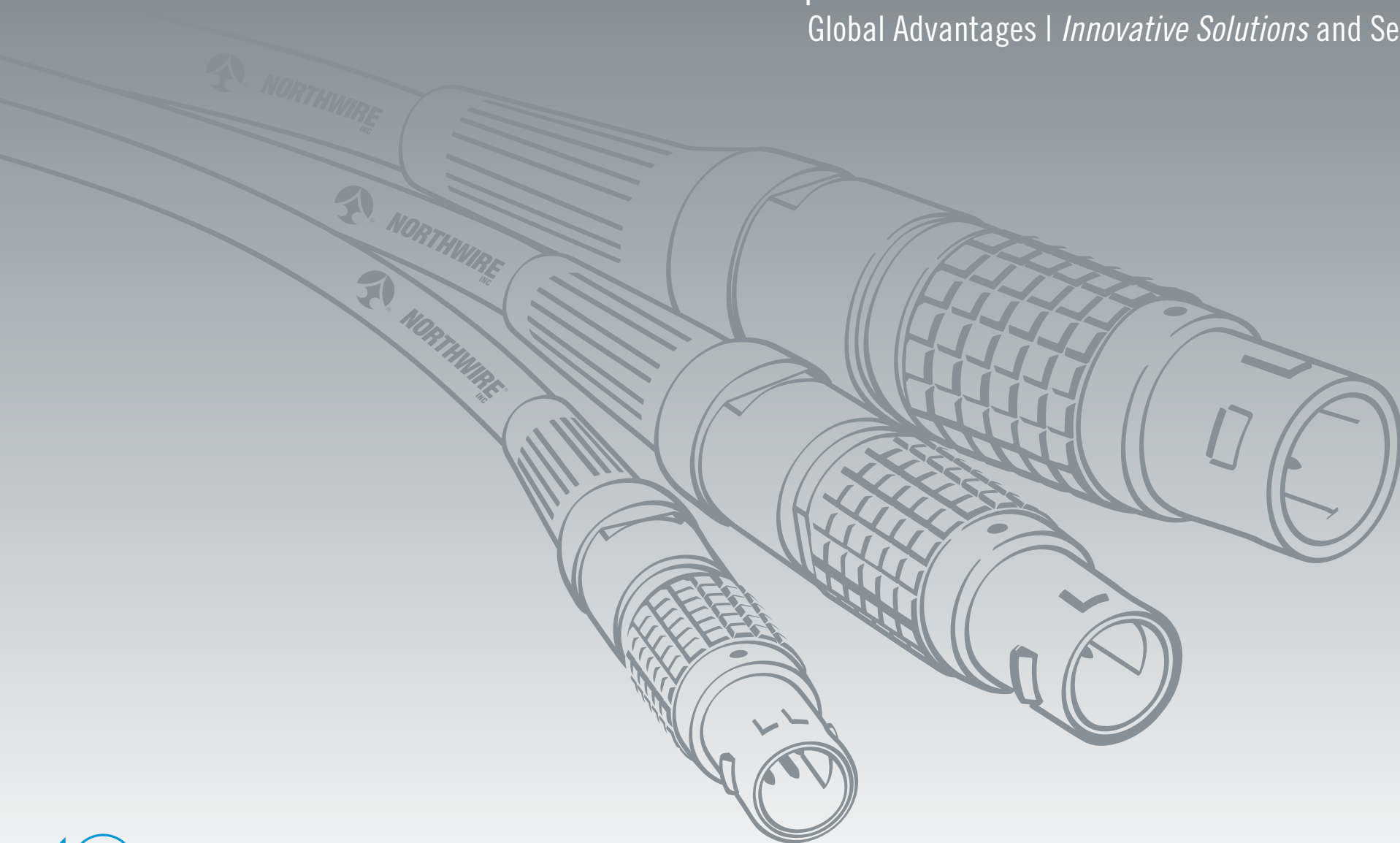


# *Solutions that Integrate*

Site Paper: Custom Connectors and Cable Assembly  
Global Advantages | *Innovative Solutions* and Services





## Delivering value with velocity.

In today's global economy, you can rely on over 100 years of industry expertise to navigate complexities of international compliance with precision, high-reliability products.

Rapid manufacturing and a suite of services compliments the fully integrated innovative solution offerings of LEMO and NWI.

**You will benefit from responsiveness and a consolidated supply chain.**



## Synergy through Strategic Partnership

In the summer of 2014, LEMO Group acquired Northwire, Inc. with the goal of providing a seamless experience with expanded capabilities to both companies' valued customers by offering a comprehensive suite of custom connector, cable and assembly offerings for a diverse range of extreme applications.

