mailto:sales@foothillsrep.com)

### **M6 Revolutions**

Idaho, Oregon, Washington, British Columbia  
Jacob Stock: [jstock@m6revolutions.com](mailto:jstock@m6revolutions.com)

### **North Central Manufacturing Solutions**

Iowa, Minnesota, Wisconsin, Illinois  
Steve Lamer: [steve.lamer@ncmfgsolutions.com](mailto:steve.lamer@ncmfgsolutions.com)

### **NVH Testing Technologies**

Michigan, Northern Ohio  
Steve Johnson: [Steve.Johnson@nvhtt.com](mailto:Steve.Johnson@nvhtt.com)

### **Vertex Manufacturing Solutions**

Indiana  
Jeff Trotta: [jeff@vertexms.us](mailto:jeff@vertexms.us)

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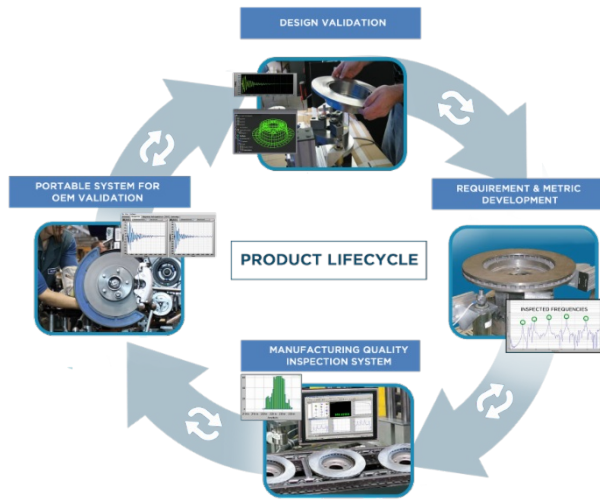
## **Quality Throughout the Product Life Cycle**

Implementing

Signalysis

upstream in the product life cycle saves time and money while boosting quality. The data flow from design validation testing leads to better requirements specifications on prints. This results in accelerating and improving the production quality inspection process. The true value comes when supplier Quality Engineers roll up to OEM and field inspections with confidence and a full complement of data to backup any complaints.

Let us show you how we can help.



Contact us to Learn More

## Eliminating Subjective Quality Testing

# Quality

MAGAZINE

When it comes to product quality, there's no place for guesswork, subjectivity, or trial-by-error engineering. Objective quality testing is rooted in science and generates results that are measurable, consistent and repeatable. Click the link below to read an article in Quality Magazine spotlighting Signalysis.

Read the Article

## Case Study: Automotive Seat Track

Signalysis developed an end-of-line IQC™ test system integrated into the production line for 100% unit testing. The test station ensured the ability to:

- Identify root causes of NVH issues
- Validate aesthetic & functional specifications
- Impact production cycle time minimally
- Eliminate cost & subjectivity of human inspection

The test station included: computer control system, multi-channel data acquisition system, digital I/O interface hardware, seat track motor control hardware / software, accelerometers / automated placement devices and SigQC™ analysis software.

Read the case study [here](#).



## Charity Golf

Neil "Pin Seeker" Coleman will hit the links again this year in support of your local charity. Send him an e-mail with details about your charity golf outing. If possible, we'll sponsor a team with Neil and three golfers of your choosing.

Don't wait. Neil's availability (like his putting skills) is limited.



## Hooked on Vibration!

Did you receive your September 2017 issue of *Sound & Vibration* magazine? If so, flip to page 8 and read how our own "NASA Bob" Coleman got his start to a stellar career and his many contributions to the industry. Don't have a copy of the magazine? That's OK you can read it [here](#).

Remember, nobody knows vibration like Bob Coleman; and we're making copies of his book available to you while they last. [Learn more here](#).

*"Experimental Structural Dynamics: An Introduction to Experimental Methods of Characterizing Vibrating Structures"*

Request a Copy



To deliver the **ultimate solution experience** to our customers  
with **unsurpassed integrity!**

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