

Panelboards Solutions

Listening to our customer

“TYE delivery is
TOO LONG!”

“Your competition
giving me much
FASTER DELIVERY
TIME!”

“Your Prices are
TOO HIGH!”

“Why mih
@\$#@\$\$&!!
panel not ready
on time!”

“Your quality
good, but I can’t
wait so long!”

We also recognized there were two distinct tiers in the market.....

- “Specification Grade”
- Used on large projects
- Usually projects with consultant, project manager, architect...
- Required lead times typically anywhere from 6 weeks to 3 months
- Required
 - Adjustable trips
 - Electronic trip
 - Ground fault sensing
 - Higher amperages up to 4000A
 - Higher voltage ranges 240V, 480V even up to 600V
 - Higher interrupting capacities
 - Wide range Accessories (contacts, handles etc.)

And.....

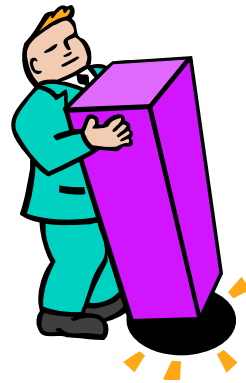
- “Contractor Grade”
- Usually smaller projects
- Contractor also taking the role of consultant and project manager
- Some new but also upgrades, or refurbishments, emergency breakdowns
- Required lead times 3-4 days (sometimes shorter)
- Required
 - Thermal-Magnetic
 - Fixed trips
 - Usually 240V
 - Lower amperages 800A and below
 - Lower interrupting capacities

Regardless of type of project, all required.....

- Safe
- Reliable
- Dependable
- Quality
- Have approvals

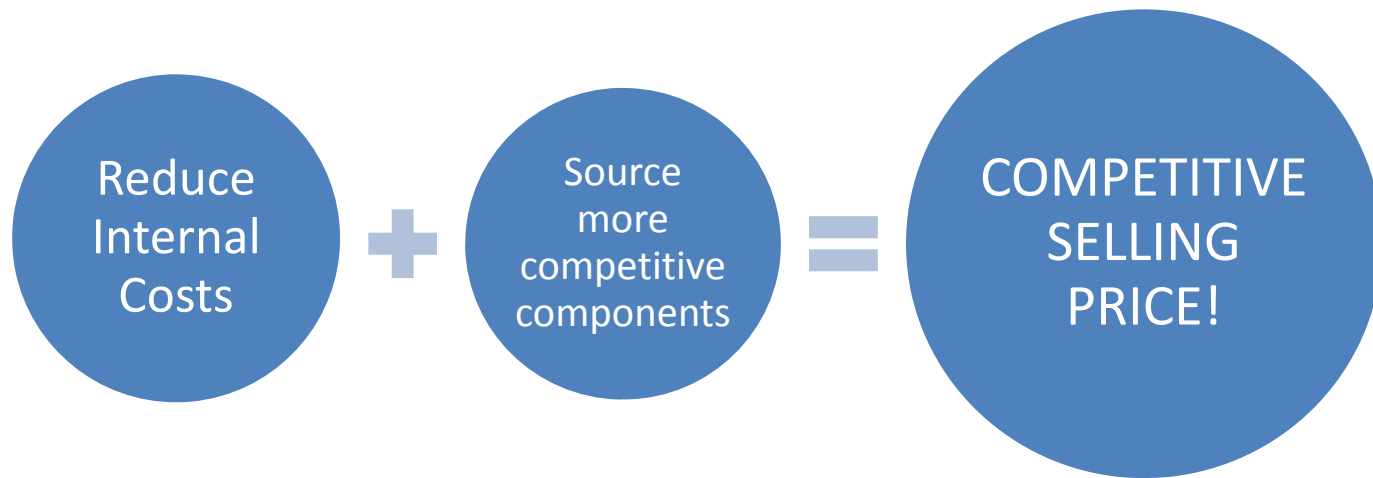
The situation...

