

JOACHIM STROBEL-25. AUGUST 2020

## **EPIC POWER LS1 AID**

-

**A PERFECT SOLUTION FOR HARNESSING SHOPS  
AND ALL SERVO HARNESSING CUSTOMERS**

# **LAPP**

**The Current situation:**

The market for Servo harnessings is down due to Corona

**The Outlook:**

Expected CAGR Servo market between 6.4% and 4.0% from 2020 to 2025

**The opportunity for Lapp:**

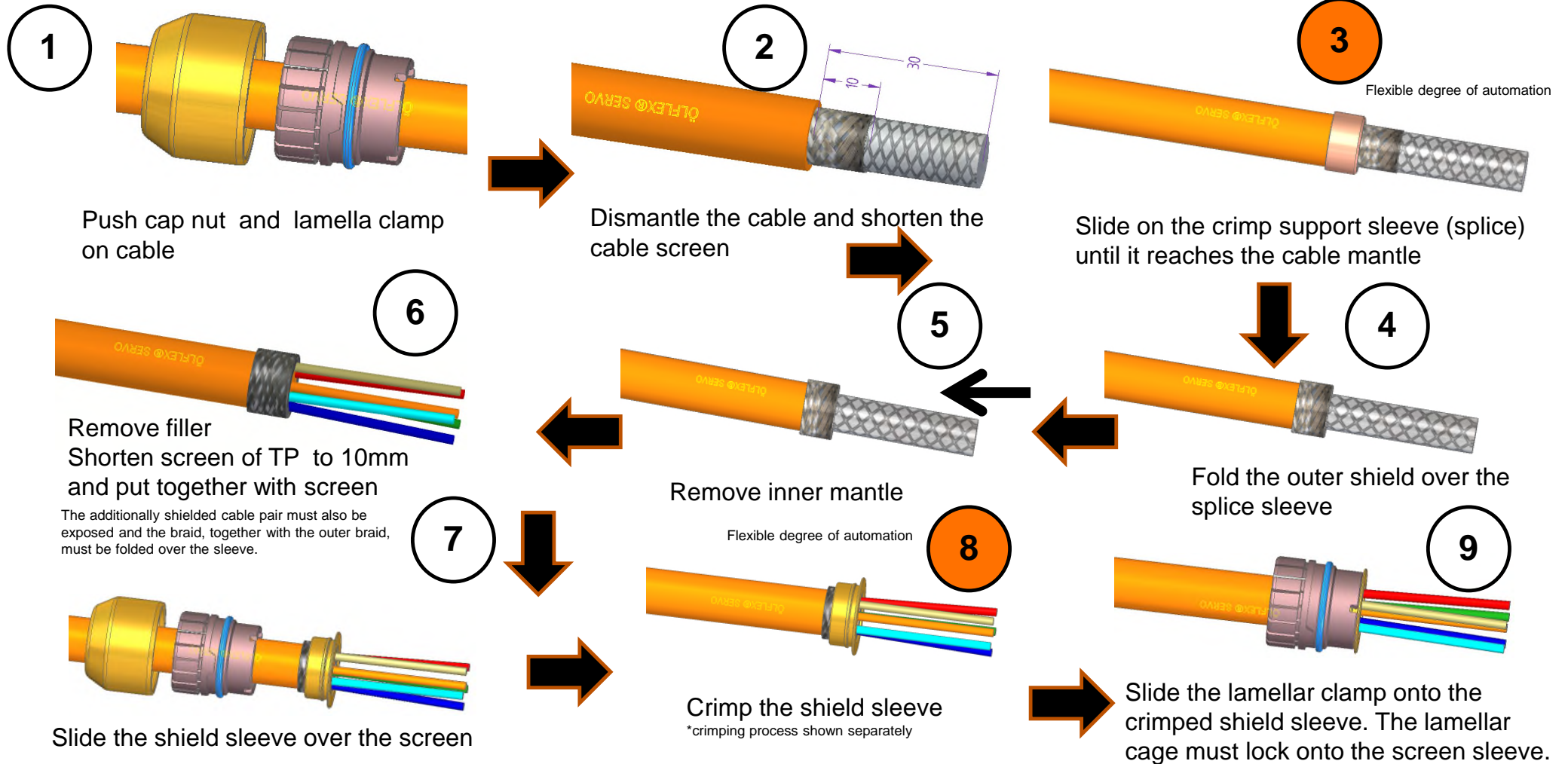
Convince our Lapp customer with reliable and sophisticated products at a competitive pricing

