



# ***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

## PHOENIX MANUFACTURING SITES

### HIGHLAND, NEW YORK

#### Phoenix Electronic Enterprises, Inc.

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**Vice President & General Manager: Jonathan Heptinstall**

[jheptinstall@phoenixmfg.com](mailto:jheptinstall@phoenixmfg.com)



### AGUADILLA, PUERTO RICO

#### Phoenix Cables, Inc.

Road 459 KM1, Montana Industrial Park

Building 2, Street A

Aguadilla, Puerto Rico 00605

tel: 787.882.7575

fax: 787.891.7630

**General Manager: Jack Williams**

[jwilliams@phoenixmfg.com](mailto:jwilliams@phoenixmfg.com)



### RIO RANCHO, NEW MEXICO

#### Phoenix West Corp.

641 Quantum Road

Rio Rancho, NM 87124

tel: 505.891.8041

fax: 505.891.1253

**General Manager: Robert Castillo**

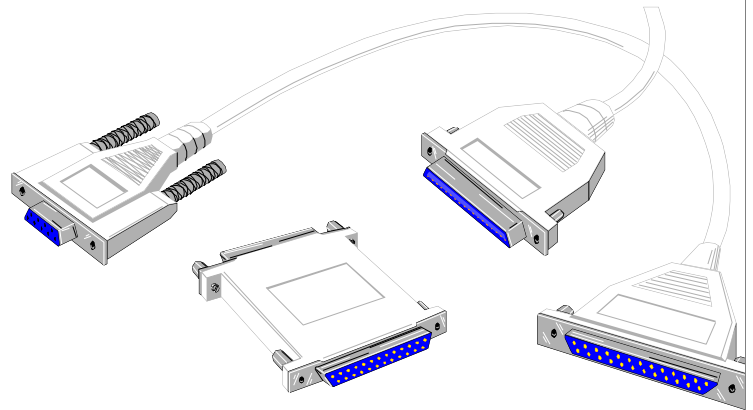
[phoenixw\\_robert@qwest.net](mailto:phoenixw_robert@qwest.net)



## Total Customer Satisfaction ...

### What it means:

- Quality products
- 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)
- 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

# 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



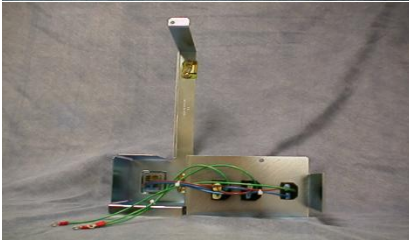
International Applications



Custom Ribbon Harness Applications



High Current Applications



Value Added Work (Enclosures)



Custom Type Power Cords



Value Added Work (Enclosures)



Custom Type Power Cords



SCSI I, II, III Harnesses



Low Current Applications



Fiber Channel Assemblies



Power Distribution Harnesses



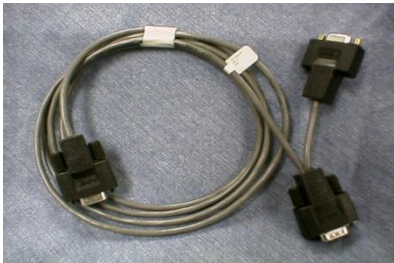
Jumper Assemblies



Jumper Assemblies



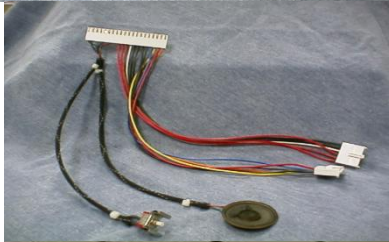
# Custom Assembly Product Samples



D-Sub Products



Custom  
Cat-5 Assemblies  
Molded /  
Non-Molded



Discrete Wire Harnesses



RF  
Assemblies



Discrete Wire Harnesses



Special Solder  
Applications



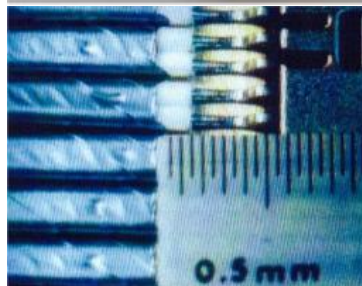
High Speed Cable Direct  
Attach to Printed Circuit  
Board



High Speed  
Attachment



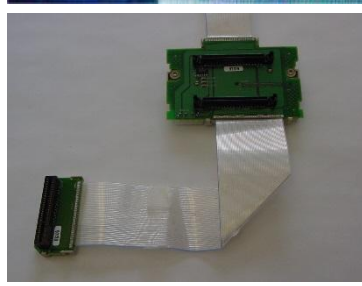
High Speed Cable  
Assemblies (InfiniBand)



Precision Wire Prep  
(Direct Attach)



High Speed Cable  
Assemblies  
(Including LFH)



High Speed Cable  
Assemblies  
Printed Circuit Board  
Hot Bar Attachment