



Basic Data



Hans Zacherl, Markus Kep

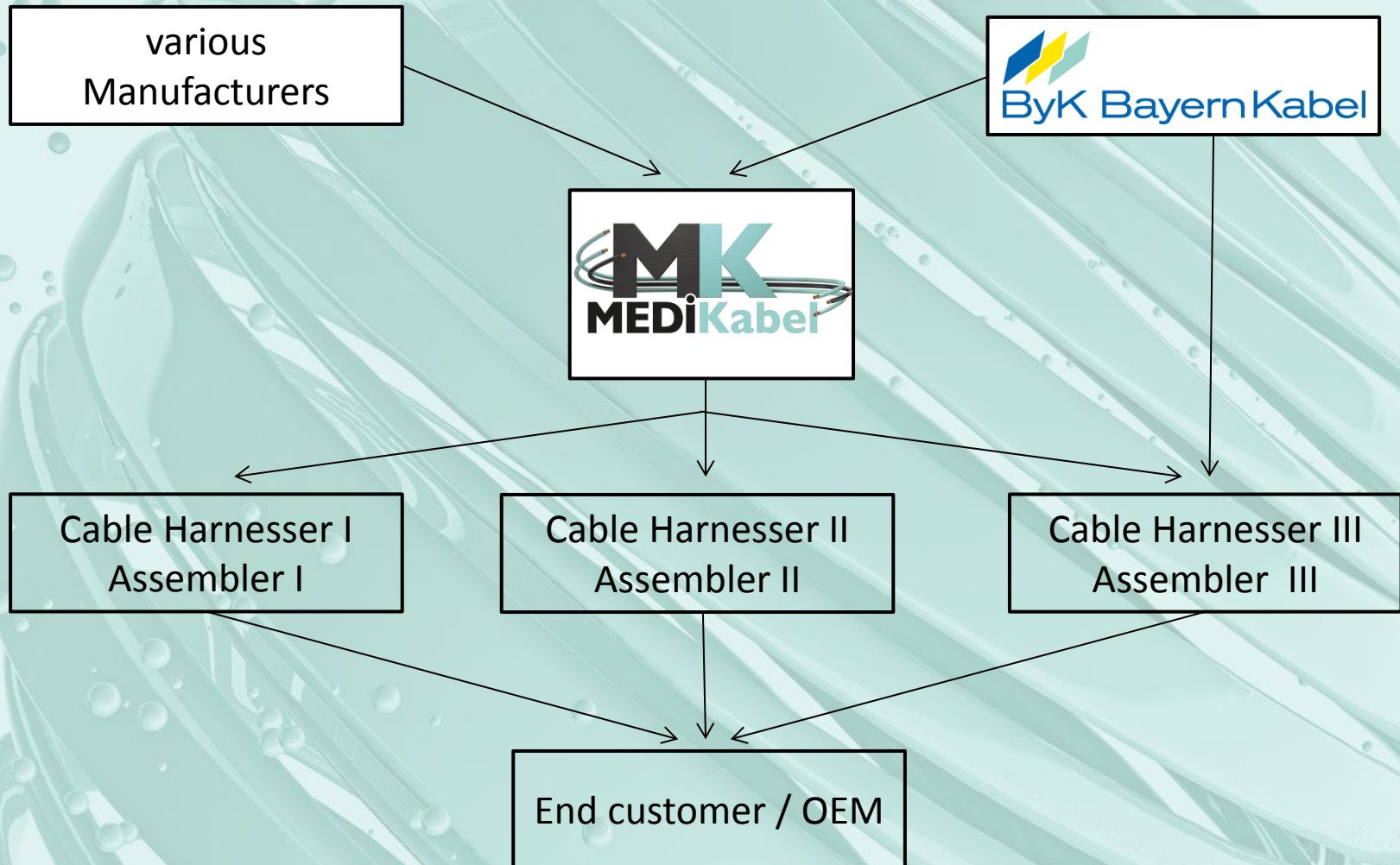
Form of Society:	GmbH
General Director:	Hans Zacherl, Markus Kep
Founding Year:	1987
Staff:	105
Turnover:	31,5 Mio. Euro (2018) 32,5 Mio. Euro (plan 2019)
Customer:	70-80% cable manufacturers, cable processing industry

Corporate Group

- ④ 3 Locations (Gaimersheim, Grafenau, Waldkraiburg)
- ④ Companies are legally and economically independent
- ④ Turnover: 64 Mio. Euro (2018)
ca. 66,5 Mio Euro (Plan 2019)
- ④ 220 Staff
- ④ Advantages:
 - ④ Competitive prices through annual framework
 - ④ Reduction of storage and logistics costs
 - ④ optimized delivery times
 - ④ short reaction times
 - ④ Service and comprehensive technical know-how



