



Info-matrix



A SUSTAINED EFFORT TO KEEP

YOU ABREAST WITH THE HAPPENINGS AT PHOENIX MECANO INDIA

Customer proximity is the corner stone of our corporate strategy. Its what makes us successful, set us apart from and keep us above competition. With your support we continue our journey into the Indian components markets by launching the Phoenix Mecano group's electronic components from our ELCOM division, namely PTR: PCB Connectors, Hartmann Codier: Switches, Hartmann Elektronik:

Backplanes. These products will now be available from the Phoenix Mecano (India) Limited basket of products.

Our customers' patronage and the Phoenix Mecano group's commitment to India has unveiled the vision of a new era. We started with the land-breaking ceremony on January 10, 2007 and have come very close to the completion of our new facility to expand our production of aluminum pressure die cast enclosures. This facility will also house the assembly and testing area for expanding the range of plastic enclosures solution from Phoenix Mecano India and in turn free-up space for assembly of RK Rose + Krieger Blocan profile assembly system solutions and for setting-up a state of the art logistics center.

In our indigenization drive we have added some products in our range manufactured & assembled in Pune, for instance BOPLA: Alubos enclosure, indigenously developed INDINORM enclosure, five sizes in the Rose standard polyester enclosures. This is now supported with a stronger and cost-effective GTN-II suspension system from Rose along with the SL2000 machine operating and control enclosures.

As we welcome our new team members, wishing them the best, we show, some glimpses from our distributors' meet.



Saurabh Shukla
(Managing Director, Phoenix Mecano India)

POLYESTER : SMC COMPRESSION MOLDED, INDUSTRIAL ENCLOSURES

In addition to the continuously expanding range of aluminium standard enclosures we now present the Rose standard polyester, glass filled SMC compression moulded enclosures with high impact resistance and just the right chemical resistance for your needs of enclosures in chemical, process industry, fluid controls & automation.

Sizes available from Indian production:

- 120 * 120 * 90
- 120 * 220 * 90
- 160 * 160 * 90
- 160 * 260 * 90

Impact resistance: >7 joule to EN 50014

These enclosures are available from Indian production in the above mentioned sizes. All other sizes are also available from the Rose Catalogue.



MAN MACHINE INTERFACE (MMI) – SUSPENSION SYSTEM & OPERATING CONSOLES

We now sharpen our focus on the machine tools industry and offer the GTN - II the new rigid and cost effective suspension system from Rose.

The GTN - II coupled with the SL 2000 / SL 3000 / Commander enclosures or a customised solutions, coupled with customized colours is designed to give you a modular solution.

Please feel free to contact Mr. Nilesh Sonar who is always on the move to find the right solution to work along with you (email: nilesh@pmipl-online.com or call 6674 5107).



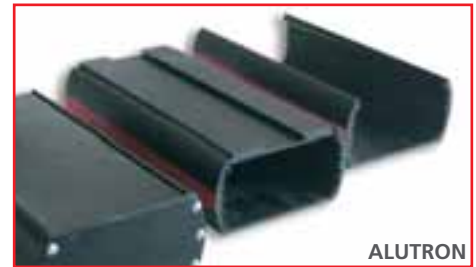
BOPLA - NEW INDIAN PRODUCTS

ALUBOS - ALUMINIUM EXTRUDED HANDHELD ENCLOSURES

The indigenously cast aluminum end caps, aluminum extruded enclosures body in 3 sizes and 3 variants in each sizes, has made the BOPLA's star selling **ALUBOS** handheld enclosure an attractive solution, for our customers in India.

As all the parts are put together to make a modular assembly & all of them are made by us in India it give us infinite capabilities to offer customised solutions in special lengths, colour & machining.

In the same lines we offer the indigenously designed **ALUTRON** with enclosure possibilities of DIN rail mounting, sliding rear plate.



INDINORM - THE COST EFFECTIVE SOLUTION FOR PANEL MOUNTED ENCLOSURES

The popular NGS DIN size, panel mounting enclosures are now available in ABS, plastic raw material. Indian molding give us flexibility of colour & cost to suit your needs.



COMBINORM - THE COST EFFECTIVE DIN RAIL MOUNTED ENCLOSURES

We now present the Combinorm enclosure to you from local manufacturing which makes the whole range cost effective.



