



Tank

Industries

A Division of ATC (Pty) Ltd.



Raychem
from TE Connectivity

Put the “R” back in Raychem

Low Voltage & Medium Voltage Cable Accessories

Presented By: Paul Casalvolone

Power Division

Region: Western Cape

Raychem
from TE Connectivity

Presentation Agenda

1. Global History of the Brand
2. Convergence of the Brands
3. Raychem History in SA
4. Authorized Raychem Distributor in South Africa
5. Letter of Appointment
6. 72 kV Raychem Product Range Appointment in SA
7. Put the “R” back in Raychem - 3 - Point Plan
8. Sole Distributors in South Africa

Raychem
from TE Connectivity

Raychem/TE Connectivity

Global History of the Brand

The Raychem Company Pioneered Heatshrink Technology

The Raychem grew to be the largest global supplier of Heatshrink Products

The Raychem Company was later acquired by TE Connectivity

Wednesday May 19, 1999 - Electronics manufacturer Tyco International Purchased Raychem Corporation in a \$2.87 billion deal.

Raychem

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Raychem in SA from 1970

Raychem 1970 to 2019: (50 year history)

1970's onwards - Pre Sanctions – Raychem – was present in SA

1980's During Sanctions – Systol Raychem was the intermediary

1980- 90's Distributed by Raytech

2000 – TIS

2014 – (Powertech) PTSI

2015/16 - PTSI split into independent business units and sold them off.

TIS – 2017 - Acquired by a number of investors.

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Raychem Acquires SUCOFIT 1990's

SUCOFIT a Huber & Suhner Brand was distributed in SA by Tank Industries in the 1990's

During this period Raychem Acquired the SUCOFIT Product Range from Huber & Suhner.

This Acquisition happened before TYCO (TE Connectivity) bought Raychem in 1999.

SUCOFIT®

Raychem
from TE Connectivity

SUCOFIT in SA from 2000

SUCOFIT from 2000 to 2019

In 2000 Tank become the second Raychem distribution channel in SA by default when Huber & Suhner was bought by Raychem.

Over the last 20 Years Tanks Industries Traded the Raychem Product under the SUCOFIT Brand.



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www.te.com

10 July 2013

Ref: SUCOFIT Cable Accessories – DX13-11

SUCOFIT CABLE ACCESSORIES UP TO 33 kV

To Whom It May Concern

It is hereby confirmed that Tank Industries a division of ATC (Pty) Ltd. ("TANK") is a TE Connectivity Solutions GmbH ("TESOG") distributor of SUCOFIT cable accessories up to 33 kV in Southern Africa.

The details of the agreement between TESOG and CBI Electric African Cables a division of ATC (Pty) Ltd. are set forth in a CO-OPERATION, KITTING AND DISTRIBUTION CONTRACT.

The Tyco Electronics GMBH (a TESOG affiliate) factory located in Ottobrunn, Munich, German, provides TANK with the necessary engineering expertise, manufacturing and support for the product.

TESOG provides product warranties in accordance with TESOG general Terms and Condition of Business, which can be found on this website: www.te.com/aboutus/andc.asp

Yours truly,


Marcel Weibel
Driscoll A. Nina
Members of Management

 TE Connectivity Solutions GmbH
Amplatzstrasse 3
9323 Stettlen
Schweiz

TE Connectivity Solutions GmbH
a TE Connectivity Ltd. company

SUCOFIT®

Raychem
from TE Connectivity

Authorized Raychem Distributor Switchgear Connectors 2013



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10 July 2013

Ref: Raychem Switchgear Connectors – DX13-12

RAYCHEM SWITCHGEAR CONNECTORS

To Whom It May Concern

It is hereby confirmed that Tank Industries a division of ATC (Pty) Ltd. ("TANK") is a TE Connectivity Solutions GmbH ("TESOG") distributor of Raychem switchgear connectors in Southern Africa.

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Yours truly;


Marcel Weibel Driscoll A. Nina
Members of Management

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9525 St. Gallen
Schweiz

RAYCHEM SWITCHGEAR CONNECTORS

To Whom It May Concern

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from TE Connectivity

The Convergence 2019

SUCOFIT & RAYCHEM – The Same Quality Product - Different Brand Names

SUCOFIT & RAYCHEM – Now Under One Brand – Raychem

RAYCHEM - Distributed in South Africa By: Tank Industries

SUCOFIT®

Raychem



AUTHORIZED DISTRIBUTOR

Raychem
from TE Connectivity

Raychem from 2019/20

Raychem



AUTHORIZED DISTRIBUTOR

Raychem
from TE Connectivity

Tank Industries

Authorized Raychem Distributor



AUTHORIZED DISTRIBUTOR

Raychem
from TE Connectivity

Authorized Raychem Distributor

Raychem Accessories up to 72kV

TE Connectivity Solutions GmbH
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Tel: +41(0)71 447 0447
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TO WHOM IT MAY CONCERN