- Specification Grade \neq Contractor Grade

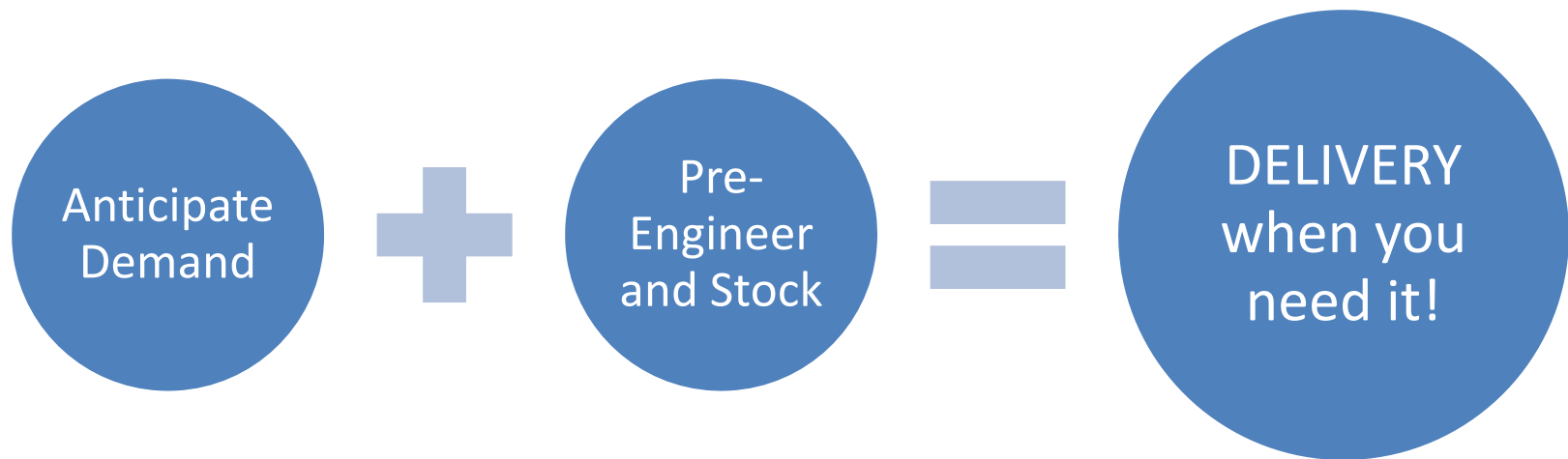


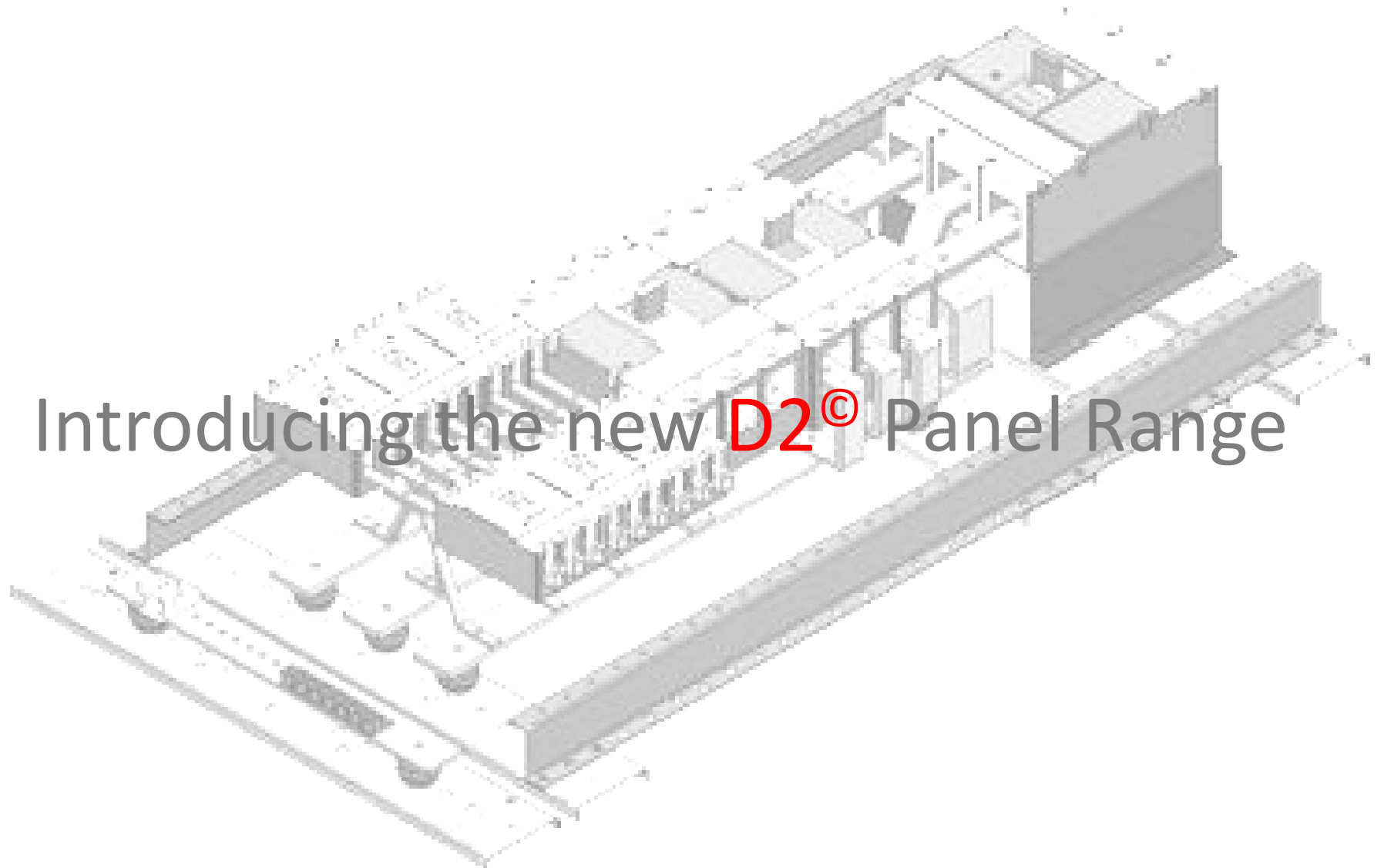
- **We realized we needed to find a solution to better service the Contractor Grade projects**

