

# BULLETIN

EDITION 7



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# Kradex joins PSliTM



The Polish Association of Assembling Engineers and Technicians is an interesting project which aims to provide knowledge on modern technologies and methods of improving production processes. Sharing experience in these areas is an important and valuable element for every manufacturer, and that is why we decided to join the Association.



# Kradex is growing

Many new faces joined our team in the past few months. Anna Czuba is now a part of the customer service team and three more employees joined the tool shop.

We appreciate and respect the work of all our employees, and we know that the effort they put in each day contributes to the development of the company, which is why changes involve not only new people joining teams, but also promotions.

We are pleased to announce that Angelika Kazmierczak is the new Key Account Manager and Katarzyna Urbanik has taken over the position of Specialist in the Service of Special Orders and Milling. Janusz Wojtkowski was also promoted to an office position.

We wish you all success!

Recently, two more Arburg injection molding machines and a HAAS machining center for our tool shop were delivered to the plant.





# Supporting further initiatives

We are happy to help in the implementation of all interesting projects, not those involving electronics. When the organisers of the Husaria charity rally turned to us for support, we were intrigued by this event. Why did it arouse our interest? Due to its unique formula, this rally included cars from the times of the former Eastern Bloc. The preparation of such cars for a long journey was quite a challenge, and we were keen to observe the progress, adding our housings to the GPS devices. And because the rally is a charity event which aimed to

support children, there was also a package from us.

The rally ran through Poland, Slovakia, Hungary, Romania, Bulgaria, Turkey and Georgia, and the route was full of beautiful views.



Continuing our plans of supporting the young generation, in December we gave packages with our housings to the Gorzów Wielkopolski Electrical Schools Complex to support their practical classes. We hope that these products will help students in their projects.



And finally, our support of a Christmas project - Sterowanie24 and a Nativity scene controlled via the Internet, live.

[www.modliborzyce24.pl](http://www.modliborzyce24.pl)

Our Z90 housings were used to prepare light controls.





# Kradex video

You can view our new machines, growing team, tool shop, and new headquarters in our company video, up close and from a bird's eye view.



Click to play video.



# Supporting renewable energy

We think about the future not only in the context of expanding the company, but also responsible choices. In this future, the environment is also important, the world that surrounds us, which is why we use solar panels and also purchase electricity from renewable sources.



# Interview with Łukasz Kowalczyk

We would like to introduce to you our specialists and their work. Some editions will feature interviews. We recently had an opportunity to discuss various topics with our Technical Specialist, Łukasz Kowalczyk.

**Łukasz, in Kradex you deal with the coordination of work related to the milling department. Your job involves accepting orders, discussing details with clients, and supervising deadlines. Tell us about this process, what challenges do you most often encounter?**

Łukasz: Firstly, after receiving an enquiry about milling, we must determine the scope of work and how much the service will cost. It is best if the client sends everything in electronic form, it can be a „pdf” „.stp” or other similar formats, but if someone is not able to prepare it this way, it can be prepared manually by sketching milled holes or taking a picture of what the client wants to mill. When everything is agreed with the client, we proceed to the implementation stage. At the beginning, we prepare all the documentation for milling and create one prototype for acceptance. This process usually lasts up to 3 business days, and when we get an approval, the order receives the status „for fulfilment” and is transferred for milling. We try to fulfil such an order within 7 working days, and the maximum is 10 working days. If the client wants to mill the same design once again, this time is shortened, because all the documentation is ready. The biggest challenge in this work is to ensure the proper logistics of all orders for particular categories, i.e. the division into: new orders, where we need to prepare documentation and a prototype, standard orders, where we only mill the target batch, and large orders, in which the quantities for milling are larger than the usual standard order. In the past year, we had to face some challenges in this area, because we had a record demand for our milling service, which is an inseparable element of the company’s development. We are continuously looking for solutions and expanding our knowledge to make it

work as best as possible and we believe that next year we will be more reliable and dynamic in this matter.

**How long have you been involved in the milling department? What were your beginnings in the company?**

Łukasz: I have been working for Kradex for 3.5 years and I started just like any new person, in the office from the lowest position, which involved customer service and accepting and invoicing orders. After a year of working in this position, I was promoted, which meant new and more responsible duties, including being in charge of the whole milling department. The beginnings in milling were quite difficult, because I had too little experience, and there were so many orders that it was necessary to fulfil them without unnecessary delays. This forced me to quickly learn and organise the entire management model of this department. I have been gaining experience and new knowledge with every new or repeated order from our clients. It took me about half a year of work to gain enough confidence to actually start managing everything in the way I wanted. It is two and a half years since I started dealing with milling and I have to admit that the interest in milling services is enormous. The growing number of orders only confirms that we are going in the right direction and we reliably do our work, from accepting enquiries to completing the milling process.



