

Amphenol's Amphe-Lite composite connectors, ideal for harsh environments

## LARGER PREMISES, MORE CONNECTORS

Responding to continued growth throughout its European operations, franchised assembling distributor PEI-Genesis has moved to new 65,000 ft<sup>2</sup> premises in Southampton. General manager Europe, David Jones, explained

PEI-Genesis is an international franchised distributor specialising in connector assembly services for the industrial, railway, aerospace and defence sectors. The company offers a 48-hour assembly service across a huge range of connectors and has enjoyed consistent double-digit growth in its European operations since establishing its presence here in 1998.

To support its continued expansion, PEI-Genesis has recently relocated from Basingstoke to new premises adjacent to Southampton Airport. Providing 65,000ft<sup>2</sup> floor space, the premises are over three times larger than the previous building and serve as the company's European headquarters and connector assembly facility.

PEI-Genesis has refitted the building and believes it has created Europe's finest connector assembly facility. The new premises are supporting additional product lines and new value-added services, while also allowing PEI-Genesis to accelerate plans for new offices across Europe.

The company is renowned for its 48-hour connector assembly service. This is achieved by holding a massive inventory of connector piece-parts, coupled with the development of proprietary machines to automate the connector assembly process. The new premises provide over eight times the stocking capacity of the previous building and PEI-Genesis has also taken the opportunity to double its assembly capability. Between the company's Southampton and South Bend, Indiana facilities, PEI-Genesis now holds a \$50million inventory of connector piece-parts.

All assembly work is carried out under the company's ISO 9001:2000 quality system. PEI-Genesis is QPL listed by the US Department of Defense for assembling MIL-DTL-38999 Series I, II and III military circular connectors at both Southampton and South Bend.

Where customers have ongoing contracts, PEI-Genesis offers to hold buffer stock (say one month's requirement of piece-parts) ready for assembly and 48-hour despatch.

PEI-Genesis partners with leading connector manufacturers including: Amphenol, ITT Interconnect Solutions (Cannon and VEAM), Polamco, Cinch and Glenair. The latest additions to PEI-Genesis' product portfolio are Amphenol's Amphe-Lite series of composite circular connectors (ideal for use in harsh environments) and ITT's range of D-subminiature connectors, available in an array of different types and styles to suit most D-subminiature requirements.

For customers lacking exact connector part numbers, PEI-Genesis employs a specialist engineering team which offers advice on correct connector application. This technical expertise is complemented by a website offering useful resources.

The 48-hour assembly service means buyers and engineers can now obtain exactly the right connector in the shortest possible time. What's more, this service comes without the burden of minimum order quantities, as PEI-Genesis will happily assemble just one connector if that is all the customer needs. In fact, most of the 5.7 million connectors and 37,000 part numbers the company assembles each year are for order quantities of less than ten.

PEI-Genesis continues to reflect its founders' high standards of service excellence and is committed to a programme of constant improvement, while developing new value-added services to meet customers' changing requirements.



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