RK ROSE+KREIGER NEW'S

RK - TUBE CONNECTION SYSTEM, NEW APPLICATION

The infinite adjustability, flexibility and modularity which can be achieved by using the tube connection system is a must for mounting such devices in the automation industry.



3D - CAPABILITIES FROM SOLID WORKS

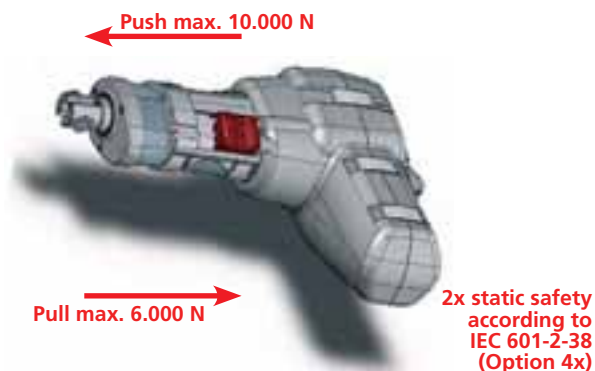
The newly installed 3D-Modelling capabilities from Solid Works now empower us to offer you better and detailed solutions for your customised needs of structures and ofcourse solutions with speed.



Quotation to Design to Delivery in 1 weeks

DEWERT - INTRODUCES ITS JUMBO GIGAMAT, NEW DEFINITION OF POWER

The new Gigamat drive from Dewert has been designed to meet restricted safety requirements of hospitals and nursing care industry requirements. An optional static safety factor of 4 underlines the unsurpassed mechanical strength of this actuator.



ELCOM - NEW PRODUCT LAUNCH

PTR

Direct PCB mounted connectors and male - female type
multi connector PCB connectors metric and imperial sizes.



HARTMANN CODIER - CODING SWITCHES



Micro Switches

PCB Code Switches

1 Million Operations
Per Switch



Slide Switches

Dual Push Button Switches

HARTMANN ELEKTRONIK - BACKPLANES

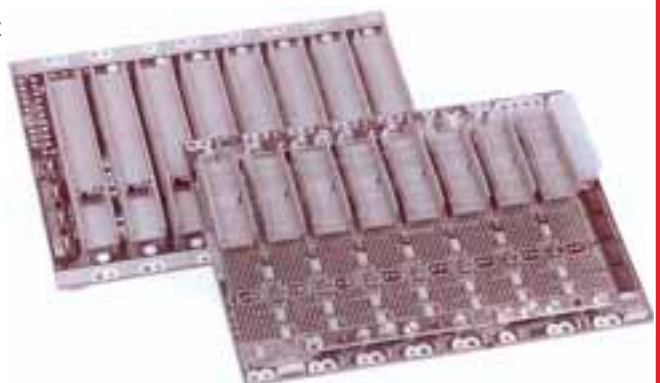
HARTMANN Elektronik has more than 30 years of experience in development and manufacturing of electronic systems - unsurpassed circuit layout capabilities, efficient component mounting services, high speed bus . . .

Backplanes, the motherboards of industrial computing:

- VME
- Compact PCI

Available in 32 bit, & 64 Bit.

Customized solutions with bridges & power supplies are also possible.



DISTRIBUTORS MEET 17 / 18 MAY 2007



Our distributors, our entrepreneurial arms working in the vast geographical territory of India, have always been our medium for reaching our markets.

The distributor's meet held in Lonavala on 17th and 18th of May 2007, was a common platform for discussing important issues concerning our market -

1. Improving quantity of stock and mix of products at distributors end to help customers access stock from local stock points.
2. Marketing feedback for improvement of services, especially those subject to CRM and material / freight handling.
3. Input for development of new products and services.



HUMAN RESOURCES - NEW FOCUS

Operating in niche markets, developing innovative products - growth has been associated in all directions and as we continue to grow, we strengthen our team & increase our PMIL Family with new members. Some of them will soon be interacting with you.



Mr. Jitendra Pendse
Deputy Manager HR



Mr. Nilesh Sonar
Assistant Manager
Sales Enclosure Division



Mr. Yogesh Salvekar
Assistant Manager
Materials & Logistics.



Mr. Vivek Deshpande
Sales Manager
ELCOM Division

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