This means comprehensive product offerings, a wider range of resources, and rapid responses to your project needs.

# Collaboration that Serves You.



- Precision Custom Connection Solutions
- The Original Push-Pull Connector
- Six Decades of Expertise
- Over 75,000 Product Designs
- Over 100,000 Customers
- Best-in-Class Technology
- Acknowledged Industry Leadership



- Custom Technical Cable + Assembly
- Shortest Industry Lead Times
- Four Decades of Innovation
- Over 8,000 Products
- Infinite Custom Offerings
- International Compliance Certifications
- Full Contract Engineering Capabilities





**“I am convinced that by creating synergy between our two companies, we can grow and prosper side-by-side. Together we will be able to provide our customers high-quality **complete cable-connector solutions.**”**

— Alexandre Pesci, CEO and President, LEMO Group





**“Equally focused on satisfying our customers, LEMO and NWI look forward to acquiring new customers and serving our loyal customers’ needs for **engineered solutions and service excellence** well into the future.”**

— Katina Kravik, CEO, Northwire, Inc



**Field Proven Solutions  
for a Wide Range of  
Industries & Applications**



Industrial  
Instrumentation  
& Automation



Information &  
Networking Systems



Electronics  
& Machinery



Marine &  
Underwater Use



Medical  
Engineering  
& Life Sciences



Alternative &  
Nuclear Energy



Aerospace  
& Defense



Public Sector  
& Automotive



Test &  
Measurement



Decorative &  
Architectural Lighting



Communications  
& Audiovisual

**And much more...**

# Features that Benefit Our Valued Customers

## #1: Global Advantages

With an established presence worldwide, Northwire and LEMO offer international logistics, access, language support, standard adherence, agency compliance, product specifications, and more to deliver seamless integration.

**The European Distribution Center (EDC) serves the valued customers of Northwire and LEMO on an international scale. Customers will experience the advantages of shorter lead times, faster delivery and a one-stop-shop.**

European  
Distribution  
Center



# Features that Benefit Our Valued Customers



## #2: Fully Integrated, *Innovative Solutions*

Explore a complete range of standard products or take advantage of complimentary customization for products that are designed and manufactured to meet the needs of your specific application. **Gain the ease and cost savings of a consolidated supply chain by optimizing, synchronizing, and streamlining.**

# Features that Benefit Our Valued Customers



## #3: Extensive Suite of Engineering Services

Create better products, realize cost savings, and increase your speed to market with Northwire and LEMO's global engineering disciplines. **Leveraging industry, agency, and government certifications, NWI and LEMO are committed to passing on business excellence and best practices.**

# Features that Benefit Our Valued Customers



## #4: Exceptional Service Excellence

Rely on a unified TEAM of professionals for support and assistance in every area from *Concept to Completion*. **Speak with around-the-clock Subject Matter Experts (SMEs) and Customer Care representatives, or supplement your project with tools, calculators, and other technical, engineering, and service support resources.**

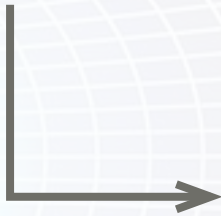


# Get Started with LEMO + NWI with Ease.



## Request a Custom Quote

1. Fill out our simple online form
2. Describe your application
3. Receive a custom quote



## Request Free Samples

- Sample wire and connectors
- Complimentary designs
- Rapid prototyping



## Utilize Our Technical Resources

- Stranding Conversion Chart
- Ampacity Chart
- Metric Conversion Chart
- Electrical Calculator



# Leverage Our SMEs to Help with Critical Factors

Whether you are working under exacting requirements or simply have an innovative idea, LEMO and NWI will guide you through the complexities.

## 11 Critical Factors for Connectors, Cables and Assemblies

 End Application

 Most Important Feature(s)