Organisational Structure



History

1987
company's
foundation as a
subsidiary of Merx,
Diem & Co. GmbH

1994
appointment of Hans
Zacherl as General
Director

since 2003
continuous increase
of sales
performances to
Eastern Europe

since 2004
new trainees for
wholesale trading
and logistics yearly

2007
annex of a new
building for incoming
goods at
Geretsrieder Str. 18

2008
adoption of an
existing building:
increasing of
capacity about
7.000qm

2014/15
building of a complete
new logistics hall with
associated
headquarters

09.10.2015
relocation to new
building at
Daimlerstr. 47

1989
disposal of the
mother company to
Heidenhain-group.
MEDI Kabel became
a separate
enterprise

2002
implementation of a
process- oriented
management system
and certification of the
company according to
DIN ISO 9001

2005
annex of a logistics
building to the existing
building at
Geretsrieder Str. 18

2013
appointment of Markus
Kep as General Director
in addition to Hans
Zacherl

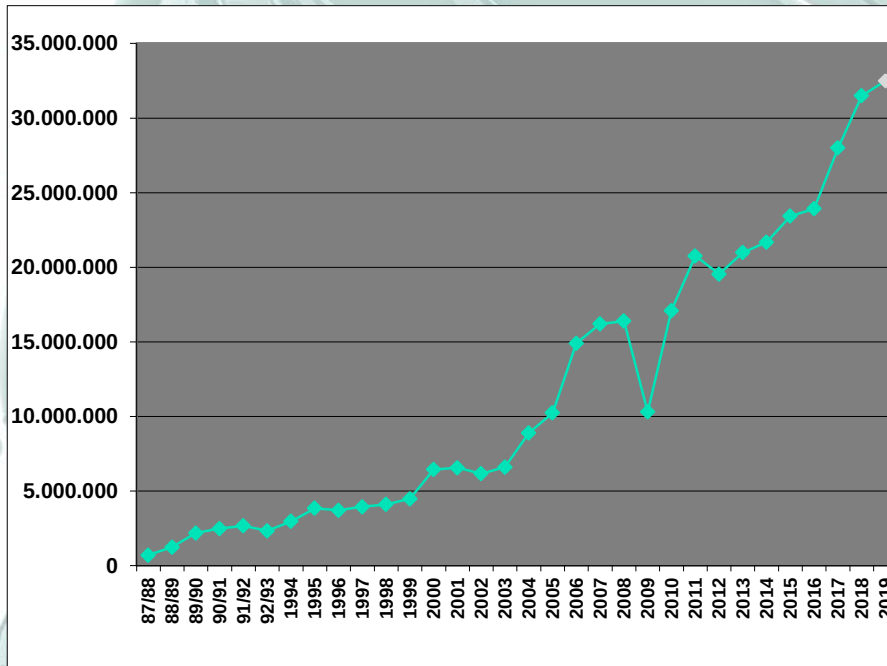
2017
May 2017
30th company
anniversary



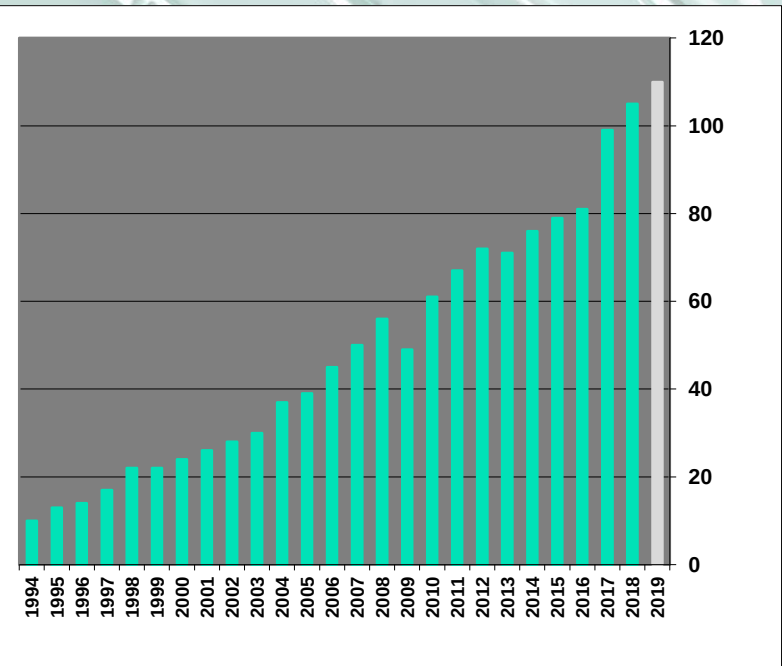
Basic Data

Main customers: 70 – 80% cable manufacturer, industrial electronics

Turnover



Staff



Core Capabilities



Stefan Lederer
Head of Sales

- ✓ UL- Specialist
- ✓ Leading retailer for Automotive
- ✓ Different appearance
- ✓ Norm cables (VDE, HAR, UL, CSA, MTW)
available from stock
- ✓ Order processing for our customers
- ✓ FullService in
 - consulting
 - development
 - feasibility check
 - construction
