



**Intelligent solutions  
automatically produced**



Visions.



“To provide our clients with the best opto-electronic and harnesses solutions to satisfy their specific needs!”

# Who we are ...

- MEINERT has been producing signal and indicator lamps for the Domestic Appliance Industry since 1949
- ARCUS Kabeltechnik was founded in 1995 with the aim of producing cable harnesses to the Domestic Appliance Industry at a high technical standard
- Foundation of ARCUS components in 2007
- Today usage of “state-of-the-art” technology and a predominantly automated production system, tailored to meet the requirements of the Domestic Appliance Industry



# Product range

- Supplier to the Domestic Appliance Industry (Ovens, Power tools, Vacuum cleaners, Thermostats)
  - Cable harnesses and assemblies
  - Modules with controls
  - Wirings
  - Re-assembled oven switches
  - IDC Rast 2,5
  - Neon assemblies





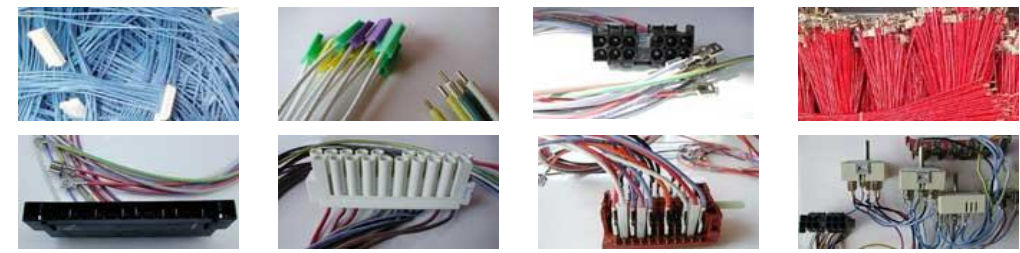
# Product range



Signal lamps /  
neon assemblies

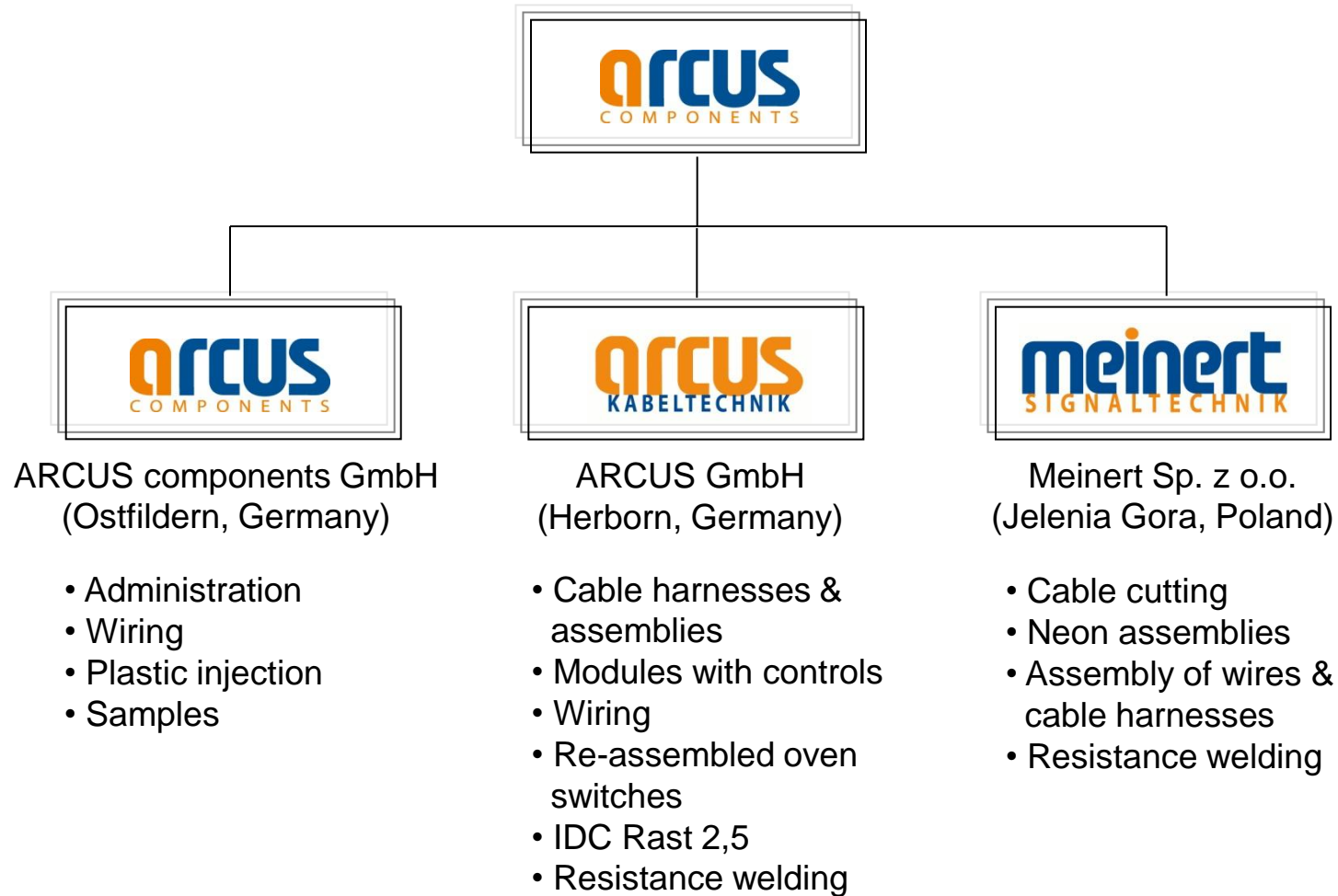


Wiring & cable harness  
