Phoenix Electronic Enterprises, Inc.

Serving the Electronic Cable Assembly Industry Since 1972
Welcome to Phoenix Electronic Enterprises ...

From our President ...

Phoenix began in 1972 as a small, family-owned business in the Mid-Hudson region of New York State. Since then we have supplied the cable and cable-harness assembly needs of some of the most-well-recognized names in the electronics industry. With factories in New York, New Mexico and Puerto Rico, Phoenix is uniquely positioned both geographically and strategically to offer our customers the best price, on-time delivery and the highest quality.

Our philosophy at Phoenix is expressed by the phrase "Total Customer Satisfaction". We live up to this ideal every day by working hand-in-hand with customers and suppliers as partners in our efforts to deliver the highest level of customer service supporting our high-quality products.

Some of the advantages Phoenix offers are quick quotations from customer-supplied specifications, engineering support for development of new products and technologies, rapid prototype implementation and a seasoned staff of professionals available to help you identify and meet your requirements.

Going forward, Phoenix will continue to be a leader in the cable assembly industry. As world-wide economic, political and technological demands intensify, Phoenix is ready to work with your company to meet the challenges of a global economy.

Please review this introduction to Phoenix Electronic Enterprises, Inc., and let us know how we may help you.

Sincerely,

Ellen R. Heptinstall, President
### HIGHLAND, NEW YORK

**Phoenix Electronic Enterprises, Inc.**  
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### RIO RANCHO, NEW MEXICO

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## Total Customer Satisfaction ...

### What it means:
- Quality products
- RoHS / WEEE Elemental Screening
- On time delivery
- Responsiveness
- Competitive pricing
- DFM / JIT Manufacturing
- Short lead-times
- Flexibility
- Engineering support
- Technical expertise
- Reliability Cost Performance Consultation
- Capacity to meet your needs

### How it’s accomplished:
- Focus on core strengths; customer service, engineering support and flexibility
- Diverse product lines: ribbon, discrete, molded, .8mm, fiber channel, power cords high speed cable assemblies
- Partnership approach with customers
- Quick answers & responses
- Serve the needs of the customer in a powerful and consistent fashion.
- Fulfill all requirements expected of suppliers
Capacity and Capabilities

With over 40 years of experience focused on all types of products for the electronics industry, Phoenix Electronic Enterprises has the ability to exceed all of your electronic cable assembly needs.

- Three manufacturing locations
- Extensive tooling & equipment
- Design and engineering support
- CAD and EDI support
- Diverse process capabilities (RF Products, .8mm Products, Molded, Fiber Channel, High Speed Cable Assemblies)
- ISO 9001 certified, UL and CSA registered

Financial Stability

- Zero long-term debt
- Minimal short-term debt
- Extremely liquid capital
- All facilities 100% owned
- Equipment & tooling to meet the requirements of our customers
**ELEMENTAL ANALYSIS**

**What is RoHS and WEEE?**

EU 2002/95/EC also known as the RoHS Directive refers to legislation drafted in 2003 by the European Parliament restricting the quantities of certain hazardous elements in electrical and electronic materials. The law, referred to as the Restriction of Hazardous Substances directive will become effective on July 1, 2006. After the law goes into effect products entering European Union countries will require strict documentation of compliance, with each Member State being responsible for their own enforcement program.

EU 2002/96/EC also known as the WEEE (Waste Electrical and Electronic Equipment) directive which is already in effect as of August 13, 2005 aims to minimize the impact of electrical and electronic equipment on the environment both during its normal lifespan and after becoming waste. This directive applies to a large group of products and sets criteria for the collection, treatment, recycling and recovery of waste electrical and electronic equipment. Requirements include but are not limited to the removal of all plastic containing brominated fire retardants and components containing mercury such as switches and backlights.

**How do we do it?**

The NITON XLt 797 is the ideal tool for first-pass elemental screening in manufacturing. The non-destructive x-ray fluorescence analysis provides the information necessary for fast pass or fail materials decisions.

The unit performs verification testing for the following substances restricted by RoHS ... Cadmium, Mercury, Lead, Chromium, Polybrominated Biphenyls, Polybrominated Diphenyls and many more.

**Need to comply with RoHS or WEEE ... or just want an environmentally sound product?**

Whether you need to comply with RoHS to ensure that your product is safe for its intended market or whether you need to be sure that your product will not pollute when it reaches the end of its life cycle by complying with WEEE, Phoenix can help you meet your environmental requirements by non-destructive materials screening using x-ray fluorescence technology.

Phoenix can provide non-destructive verification of the presence of bromine and cadmium in plastics, mercury in switches and lead in solders and electronic components.
Electronic Cable Assembly Product Lines

- Ribbon Cables Assemblies (Special High Speed Machines)
- Scsi I, II, III Harnesses
- .8mm Assemblies
- Utp Category 5 Patch Cords (Molded / Non-Molded)
- Discrete Wire Harnesses
- SC, ST, FC Types
- Lamination
- Single, Double
- Laminate Teflon Wires
- Molded Assemblies (Injection or Hot Melt Application)
- Coaxial Assemblies
- Power Cords
- Fiber Channel Assemblies
- RF Microwave Harnesses
- Medical Cable Assemblies
- Special Soldering Applications
- Value Added Work (Enclosures)
- High Speed Cable Assemblies (InfiniBand)
- Precision Micro-processing
- Direct Attach
- Ability to meet reliability and performance criteria of leading edge programs
Custom Assembly Product Samples

- Ribbon Cable Assemblies
- Custom Ribbon Harness Applications
- Value Added Work (Enclosures)
- Value Added Work (Enclosures)
- SCSI I, II, III Harnesses
- Fiber Channel Assemblies
- Jumper Assemblies

International Applications
High Current Applications
Custom Type Power Cords
Custom Type Power Cords
Low Current Applications
Power Distribution Harnesses
Jumper Assemblies
Jumper Assemblies
Custom Assembly Product Samples

D-Sub Products

Discrete Wire Harnesses

Custom Cat-5 Assemblies Molded / Non-Molded

RF Assemblies

Special Solder Applications

High Speed Cable Direct Attach to Printed Circuit Board

High Speed Attachment

High Speed Cable Assemblies (InfiniBand)

Precision Wire Prep (Direct Attach)

High Speed Cable Assemblies (Including LFH)

High Speed Cable Assemblies Printed Circuit Board Hot Bar Attachment