**What do you value the most in your work at the company?**

Łukasz: I must admit that this is a rather difficult question, because I could list many such things. Based on what I've already experienced, I would mention the opportunity for professional development, I can learn something new every day. I must admit that I did not have much knowledge about housings, materials and their production when I joined the company. I expected it to be strictly administrative work, in which I already had some experience, but the reality quickly turned out to be different and really forced me to broaden my knowledge regarding production, storage, and technical issues. Learning more about this area has translated into a better understanding of everything that surrounds me and made me a more experienced employee who in a competent manner accomplishes goals and comprehensively handles the most demanding orders.

**What holes can customers mill? Have you received any enquiry that surprised you or perhaps amused you?**

Łukasz: We can mill almost everything, for example, holes for USB, diodes or various buttons, but also other openings. If there are any problems with milling holes, they are not connected to their shape, but are more related to placing them in the right spot, because we are not able to reach everywhere with a cutter, and with regard to the functionality of the housing, we cannot allow the cutter to excessively weaken the housing structure.

There aren't many surprising or funny situations, and when they do appear it results more from a lack of experience in housings and milling, but clients can always count on our support and help in understanding the whole issue.

However, coming back to the question, some time ago there was a client who contacted us about a very specific project, which was quite difficult to do. We made the first prototype and the client decided that to chan-

ge something. He changed his concept time and time again, and at some point, we did not know which change was approved and which one was rejected from this project. In any case, we reached the end of the prototyping stage and after some time the client came back with a new idea for this housing. It turned out that after all the changes he had requested, it was going to be a completely new housing which did not resemble the prototype in any way. We tried to help the client, but in the end, we did not finish this project because it is not possible by means of milling to modify the housing in such a way for it to have completely new parameters. In this case, unfortunately, you have to consider creating your own form and unique detail tailored to your needs.

**Milling is a process which requires preparation, and therefore also involves some fixed costs. What minimum amounts do you recommend to clients for it to be profitable for them?**

Łukasz: Milling is a process which must follow certain specific rules that include, in addition to people and machines, also the workpieces and, above all, the time that we must devote at every stage of the process. On our part, we always have to prepare documentation of such a project based on the information sent by the client. This involves a one-off cost for the first order (new project) that is required, because we have to spend a few or even several dozen hours depending on the difficulty of a given project. In spite of everything, we always strongly encourage to do a small prototype batch at the beginning, because we know from experience that not everyone can afford to order in hundreds of pieces at once. When repeating orders, in our opinion the minimum amount that is worth milling both for the customer and us is 50 pieces, but of course, the more pieces you mill, the better price you get. Therefore, it is worth milling a little more and later obtaining considerable savings in the milling service itself.

**Has anything new appeared recently in the milling offer?**

Łukasz: The issue of additional services in our company has been discussed many times in a wide group and we have tried to complement our range of production and sale of housings on many levels. In the case of milling, it was a very good decision and after going through the milling phase of dedicated plastic housings and our own housings, we decided to expand this offer by milling aluminium housings and engravings. In recent years, we have had individual enquiries about these services, but for various reasons, we have not undertaken such projects. However, after many discussions with our clients, for example at various fairs in which we participate, we came to the conclusion that these milling elements are complementary to what we are already doing and thanks to this we can not only acquire new clients, but also cause that our existing clients will be able to do much more in the same place than before. Several customers have already taken advantage of the new opportunities and they were very satisfied with our services of milling aluminium housings and engraving.

**Katarzyna Urbanik has recently joined your team. What will she be responsible for and in what matters will clients be able to contact her?**

Łukasz: Kasia joined my team a few months ago, and this was connected with the fast and dynamic development of both our milling services and other additional services. Her scope of duties is quite wide, but in the case of milling, her main task will be to provide comprehensive assistance to our clients from the moment of submitting an enquiry to the shipping of milled housings, so she will have to familiarise herself with and understand the entire milling process, and go through it step by step. Due to the fact that Kasia started the same way as I did, from the lowest office position, her implementation and training process is going quite well and the experience she gained from other positions in the company it will pay off in the future, and thus result in better and very professional cooperation with clients.