 AWG Size/Conductor Count

 Voltage

 Outside Diameter Restrictions

 Shielding Needs

 Continuous Lengths/Put-Ups

 Quantities/Estimated Annual Usage

 Environmental Demands

 Required Certifications/Approvals

 Target Price

# Our Promise

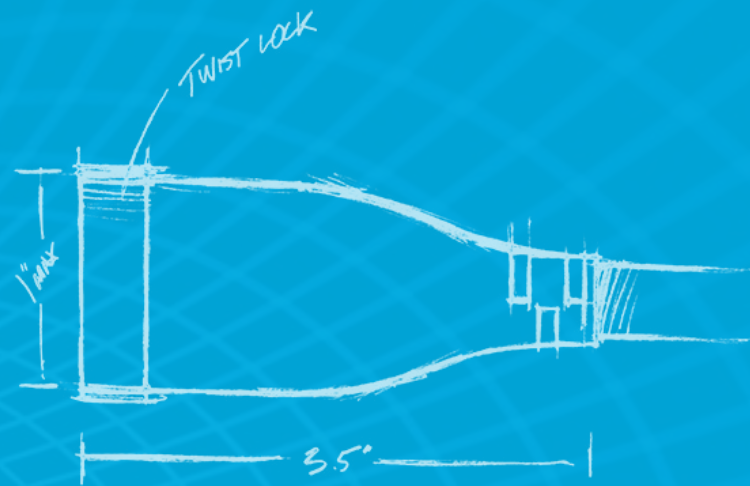
## The LEMO Promise

- Fully Custom Solutions
- High Quality, Reliable Products
- Continual Optimization
- Precision Manufacturing
- 99% Added Value
- 98% On-time Delivery

## The NWI Promise

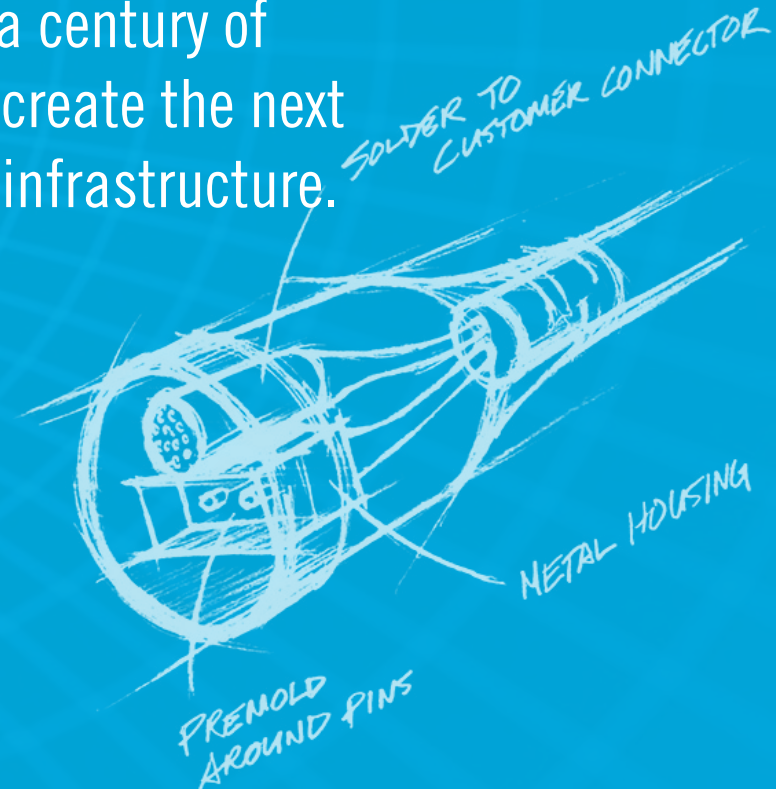
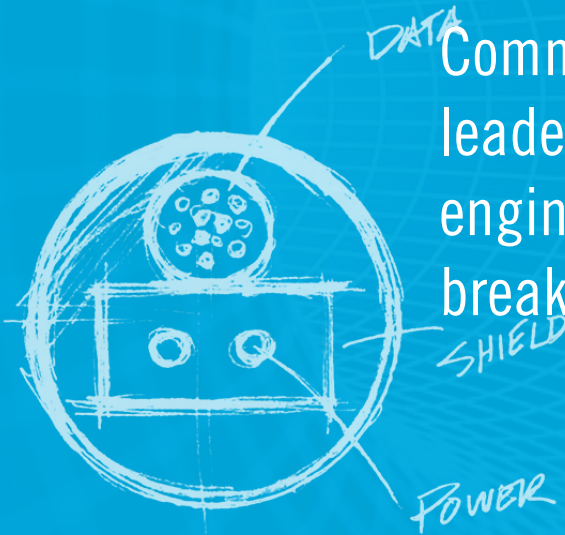
- No Minimum Order
- Quotes in 24 Hours or Less
- Same Day Custom Products
- Any Volume
- Rapid Prototyping
- Personalized Service Excellence





# The Face of Future Innovation

Committed to continual improvement and global leadership, LEMO and NWI combine a century of engineering and design expertise to create the next breakthrough in reliable, safe cable infrastructure.



# Connect Today to Learn More and Find Your Complete Custom Solution



**Discuss options with a connector specialist**

+41.21.695.16.00

[info@lemo.com](mailto:info@lemo.com)

[www.lemo.com](http://www.lemo.com)



**Talk directly to a cable assembly expert**

800.468.1516

+1 715.294.2121

[cableinfo@northwire.com](mailto:cableinfo@northwire.com)

[www.northwire.com](http://www.northwire.com)



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