assemblies





# Organisation



# Facts 2010

- Neon assemblies and cable harnesses to global clients
  - Electrolux sites all over the world (Europe, Asia)
  - Stihl (USA, Germany, etc.)
  
- More than 190 employees (at 3 production sites)
  - Administration in near Stuttgart, Germany
  - High tech machinery near Frankfurt/Main, Germany
  - Cable cutting and manual assembly at our production site in LCC



# Quality

- Quality Management system in accordance with DIN EN ISO 9001:2000 (established at all sites)
- APQP / PPAP analysis
  - Process-FMEA
  - Cp - / Cpk analysis
- Lab testing (grinding pattern)
- Automatic control of crimping force
- Push tests
- 100% electrical on board tests
- 100% final quality tests



# Customer Benefits

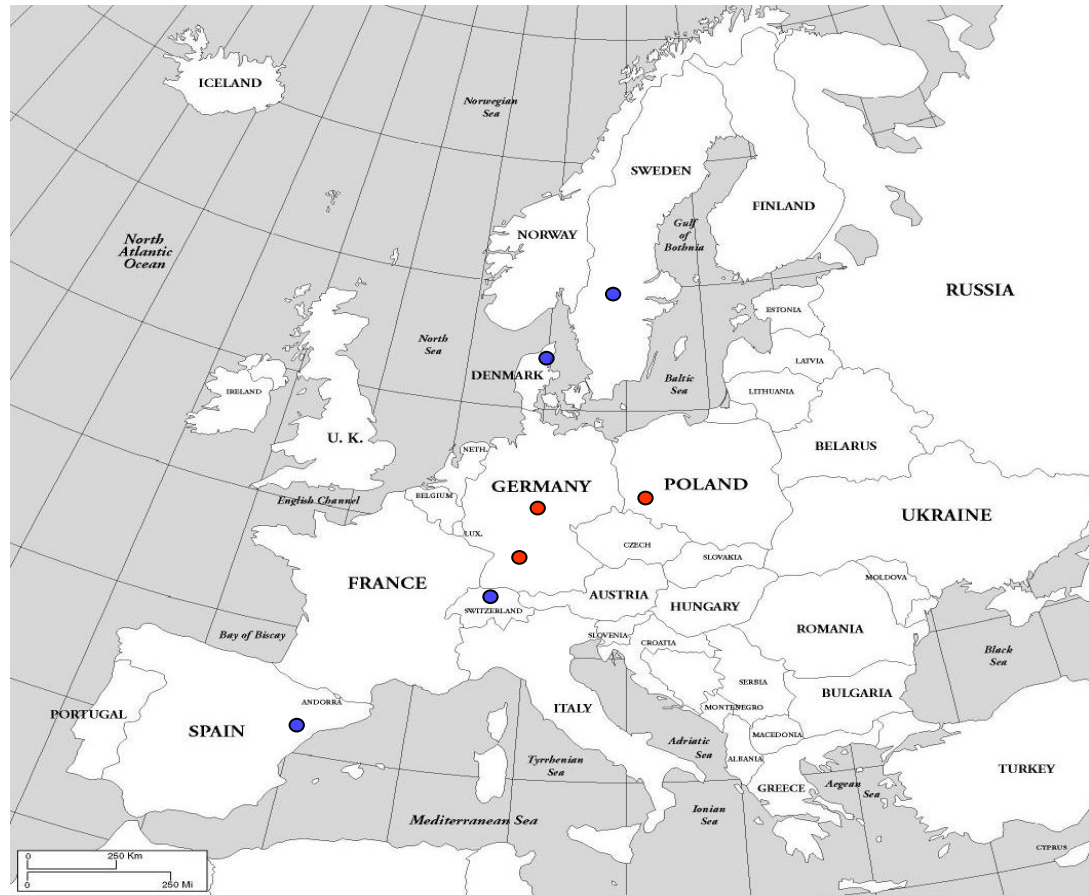
- Technology and production know-how
- Sales expertise
- Outsourcing knowledge and capabilities
- Entrepreneurial mindset
- Proximity to and strong relationships with main clients
- Low-cost manufacturing in Eastern Europe (Poland)
- Low production failure rate
- EDI-logistic system and JIT (Kanban)



