

November 2009 Cazenovia, NY USA

NORTH AMERICAN DISTRIBUTION EXPANDING

Pelco is actively seeking formal agreements with distributors throughout the US, Canada and Mexico. On board since March, Randy Sitowski has over 20 years of experience in electronic component sales and distribution. In addition to his direct territory (states of Wisconsin and Illinois), he is presenting all Pelco brands to North American distributors from his home base in Waukesha, WI. As National Sales Manager for Distribution, Randy's efforts will bring our Sales Reps increased opportunities and closer day-to-day relations with area offices of regional and national distributors. Expectations are high, and we are looking forward to specific good news in the coming months.

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AIROTRONICS ADDS ENGINEER

The engineering department is ready for new opportunities, as well. Cornel Mihai joined Airotronics in June and was recently named Director of Engineering. His talent and experience enhance the Airotronics team's focus on delivering creative, dependable and sensible component solutions for OEMs. In addition to new product development, he is assessing AOT's extensive microprocessor functions in order to expand application capabilities and provide ever smarter options for manufacturers.

Welcome, Cornel.

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The Pelco Effect: POSITIVE NEWS in a CHALLENGING YEAR

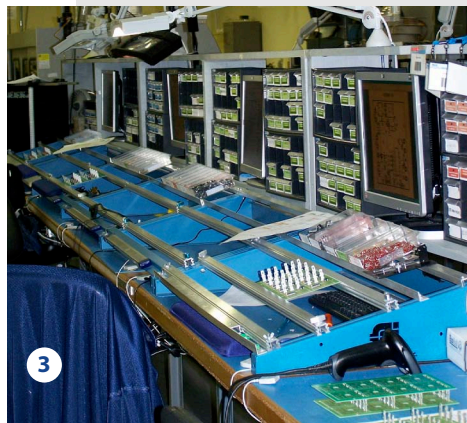
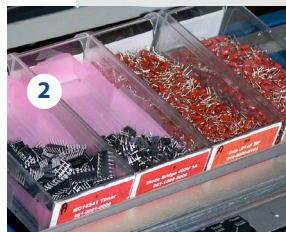
PLANT REORGANIZATION, FACTORY REDESIGN TO IMPROVE QUALITY AND INCREASE OUTPUT

Under the direction of Marc Bicknell, Director of Quality Processes, operations at the Cazenovia plant have been reviewed and revised. All processes associated with inventory, storage, material handling, assembly, finishing, testing, labeling and packaging were assessed for efficiency and quality control in accordance with lean manufacturing principles.

The assembly floor has been redesigned to incorporate a customized kanban system, featuring continuous flow manufacturing drawing directly from the nearby raw materials. The kanban bins function as an on-floor warehouse, and facilitate automatic ordering exactly when needed.

Says Peter Kip, President, "These important changes bring improvements for both our customers and our bottom line. We're able to keep jobs, ensure best practices and deliver 100% quality, always on time."

According to Marc, current assessments indicate measurable improvements in turnaround times, quality guarantees and a 20% increase in manufacturing productivity. Additional physical changes are in the 2010 plan, and ongoing evaluation and improvement will meet Pelco's goals for growth in the coming years.



- 1 Kanban bins hold parts inventory in barcoded packs
- 2 Kitting setups at a workstation
- 3 Continuous flow manufacturing in the assembly area
- 4 Even labeling is streamlined, with information from two labels now combined into one

PUTTING POWER TO WORK —WHERE?

The 6VDC capability on the TH3KAD makes for some intriguing consumer product applications. We've heard about a tabletop humidifier and a duck decoy that flaps its wings every now and then!

Have you come across any interesting or innovative uses for Pelco components? Let us know where they end up and we might do a feature on your customer or product.

Got news? Please send a brief note to Randy Page, Director of Sales and Marketing. We'll follow up on details and share your story.

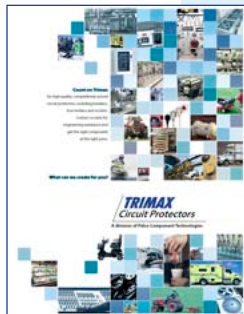
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TRIMAX CATALOG REVISED

We have recently updated the Trimax Circuit Protectors full catalog and the Trimax reference brochure, aka MiniCatalog. The MX32 series is added, and additional changes and revisions occur throughout. Most Trimax products are now available with various UL, CUL, CSA and TUV approvals.

If you have not already received your update, please contact Scott Spriggs to request the printed catalog.

For quick reference, download the revised mini-cat pdf at www.trimaxcb.com/pdfs/Trimax-MiniCatalog.pdf
sspriggs@pelcocaz.com



PELCO COMPONENT TECHNOLOGIES

Running Controlling the World

...FROM CAZENOVIA, NY

On a hot June evening, Pelco fielded a team in the Syracuse Chase Corporate Challenge, a 3.5 mile road race held annually since 1983. While no records were broken by the Pelco runners, they were the only ones in the field of over 6,000 to claim "Running the world... from Cazenovia, NY"

AIROTRONICS Timers and Controls **ACT** NEW DC TIMER

CATEGORY: Solid State Timer

APPLICATION: Repeat Cycle Timer with Separate Time Periods



SERIES: TH3KAD / 6VDC

For manufacturers seeking a Repeat Cycle timer for use with a 6 volt DC power source, we present the TH3KAD with 6VDC.

This timer is a solid state output unit in a 2" square case, with digital timing and dissimilar "On/Off" cycle times. Ease of installation and hook-up

is a primary design benefit. Input voltage break resets the timer to original state.

Time ranges and adjustment methods are similar to the standard Airotronics TH3KAD. Download the pdf at airotronics.com

Features include .1 second to 24 hour time range settings (special time ranges upon request), factory-fixed or variable settings, standard QC terminals, 3oz. max weight, wide storage and operating temperature ranges and UL, CUL and RoHS standards.

For details download the TH3KAD / 6VDC New Product Sheet at www.airotronics.com/pdfs/Airotronics_TH3KAD6vdc.pdf



Product listings and catalogs At Pelco, we continually review and update our catalogs and websites. Browsing is available through globalspec.com and thomasnet.com, and we welcome your comments and inquiries. Complete, updated catalogs are available upon request for all Pelco brands.

Call us directly or contact your rep for details on the best service in the business—from Pelco Component Technologies.

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