

## KATKO PRODUCT NEWS



New ATEX regulations enter into force on 1 October 2008, and products complying with the old EN 50281 standard will no longer meet current requirements.

**KATKO's new ATEX safety switches** in aluminium and stainless steel enclosures are tested according to the new EN 61241 directive. The switches are classified as Category 3D and are suitable for use in Zone 22.

Keep in mind also KATKO's empty ATEX enclosures for use in Zone 22 and Categories 3G

and 3D. These enclosures are tested according to the EN 60079 and EN 61241 standards.

**A new compact 250A VKA switch** is available in 3-pole and 4-pole versions. Early-break auxiliary contacts are easy to install and the terminal covers and phase barriers are included.

**KATKO's TK cam switches** now range from 16A to 40A and are available in 3-pole or 4-pole versions.

**KATKO's popular OKA door mounting kit** is now also available for the 4-pole KU switch.



## KATKO SWITCHES IN POLAND - FROM HISTORICAL CASTLE TO MODERN INDUSTRIAL PLANT

KATKO switches can be found almost everywhere, in sites ranging from traditional his-

torical monuments through to hi-tech industrial plants. The famous Royal Castle in War-

saw had new air conditioning and water treatment systems installed during its renovation, and KATKO switches are used in this historic building. At the other extreme is the recently built Toyota engine plant that incorporates modern technological solutions and produces hundreds of thousands of car engines every year.

KATKO Poland is a part of the KATKO Group and started operating as such in January 2003. KATKO Poland's predecessor distributed and sold KATKO products from 1992 onwards, and between 1994 and 2000 also co-operated with Poland's biggest CAM switch manufacturer. As the brand was already well known on



The Royal Castle in Warsaw has KATKO switches installed in it.

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## Long Tradition In Strong Partnerships



As many of you are no doubt aware, KATKO Oy is a privately-owned company based in Finland and a specialised manufacturer of disconnect switches, isolating switches and switch fuses. Our history dates back to 1938 when the brothers Kauko and Tauno Hyryläinen started their first compa-

ny to repair car engines. In 1946, after World War II, a subsidiary started manufacturing electrical switches. There have been many innovations since then. In 1959 – almost 50 year ago – Kauko Hyryläinen created the modern-day switch fuse. Today KATKO is a well-known brand in the electrical sector, with sales in six continents and over 50 countries. Throughout this time KATKO's goal has been to produce high-quality products and to deploy the latest technology in our factories – in Finland as well as in Poland. NHP Australia has been a good partner for KATKO since the very first delivery in January 1988. As with many new relationships it started out as a small-sized business, but NHP has grown to be one of KATKO's major export partners over the last 20 years. Since that time the companies

have together innovated several suitable switch products for the Australian and New Zealand markets. Those products not only met the highest quality requirements but were also designed to be environmentally friendly.

That is the way we work, here in KATKO – through building partnerships. It is hard work over a long time span, and depends on mutual interest. But it places both parties in a win-win situation, not only today but also in the next quarter, which in our case is at least 25 years. That will give all of us time to build a better world for our children, who will have the opportunity to make further improvements.

*Jukka Hyryläinen*  
CEO

## NORELCO COUNTS ON KATKO QUALITY



KATKO cooperates with many leading manufacturers and suppliers of electrical equipment, both in Finland and abroad. One of the company's long-term Finnish partners is Norelco, with whom KATKO has cooperated fruitfully for some thirty years.

Norelco specialises in high-quality low-voltage and medium-voltage switchboards and distribution systems. Norelco's customers, for whom the company designs, manufactures and installs Norelco products, operate in the energy, industrial and construction sectors. KATKO provides Norel-

co with high-quality switches and helps Norelco to offer its customers carefully manufactured products and the latest innovations.

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## NHP -- KATKO ARCTIC SEMINAR 2007 took place in star H. Hotel Ihtinkivaara in Ruka Lapland



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the Polish market, KATKO Poland quickly established a solid position as a supplier of reliable, high-quality products. At present KATKO Poland offers the complete range of KATKO products and cooperates with the country's leading electrical apparatus distributors and sellers. KATKO switches are used in countless construction projects carried out by both Polish and foreign investors.

Poland's currently favourable economic situation and its very convenient location in the centre of continental Europe form a sound basis for investment growth. The country has gained recognition for its investment potential in several independent reports and Poland's GDP growth is twice as high as the western European average. LG Philips, General Motors, IBM, Toyota and several other global technological leaders have recently launched industrial construction projects in Poland.