**The solution**

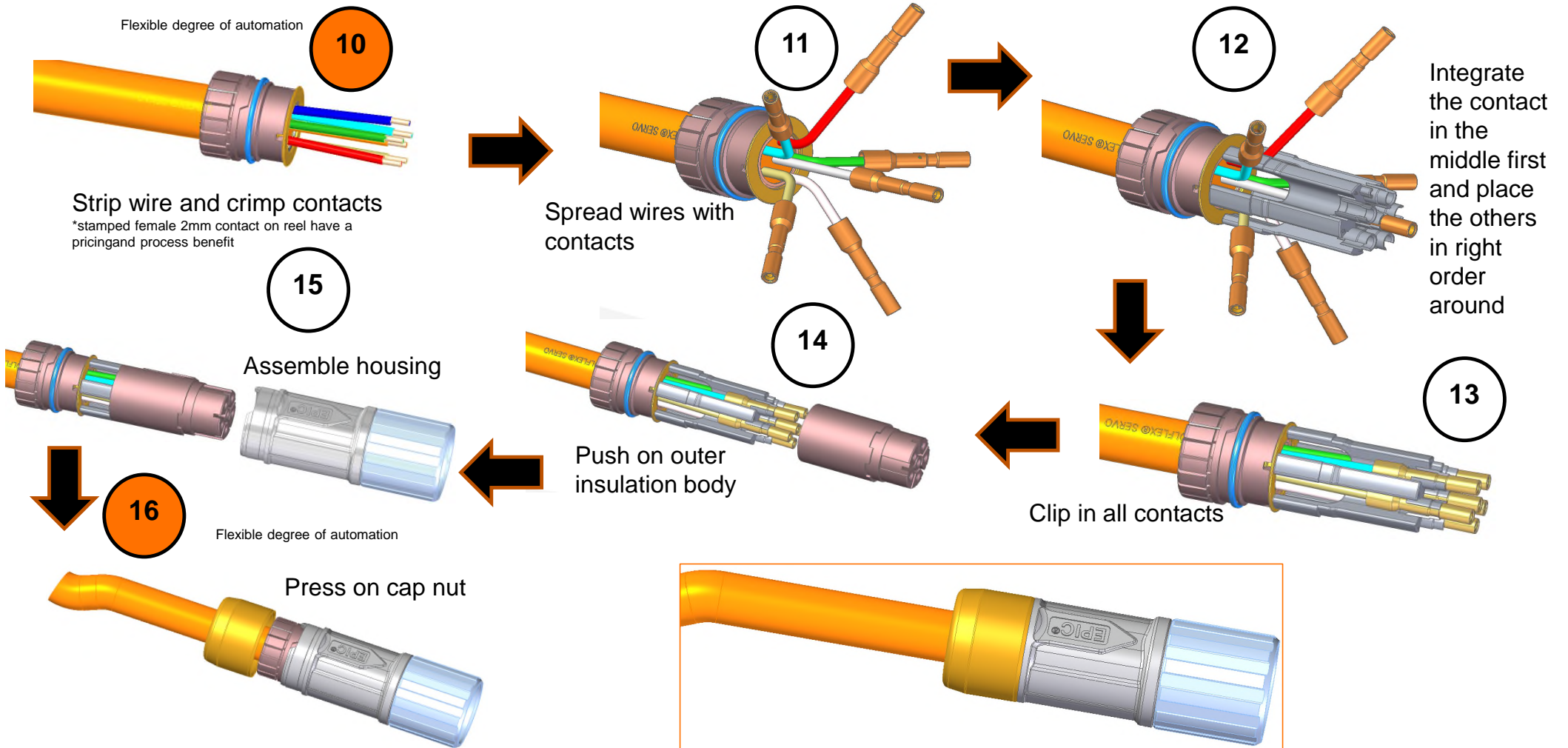
Combine the Lapp connector, cable and harnessing knowledge to have the best product in the market