 - realizing
 - documentation
(IMDS, Rohs, REACH)

Product-Portfolio

Single wires



Multicore cables



UL/CSA Single wires



UL/CSA Multicore cables



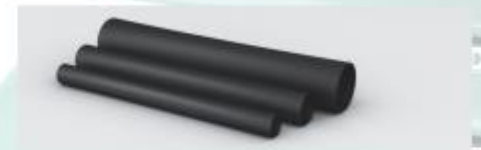
Flat cables



Special cables



Tubes



Coax cables



Optical fibres



Own Brands

Own Brands

- **LIH 90**
(90° C /300-900V) Halogen free
- **LIH 125**
(125° C/500V/0,6-1kV) Halogen free
- **Power PUR**
(TPE/PUR)(80° /300V) Halogen free



Own Brands

- XtraBASIC-mini 4-Norm-strands UL (MTW) CSA/HAR (PVC)(105° C/300V) H05V-K/ UL 1007
- XtraBASIC 4-Norm HAR/UL/MTW/CSA/HAR (PVC)(105° C/600V) H05/7V2-K/ UL 1015
- XtraBASIC-plus 4-Norm-strands UL (MTW)/CSA/HAR (PVC)(105° C/1000V) H05/7V2-K/UL 10269
- XtraECO 3-Norm HAR/UL/cUL Style 3578 (Halogen free)(105° C/600V) H05/7Z-K/ UL 3578
- XtraHEAT SIF VDE/UL/cUL Style 3672 (Silicone)(180° C/300V)VDE 250 T 502/ UL 3672
- XtraTHERM H05/7Z-K (XLPO)(115° C/750V) Halogen free



Standard Products

Solid wire and hook-up wire

- Different approvals (UL, HAR, VDE, etc.)
- Insulation material: PVC, PE, TPE, Silicon, halogen free, flame retardant, PUR
- Temperature range: -200 until +1200° C



Standard Products



Flat and Round cable, twincable

- All pitch rates, single or multicolor, solid conductor or strand, shielded, UL/CSA-approved

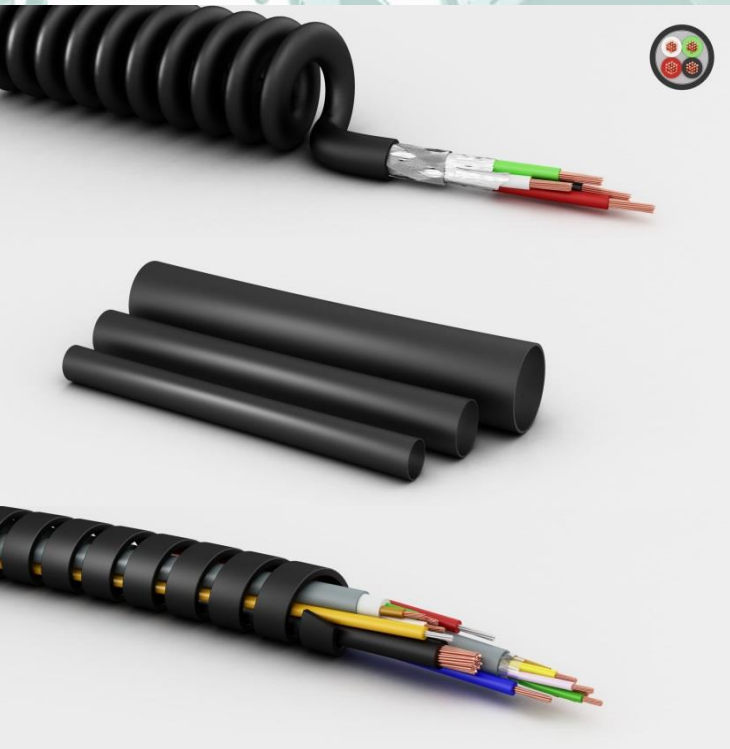
Standard Products

Data and Control cable, electric power line

- shielded, not shielded, different approvals (HAR & UL), different Insulation : PVC, PE, PUR, Silicon, Teflon