**Thank you very much to Łukasz for the interview and for sharing his experiences.**



# A new series of DIN enclosures

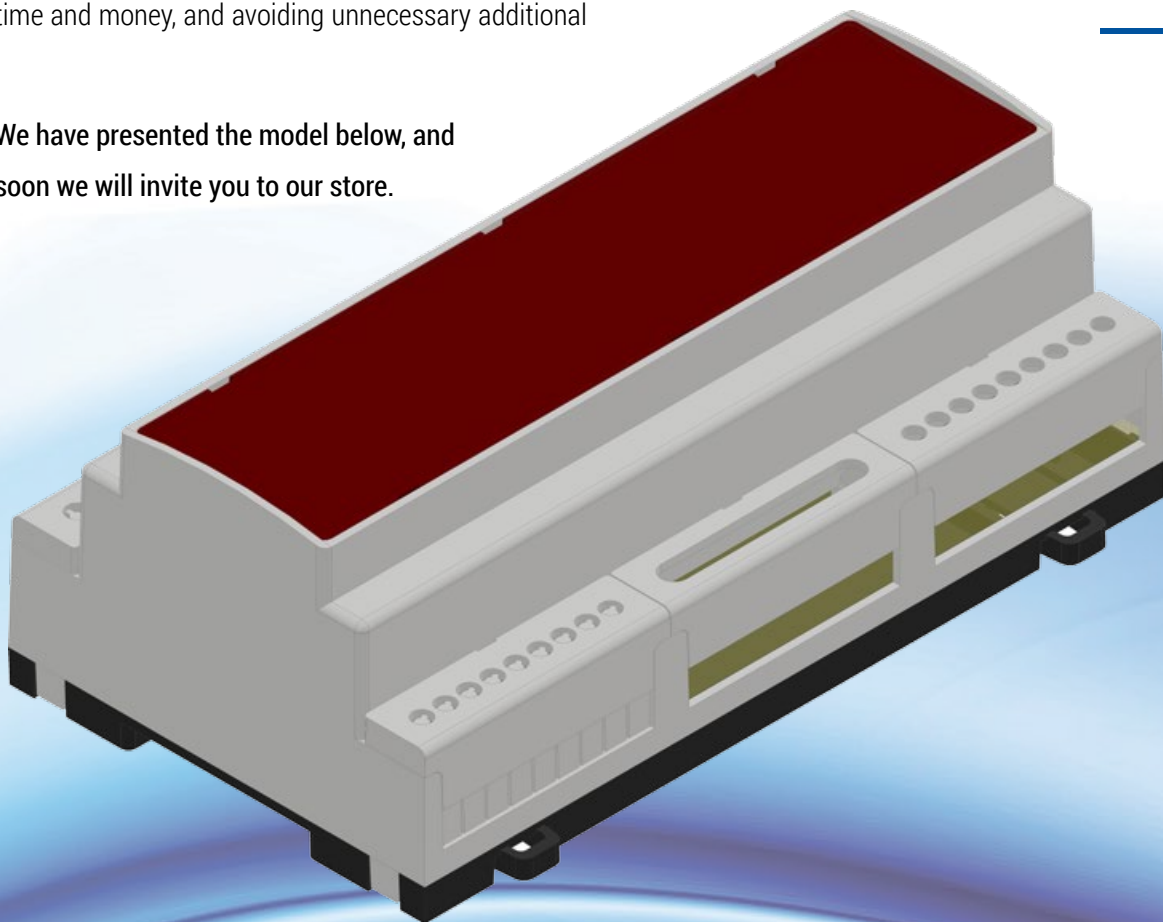
Recently, we have expanded our range of hermetic enclosures by a series with a cast gasket and the IP67 certificate, and the universal enclosures department by Z126 and Z125.

This time, we focused our attention on customer needs related to DIN rail enclosures. After many internal meetings and consultations, we prepared a new series for the DIN-35 mm rail, which will be available soon. We introduced an innovative approach to the design of the covers. It will be based on interchangeable elements enabling easier adaptation to various requirements applied in the electronic components. Thanks to this flexible solution, the designer can individually adjust the base, body and masks of the connectors, saving time and money, and avoiding unnecessary additional

milling. The interchangeability of elements will make it possible to obtain dozens of variants to choose from. The new series will also have a refreshed appearance with more rounded shapes.

Firstly, the 9M version (9-module) will enter production, followed by 6M and 3M. The enclosures will provide the possibility of mounting three PCBs.

We have presented the model below, and soon we will invite you to our store.



# Interesting applications of products

Our housings can be found in various industries and applications. We were surprised how our product became... a logical module that is part of the Escape Room game.





# Preview of the trade fair in Munich

## **Kradex will participate in the Electronica fair in Munich in 2018.**

It will be a big event for us. We have already started preparations and we will tell you about our experience and the fair itself in a special edition.



## ***AUTOMATICON®***

And in March, just like every year, we would like to invite you to Automaticon in Warsaw, for which we are also preparing some surprises.

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(+48 22) 613-08-88 [www.kradex.com.pl](http://www.kradex.com.pl)

(+48 22) 812-10-68 [kradex@kradex.com.pl](mailto:kradex@kradex.com.pl)

ul. Naddnieprzańska 32, 04-205 Warszawa