We needed to do two things.....



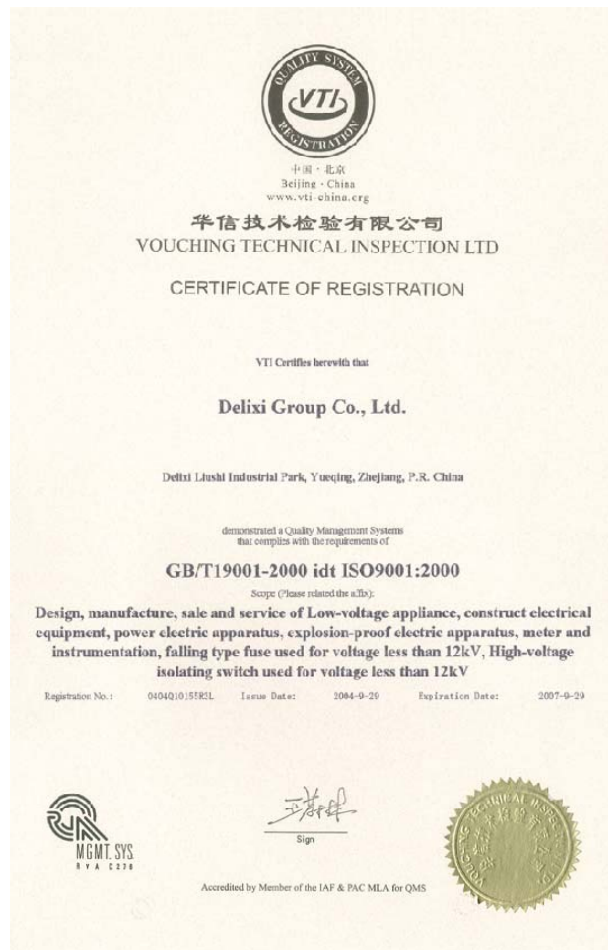
And...





Introducing the new **D2[©]** Panel Range

ISO 9001 and ISO14000 Accredited Manufacturing Facility



Circuit Breaker Quality Certification

IEC60947-2

KEMA

CERTIFICATE

KEMA No.: 2117293.02

Issued to:
Applicant:
Delixi Electric Ltd.
Delixi Electric high-tech. Industry park, Lishui,
Yueqing, Zhejiang 325604, China

Manufacturer/Licensee:
Delixi Electric Ltd.
Delixi Electric high-tech. Industry park, Lishui,
Yueqing, Zhejiang 325604, China

Product(s): Moulded Case Circuit Breaker
Trade name(s): Delixi Electric, Delian Electric
Type(s)/model(s): CDM1 Series

The product and any acceptable variation thereto is specified in the Annex to this certificate and the documents therein referred to.