# Locations and Sales Agents



- Germany
- Poland
- Switzerland
- Spain
- Sweden
- Denmark



# Locations

- ARCUS is logistically located in the heart of Europe
- Production sites
  - Herborn, Germany (4.000 sqm)
  - Jelenia Gora, Poland (1.050 sqm)
- Administration
  - Ostfildern - near Stuttgart, Germany (1.000 sqm)



Production site in Herborn, Germany



Administration in Ostfildern, Germany





# Production Site - Herborn



Views of the lab, store and recreation area



# Production Site - Herborn



# Production Site - Poland

- Meinert Sp. z o.o. established in Jelenia Gora, Poland in August 2004
- New opportunity to systematically broaden our customer portfolio and to serve existing partners
- Low-cost labor force with sufficient capacity to expand and good infrastructure





# Production Site - Poland



Views of the assembly & quality control at MEINERT - Poland



# Partner in China

- Manufacturing partner in China (Jiangmen - near Guangzhou)
- Close collaboration in the assembly and sales process provides a new platform to serve the Asian market
- Better utilization of existing structures and the acquisition of new customers in the Asian and South-Pacific region
- Staff of 100 employees who assemble cable harnesses and signal lamps by hand



# Key Clients

**ORANIER**

**STIHL®**



**BOSCH**  
**Buderus**



**Electrolux**  
**AEG**



**Küppersbusch**

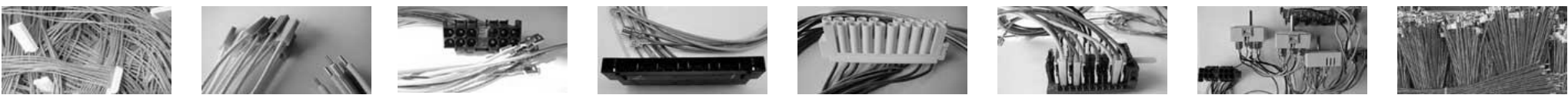


**STOCKO**












**THOMAS**  
Elektrogeräte

**RITTAL**



# Machinery

Qty.	Classification	Type of machinery	Manufacturers
45	Cutting / Crimping	Zeta 633/654, Komax 432 with Sigma / Blockloading station, Komax 433, K40, K42, K43, C451A, etc.	 
53	Crimping	Presses	 
4	Cutting	Schneidmaster 12, 15/40	
4	IDC	Ecomat, WT 165.5 / IDC - press Stocko Rast 2,5 / 2,5 pro etc.	
4	Plastic injection molding	270-90-500, etc.	
2	Printing / Marking	TPX 100 special (tampon print)	Teca-Print
10	Welding	Ultra welding machine ECOM35/800M	Sonotronic, KLN
2	Aligning / Positioning	LARI, Streckfuss	
1	Cleaning	Super sonic cleaning machine	



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