Steinach, May 03, 2019

Ref: Raychem Cable Accessory DX19-18R1

TE CONNECTIVITY RAYCHEM HEAT SHRINK CABLE ACCESSORIES UP TO 72 kV

We hereby confirm, that Tank Industries, a Division of ATC (Pty) Ltd ("TANK"), is a TE Connectivity Solutions GmbH ("TESOG") distributor of TE Connectivity Raychem heat shrink cable accessories up to 72 kV in Southern Africa.

The details of the agreement between TESOG and TANK are set forth in a CO-OPERATION, KITTING AND DISTRIBUTION CONTRACT.

Tyco Electronics Raychem GmbH (a TE Connectivity Ltd. company), having a factory located in Ottobrunn/Munich, Germany, provides TANK with the necessary engineering expertise, manufacturing and technical support for the product.

TESOG provides product warranties in accordance with TESOG general Terms and Condition of Business, which can be found here: www.te.com/aboutus/tank.asp

This letter shall be effective from above date and remains valid and in full force unless it is terminated by us under certain circumstances, and therefore, the above-mentioned status may change without notice. We do not undertake to update this information without a specific request.

Yours Sincerely,
TE Connectivity Solutions GmbH


Marcel Weibel
Member of Management


Stefan Hofer
Authorized Signatory

TE Connectivity Solutions GmbH
Amplatzstrasse 3
8323 Steinach
Schweiz

TE Connectivity Solutions GmbH
a TE Connectivity Ltd. Company
Based in Steinach, registered in trade register of St. Gallen: CH-320.3 046 897 7
Managing Director: Michael Grosse, Marcel Weibel
TE Connectivity and TE connectivity (logo) are trademarks.

TE CONNECTIVITY RAYCHEM HEAT SHRINK CABLE ACCESSORIES UP TO 72 kV

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Raychem
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Put the “R” back in Raychem

Authorized Raychem Distributor

Low Voltage & Medium Voltage Cable Accessories



AUTHORIZED DISTRIBUTOR

Raychem
from TE Connectivity

Put the “R” back in Raychem

LV & MV Cable Accessories

Raychem the Market Leader

A Three Point Plan

Designed to benefit our supply chain and end users.

- 1) What is the advantage to our customers?
- 2) Whom are we taking the message too?
- 3) What are the benefits to our customers ?

Plan



AUTHORIZED DISTRIBUTOR

Raychem
from TE Connectivity

What is the advantage to our customers?

Raychem the Market Leader

- Company Sustainability - TE Connectivity/Tank Industries
- Financial Stability – Listed Entities Locally/Internationally
- International Brand
- Industry Standard in SA
- Locally Represented in SA by TE Connectivity /Tank Industries
- Largest Independent Stock Holding in SA
- Lowest Cost of Ownership
- Solutions Approach to Applications



AUTHORIZED DISTRIBUTOR

Raychem
from TE Connectivity

Whom are we taking the message too?

Raychem the Market Leader

- Management Level
- Technical Level
- Commercial Level

@

- Utilities
- Consultants,
- Contractors,
- Eskom,
- Distribution Channels.



AUTHORIZED DISTRIBUTOR

Raychem
from TE Connectivity

What is the benefits to our customers?

Raychem the Market Leader

- Trained Sales & Support Staff across the main center's in SA
- Roadshow & Product Education – All Major Regions
- Practical Training – Onsite and In-house.
- Fault Analysis & Reporting
- Compliant Test Reports (SANS)
- Product Guarantees & Backup
- 30 years and longer installed life



AUTHORIZED DISTRIBUTOR

Raychem
from TE Connectivity

REUNERT

REUNERT LIMITED

CBIelectric

CBIelectric
aberdare atc telecom cables

CBIelectric
african cables

CBIelectric
low voltage

Tank
Industries

A Division of ATC (Pty) Ltd.

Accredited Supplier of Medium & Low Voltage Cable Accessories



**CABLE TERMINATION
SYSTEMS**



**SPECIALISED CABLE
CONNECTIONS**



**CABLE JOINTING
SYSTEMS**



**MOULDED INSULATION
COMPONENTS**

Raychem
from TE Connectivity



TRAINING
division



Accredited Training in the Jointing & Termination of Low & Medium Voltage Cables



ACCREDITED TRAINING
CENTRE



MV TRAINING



LV TRAINING



FIBRE OPTIC TRAINING

QUESTIONS & ANSWERS