KATKO Group started manufacturing in Poland in 2005. KATKO's industrial plant is situated in Nidzica, mid-way between the main airport in Warsaw and the port of Gdansk. As in all KATKO's production operations, both the Nidzica plant and KATKO Poland implement a continuous development process that involves investing in equipment and production tools, widening



**Nidzica plant**

the range of the product portfolio, taking part in product development, etc. KATKO Finland's needs are still growing, and therefore place heavy demands on the production and organization capacity of KATKO Poland, which has kept pace with the rate of development commendably. Managing Director Marek Gazdzinski says KATKO Poland is proud of maintaining the high level of product quality that has always been KATKO's trademark.

Over the past few years Poland has undergone extremely rapid economic growth, and has attracted numerous large investments by foreign investors as well as investments in local projects by local investors. Poland's accession to the European Union and the opening of its economy to European competitors have forced many local entrepreneurs to adapt to the demands of international markets. KATKO Poland has been able to respond to growing quality and

reliability requirements. In the constantly accelerating competition in the electrotechnical sector, KATKO Poland's advantages are high quality, free availability and short delivery times.

In recent years KATKO Poland has given high priority to marketing and the distribution of product information. By exploiting its good contacts with project managers and potential investors, the company has achieved measurable results. For example, sales of KATKO safety switches have increased by over 35% since 2005. All in all, KATKO Poland is facing a prosperous future in the Polish market.



**Toyota Motor Industries Poland**



**KUR 316 Stainless Steel Safety Switch - See next page for more information.**

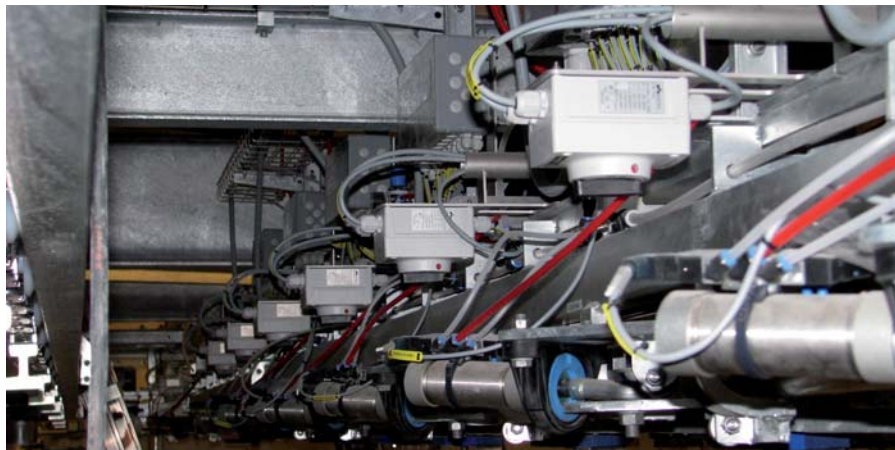
## ***MTO AND DANISH CROWN***

**KATKO has developed a special stainless steel switch for Danish Crown, a large Danish meat-packing group. The switch fulfils the specific requirements of the food industry, in which there are strict demands for hygiene and the need to withstand the strong chemicals used in cleaning.**

KATKO's partner in Denmark is MTO electric a/s, a privately-owned supplier of electrical products and accessories that was founded in 2002 but has a history stretching over 30 years and a proven track record. The company's business is mainly based on day-to-day delivery from an 800m2 warehouse in Vejle, where

products from 25 suppliers are gathered. The main customer is the OEM industry in a variety of sectors and covering all sizes of companies.

Customers' needs and demands are very important to MTO electric a/s. The company's main focus is on giving its customers a comprehensive service by forming partnerships that benefit both parties. MTO electric aims to provide high-quality products and special solutions, just as KATKO does. This is one reason why the cooperation between KATKO and MTO has been so profitable. KATKO's wide product range gives MTO a good opportunity for offering its customers products that provide solutions for a broad spectrum of applications



**KATKO switches in use at piggery of Danish Crown**

## ***KATKO SWITCHES IN GULF AREA***

**The Middle East is a strongly growing market area for KATKO. Janne Hyryläinen, KATKO's Export Director, has been based in Dubai, in the United Arab Emirates, since last November to help develop the business in the Gulf Area.**

The KATKO brand and quality are well known in the Middle East. Hot and humid weather conditions demand a lot from electrical devices. KATKO only uses the best available raw materials in its manufacturing plants in Finland and Poland. KATKO products are very long lasting and are therefore specified by consultants to many projects.

Distributors of KATKO in the Gulf Area are maintaining a product stock to guarantee quick and reliable deliveries. Technical support is also available through local agents and Janne Hyryläinen.



**The world's tallest building, the BURJ TOWER in Dubai, UAE, is getting higher.**

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## ***KATKO INVESTS IN PRODUCTION***



KATKO has put measurable effort into developing its products and production processes over the last year. The latest investment was the processing machine deployed in the Vantaa factory in early 2008. This enables in-house mould making and thus speeds up throughput from product development to production.

Making moulds in-house improves self-sufficiency and the reliability of delivery while considerably reducing lead times.