KEMA hereby declares that the above-mentioned product has been certified on the basis of:
- a type test according to the standard EN 60947-1:2004/EN 60947-2:2003;
- an inspection of the production location according to CENELEC Operational Document OIG 021
- a certification agreement with the number 2028558

KEMA hereby grants the right to use the KEMA-KEUR certification mark.

The KEMA-KEUR certification mark may be applied to the product as specified in this certificate for the duration of the KEMA-KEUR certification agreement and under the conditions of the KEMA-KEUR certification agreement.

This certificate is issued on: July 15, 2008 and expires upon withdrawal of one of the above mentioned standards.

KEMA Quality B.V.

[Signature]
H.R.M. Barends
Certification Manager

ACCREDITED BY
THE DUTCH COUNCIL
FOR ACCREDITATION

© Integral publication of this certificate is allowed

S

Certificate

Product Safety
- with the right to S marking
Reference No / Referensnr.: 200977

Moulded Case Circuit Breaker

Type designation /
Typebeteckning: CDM1-100L, CDM1-225L, CDM1-400L, CDM1-630L

Manufacturer /
Certifikationsbehörande: Zhejiang Delixi Electrical Equipment Co., Ltd.
Delixi Lishui Industrial Park
325604 Yueqing
Zhejiang
CHINA

The product complies with
the standard(s) /
Produkts uppfyller standard: IEC 60947-2:2001

Date of expiry /
Giltigt till: 31 December 2007

LVD Information: The product satisfies the provisions for CE marking according to the Low Voltage Directive 73/23/EEC and 93/68/EEC.

Terms in SEMKO's Agreement on certification. Additional information in Appendix.

Certification Body /
Certifieringsorgan: SEMKO AB, Product Certification Place /
Ort: Kista - Stockholm

Signed /
Underskrift: *[Signature]* Date /
Datum: 9 January 2003

ITS Intertek Testing Services
ETL SEMKO

IEC **IECEE** **CB TEST CERTIFICATE** Ref. Certificate No. NL-9783M2

IEC SYSTEM FOR MUTUAL RECOGNITION OF TEST CERTIFICATES FOR ELECTRICAL EQUIPMENT (IECEE) CB SCHEME

Issued by:	KEMA Quality B.V.		
Product:	Moulded Case Circuit Breaker		
Applicant:	Delixi Electric Ltd.	Delixi high-tech. Industry park, Lishui, Yueqing Zhejiang, 325604	China
Manufacturer:	Delixi Electric Ltd.	Delixi high-tech. Industry park, Lishui, Yueqing Zhejiang, 325604	China
Factory:	Delixi Electric Ltd.	Delixi high-tech. Industry park, Lishui, Yueqing Zhejiang, 325604	China
Rating and principal characteristics:	Ue : 400 Vac, rated frequency: 50 / 60 Hz Other characteristics, see Annex		
Trade mark (if any):	Delixi Electric		
Model/Type reference:	CDM1 Series		
Additional information:	Name and address of manufacturer's changes and update values UL Uimp and frequency of type CDM1 - 400M3300 60947-2(ed.3)		
Sample of product tested to be in conformity with IEC:	60947-2(ed.3)		
Test Report Ref. No:	W0802001.50, S0311006.50 - S0311006.57		

This CB Test Certificate is issued by the National Certification Body:

KEMA Quality B.V.
Utrechtseweg 310
P.O. Box 5185
6802 ED Arnhem
The Netherlands

[Signature]
Signed by: H.R.M. Barends
Date of issue: 2008-07-15

KEMA



POWERED BY **TYE** MANUFACTURING CO. LTD.