# EPIC LS1 AID - harnessing steps

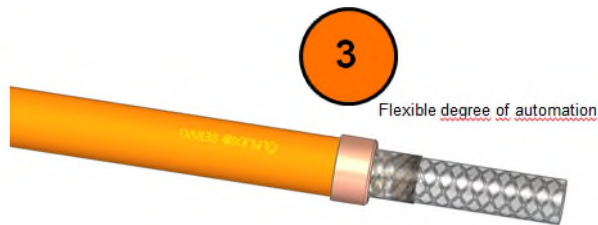


# EPIC LS1 AID - harnessing steps



## EPIC LS1 AID - degree of automation

The LS1 AID allows a flexible degree of automation with minimal invest for automation necessary compared to product of main competitor (TE)



Slide on the crimp support sleeve (splice) until it reaches the cable mantle

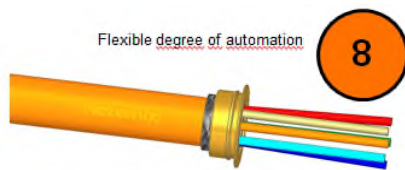


Ö 796 Cable  
 Allows cable preparing by hand only

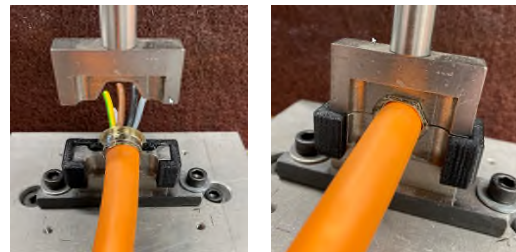


Ö752/742  
 Cable for automated production

- Inner mantle to shorten mantle and screen without hurting wire
- Soft filler can be removed much faster



Crimp the shield sleeve  
\*crimping process shown separately

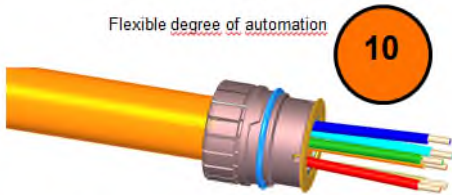


U.I. Lapp crimping jaws. For installation on standard toggle presses (appr. 1000€)



Zosel press Crimping machine for flexible force supported processing (appr. 10.000€)

- Crimp is more flexible



Strip wire and crimp contacts  
\*stamped female 2mm contact on reel have a pricing and process benefit



Standard crimp contacts for hand crimp tool (appr 600€)



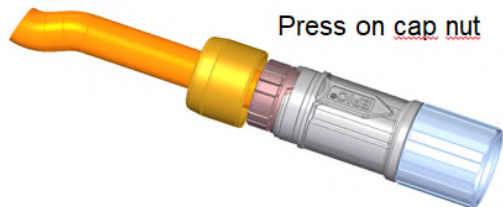
Stamped contact on reel for automated stripping crimping, in case a crimp machine is available the crimp dies needs to be adapted (tbd)

- Contact price is lower
- Process time for stripping and crimping is lower



16

Flexible degree of automation



Special press to press on cap nut (tbd)

- Tamper proofed
- Process safe
- Full metal body

## **Benefits for the ÖC hubs**

### Reduced harnessing time

- Supports to achieve a competitive pricing for harnessings

### Tamper proofed connector system

- Possible changes from customer are easy to identify

### Alternative for TE cable connectors

- Speedtec and screw coupling version is available

### EMC crimp connection

- Absolutely robust and process safe, no complaints due to undefined EMC contact

### Less components within connector

- Reduction of handling time, reduction of failures, better handling, less boxes to grab parts

### Allows to integrate female contacts on reel

- Reduction of process time, increase of process safety, less component costs

## Design Change

- The EPIC design is clearly visible, the connector appears technically more sophisticated

New AID design



Current Design



Colour appears different due to illumination but is in reality the same

## **Benefits for customers**

Tamper proofed connector system

- Possible changes from end customer are easy to identify

Alternative for TE cable connectors

- Speedtec and screw coupling version is available

EMC crimp connection

- Absolutely robust and process safe, no undefined EMC contact

Crimp contact for 6mm<sup>2</sup> wires or 2x2.5mm<sup>2</sup> wires

- New designed contact allows higher flexibility with wire gauge

Male or female insert/contacts fit in every housing type

- High flexibility in application, new application areas are possible