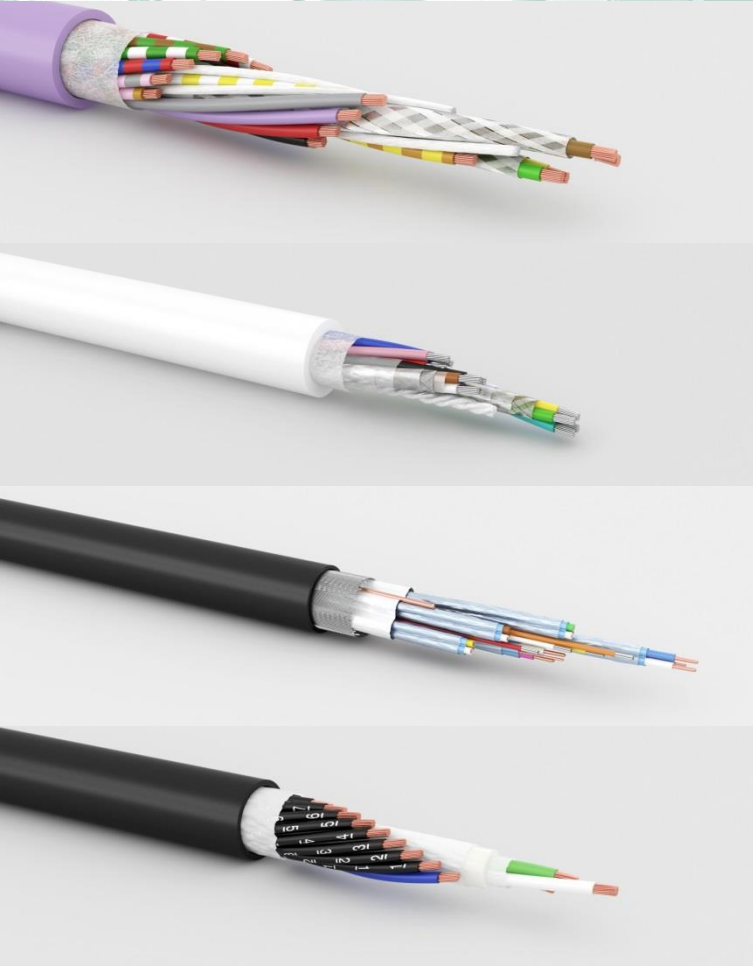
Standard Products



accessories

- Coiled cords (from 1 pc.), shrink tubes, Insulation tubes, cable protection systems

Special Cables



Special Cables

- Upon request, we also develop and manufacture special cables according to customer specifications

BluBite SystemOne underwater video system

Camera cable for digital molding of the jaw for dentistry

Special cables in accesspoints for ski lifts, parking decks and pay machines



Automotive Cables

FLRY



FLRYY



FLY



- ✓ Oil and fuel resistant according to DIN ISO 6722 part 2
- ✓ Flame retardant acc. to. ISO 6722 No. 12
- ✓ Temperature ranges from -40°C until 105°C
- ✓ Copper conductor bare acc. to EN 13602

As well as:

High temperature automotive wires
125°C/ 150°C/ 175°C/ 200°C/ 225°C/ 250°C

Automotive wires acc. to SAE J1128 and JIS / JASO

Customized special cables (e.g. with ADR approval)

Wide range of
diameters and
colors available ob
stock



Branches

- Safety Applications
- Medical Technology
- Conveyance & Vehicles
- Data Technology
- Heating Engineering
- Plant Engineering
- Lighting Technology
- Cable Confectioner
- Pool Technology



Markus Kep and Hans Zacherl in
high-bay warehouse for 4000 pallets

- Automotive
- Tool Manufacturers
- Mechanical Engineering
- Connector Manufacturers
- Household Appliances
- Automatization
- Control Technology
- Video- Audio Technology
- Agricultural Engineering

A photograph of three men in business attire (white shirts and light blue ties) sitting at a table. The man on the left is in the foreground, looking down at a black cable with a green and white striped end. The man in the middle is wearing glasses and looking at the cable. The man on the right is smiling and looking towards the camera. A large teal triangle is overlaid on the bottom left of the image.

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