Partnership & Performance

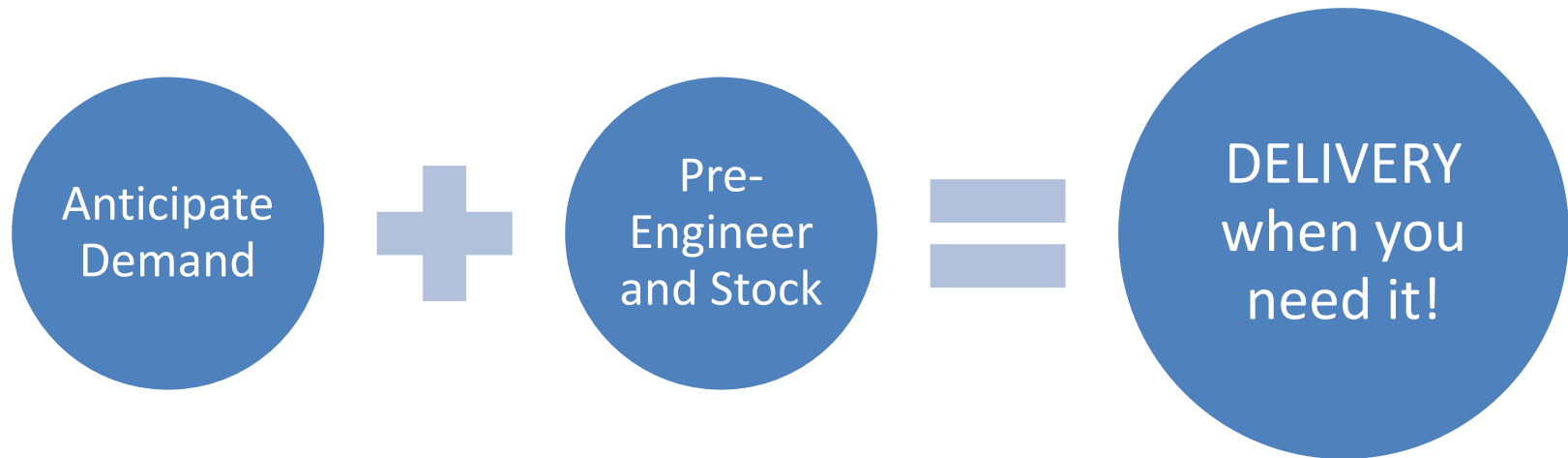


Circuit Breakers

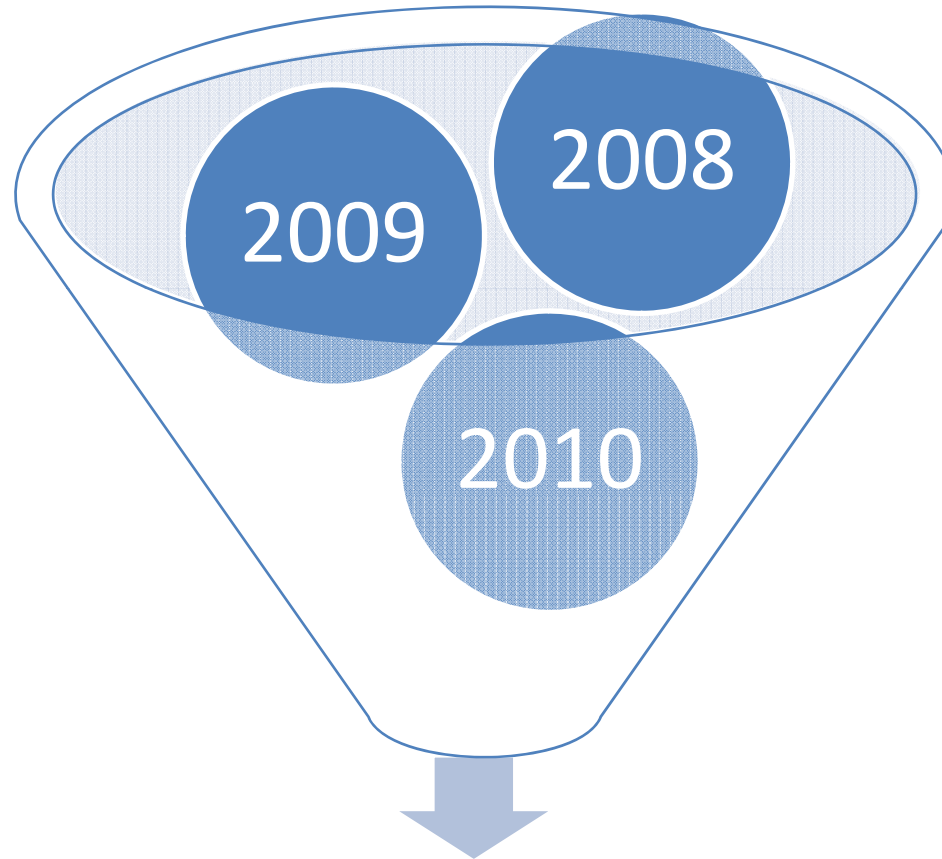
- 5 Convenient Frame Sizes
- 100A, 225A, 400A, 630A & 800A
- Thermal-Magnetic
- Fixed Trips
- 240V Applications
- Interrupting Capacity $\leq 25\text{kA}$
- 2P, 3P & 4P
- No competition
- Approved by TTBS



What about Delivery?



