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**An:** Nestola, Marlene

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**Hello and good  
day, dear business  
partner,**



We would like to use this opportunity to present you our latest M&K Newsletter! Spring time is coming - additionally we feel that the automotive market is rising and the hard times of 09/10 are finally over! We kindly draw your attention to the following issues:

- **new Sales Manager - Mr. Dan Berger**
- **new OE customer has chosen for our EBS (7-pin), 15-pin plug**
- **market launch of "explosion protective plug"**
- **implementing of new CAD software**
- **.. we are growing with our tasks ..**

Please enjoy our news and if you wish give us your feedback.  
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### **The M&K Group welcomes Mr. Dan Berger**

Maehler & Kaege Automotive Systems in Mainz welcomes Dan Berger as Sales Manager for the automotive product group. Dan is a born Sales man and has had a long experience within the automotive sector. His main experience and love lies within the bus industry but has been commercial responsible for many OEMs including from bus-, truck- and special vehicle manufactures. In the last six years

Dan has done the business development for electrical harnesses and wire looms. His experience and expertise underlines M&K strategy on bringing added value and experience to its customers. M&K is your expert and partner!

### One of the leading OEM decided for M&K!

The M&K Group is pleased to inform you that one of the world leading OEMs for commercial vehicles has chosen to assemble the M&K's EBS, 15-pin and 7-pin trailer sockets:

As part of the agreement M&K will develop a new range of crimp contacts which are according to the latest requirements of the automotive branch. Moreover M&K will develop a new range of back shells that are foldable for easy assembly to corrugated tube. The reason for choosing M&K has been the customized development and the sophisticated solution that was offered. It's part of the M&K strengths to develop and fulfill the wishes and requirements of our customers.

With this new product developed at M&K Group we show that we are able to implement and solve almost all wishes and demands of our customers regarding electrical solutions. It's part of the M&K strengths to have a fully independent working **R&D and Product Development**, which is also offering new solutions and answers to the requests of our automotive customers.



- CAD model -

This solution makes the M&K program even more complete and underlines M&K as being an all-round supplier for a complete range of electrical solutions, starting with plugs, connectors and sockets up to complete wire harnesses. *We aim for the future to be a reliable, flexible, strong partner and supplier for our Automotive (Trucks, Buses, Construction Equipments and Special Vehicles) customers.*



### NEW - Explosion protective connectors - EN 15 207

Within the new EN 15 207 published last year, an ATEX approved circuitry was proposed using the unique connectors of

the M&K Group.

Last time we informed you about our new project - now we are finishing the development for these connectors in the next days. If you will receive questions and inquiries about this product, please let

us know. We will support you with all important information and of course you can buy the product at M&K!



#### - New CAD SOFTWARE -

We are happy that we are going to implement a new harness design CAD software. In the future we are going to handle more tasks automatically and we can make a big step forward in flexibility as well. We will be able to shorten the time for example for prototyping; very large harnesses can be handled much faster, not only on documentation level, but also on production engineering level (i.e. drawings 1:1 for making assembly boards).

#### **A company, growing with their tasks**

In today's world it is not enough to simply act in the daily business, but rather pushing on new technologies.



M&K is not satisfied to be the best. Our aim is to be an active and innovative partner to our customer. We are looking for challenges and use them as an opportunity to grow.

*One example is a project on which we have been working on with our customer Schott for several months. This project involves the wiring of a reading lamp for the first class as well as for business class of the new A380 from Airbus.*

*High demands on material and the difficult construction always brought out new challenges regarding design. As a consequence, the crimping process had to be optimized and also the final assembly had to break new ground in the form of complex measurements.*

*Previously given tolerances by other projects, had been rather generous in comparison to this project. Tolerances in the mm range, built up new tasks for the machine as well as for the staff of M&K.*

In the near future the whole team of M & K is eagerly interested in finding additional challenges, because this is our core competence!

BRAND NEW WIRING KITS FOR TOW BARS AVAILABLE

Alfa Romeo (**Mito**) - Ford (**Galaxy, S-Max, C-Max**) - Kia (**Rio Sedan, Cee'd, Cee'd Sporty Wagon**) - Mazda (**2&3, 2, 5**) -

Mitsubishi (**ASX**) - Nissan (**Juke, Micra K13**) - Renault (**Mégane IV Hatchback, Mégane III Coupé, Mégane III Wagon**) - Saab (**9-5**) - Seat (**Alhambra**) - Suzuki (**Auris Hybrid**) - Volkswagen (**Sharan**)

**We thank for your interest!**

**- your M&K team -**

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