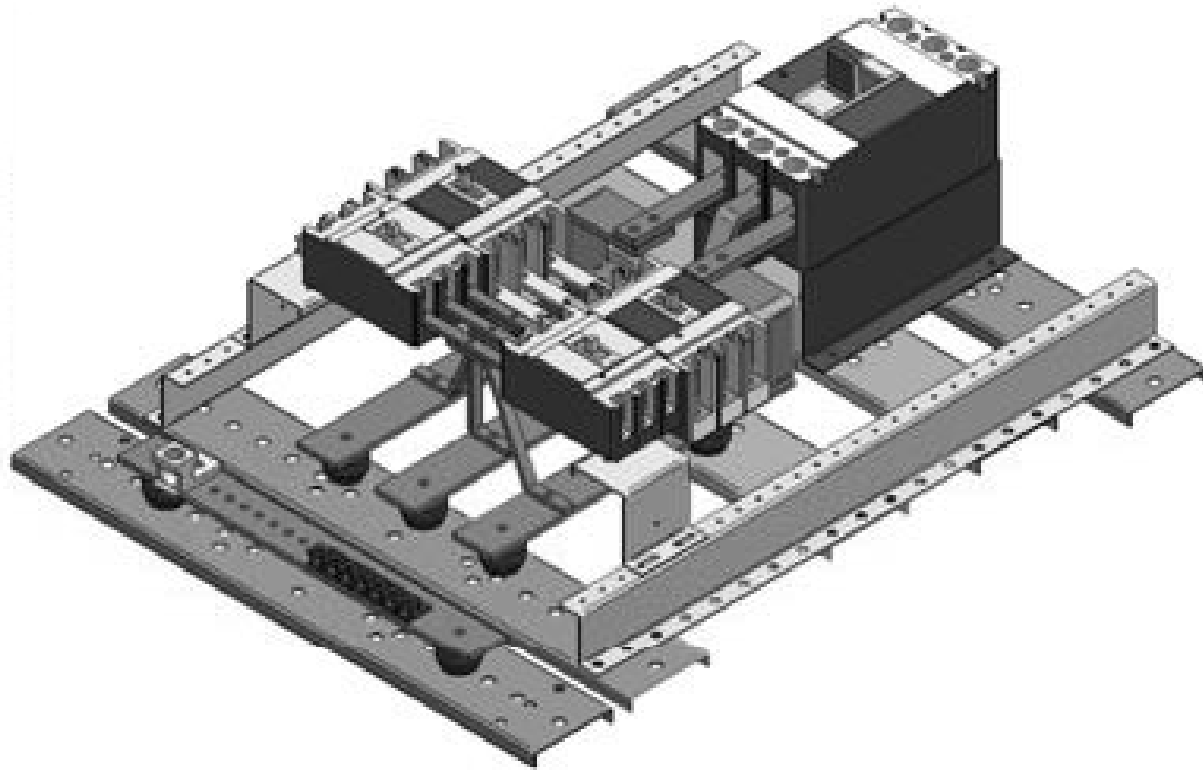
Analyzed Panelboard History



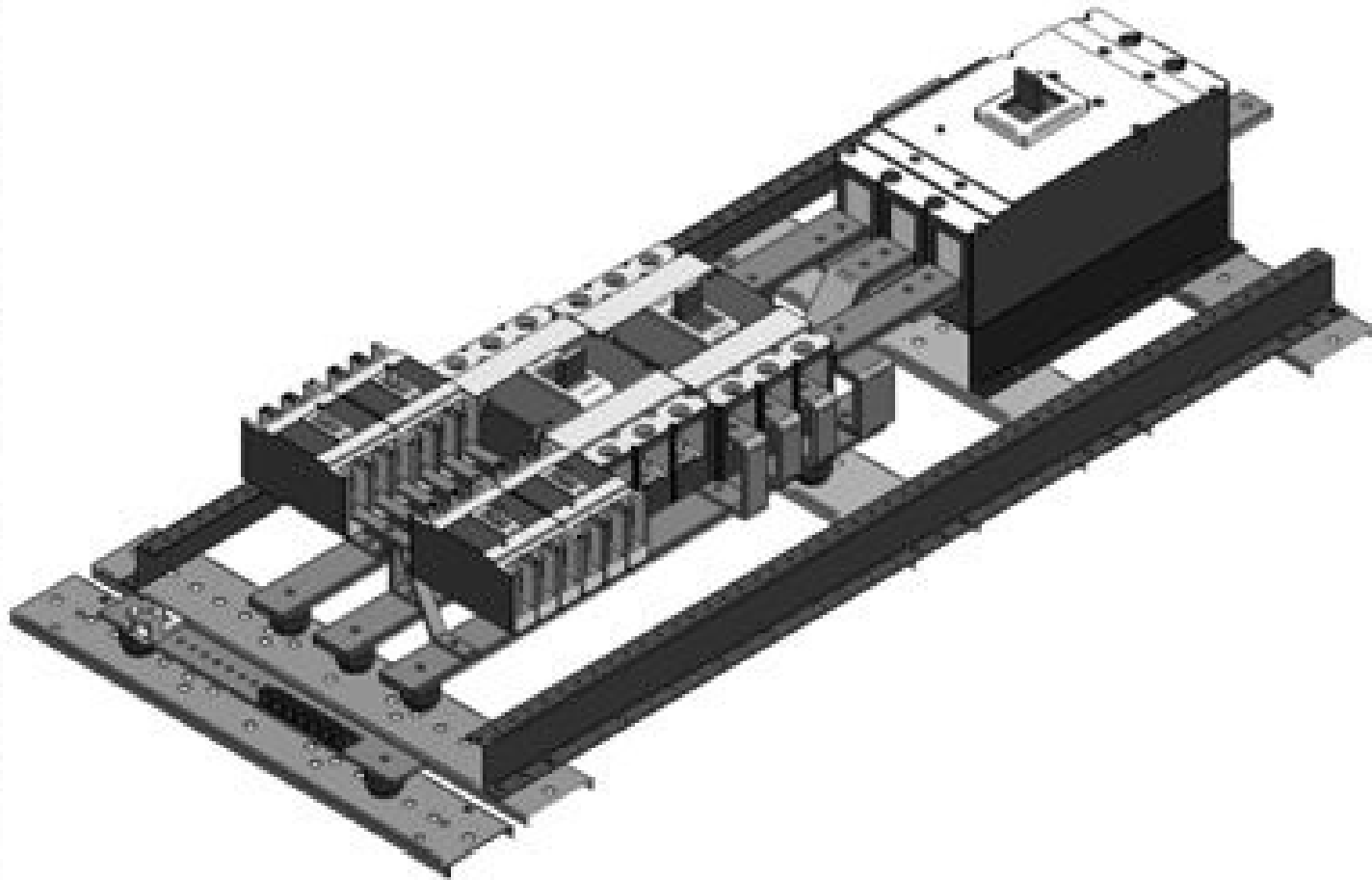
25 Standard Panel Configurations



D²esigned and Pre-EngineereD²

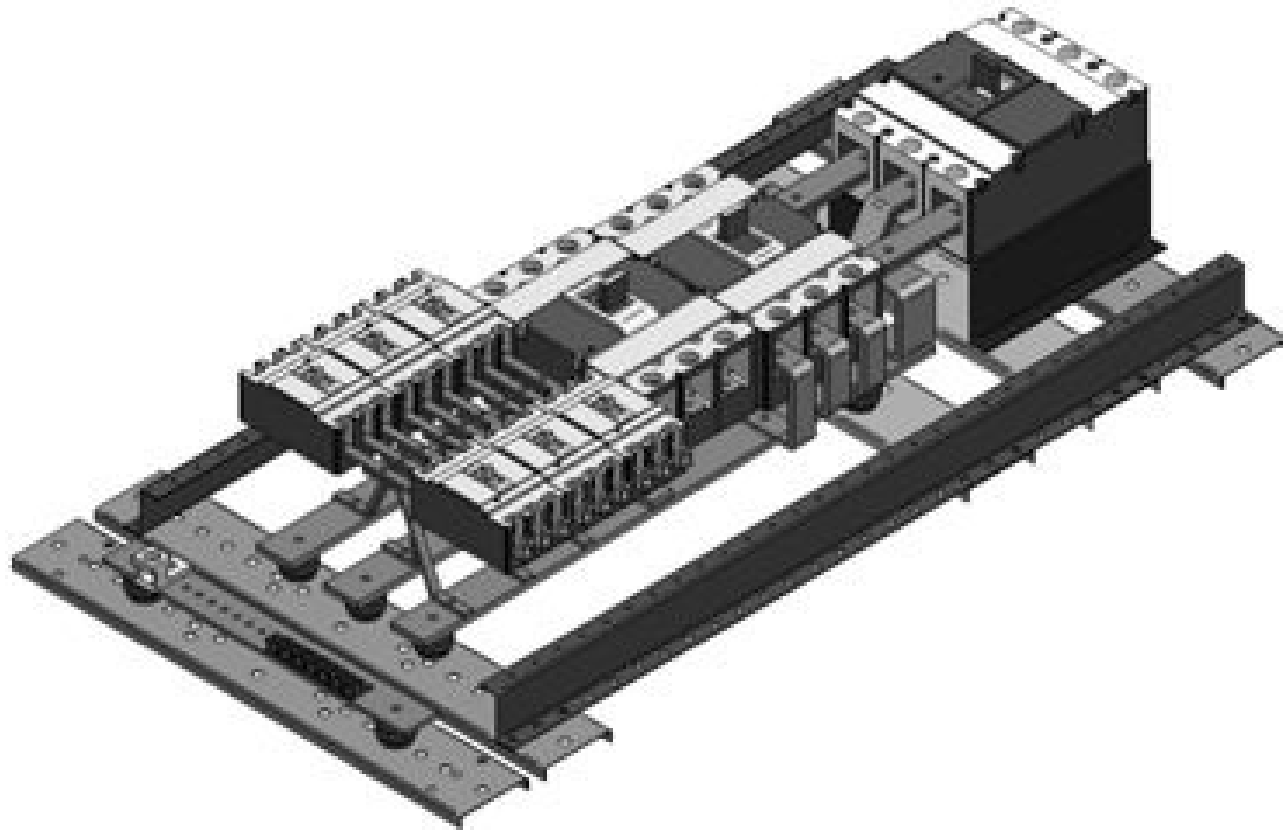


D²esigned and Pre-EngineereD²



POWERED BY TYE MANUFACTURING CO. LTD.

D²esigned and Pre-EngineereD²



POWERED BY TYE MANUFACTURING CO. LTD.

Stock “Off the Shelf” for Delivery

- Stock in each of these 25 **D2** models
- These 25 models would accommodate an estimated 250 possible configurations!
- Completed All parts-In stock!
- Once order is confirmed, breakers will be installed
- Delivery will be 48 hours or less



Quality

- All sheet metal parts will be fabricated on CNC automated equipment
- 16 Gauge Sheet Steel
- All copper bus parts will also be punched and formed on CNC equipment
- Electrical Grade 99.99% copper
- Same in-process quality tests as our “Specification Grade” panels
- Design reference UL67 (Panelboards), UL50 (Enclosures) and TTBS for Panelboards



Delixi Electric



- Manufacturing facility in Zhejiang, China
- R&D Center in Frankfurt, Germany
- Company founded in 1984 (so about the same age as TYE)
- >4500 Employees



50% Joint Owned



Press Release

Schneider Electric finalizes the formation of Delixi Electric, the new China partnership in Low Voltage products

Beijing, China, October 31, 2007 – Schneider Electric (Euronext: SCHN) completed today the formation of the 50/50 Joint Venture with Delixi Group, following the approval of the Ministry of Commerce of the People's Republic of China and the satisfaction of the other conditions.

This Joint Venture named Delixi Electric will be dedicated to the manufacturing, marketing and distribution of Low Voltage products. It will focus on addressing the Chinese market needs, and, through an exclusive relation with Schneider Electric, will also expand its specific business model into other targeted countries.

Delixi Group is one of the local leaders in the Chinese electrical distribution field employing about 14,000 employees across China. Delixi is recognized as one of China's famous brands.



Thank You!