



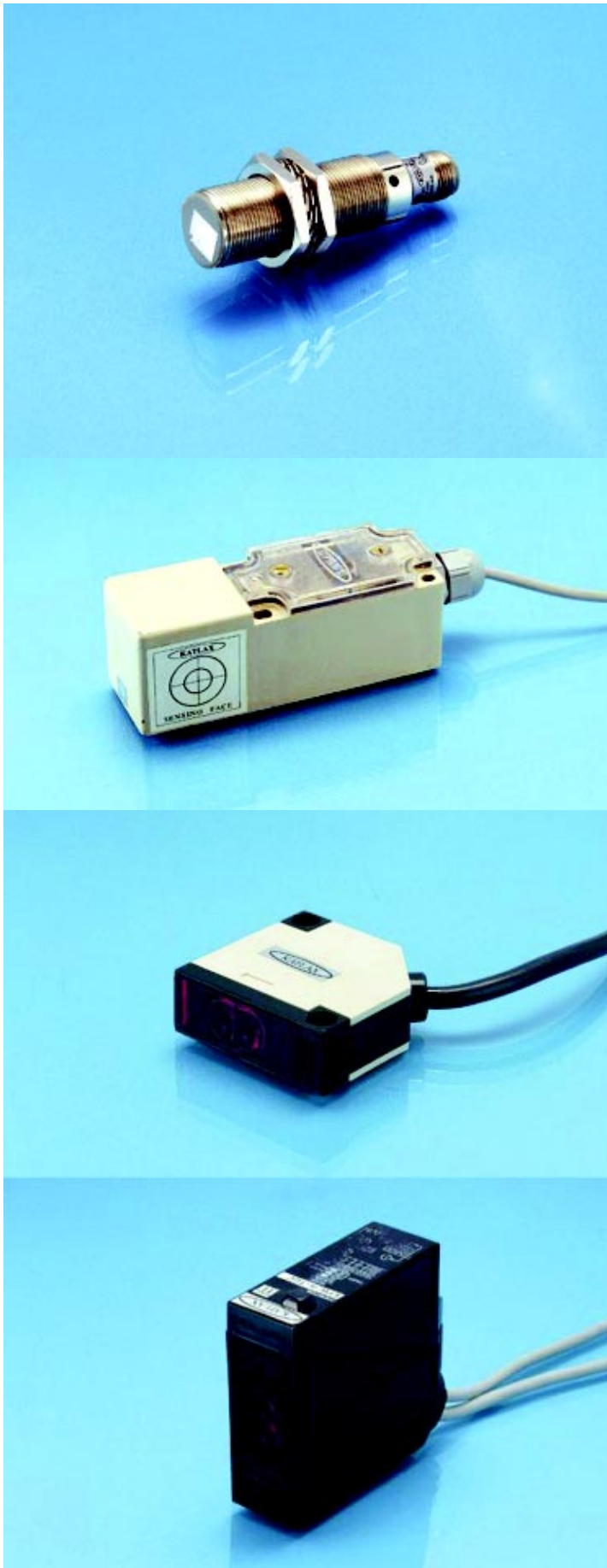
## KATLAX reorganizes along Segmented Business Units (SBUs) concept

- **Interface Product Group (IPG)**
- **Sensors and Field Devices (SFDG)**
- **Controller & Instrumentation Group (CIG)**

It all began way back in 1980 when a young Electronics Engineer started this unit with a vision, belief in self and a big dream to serve automation industry with new products. Automation was just an idea at that time and was discussed about in the mid and small sized business segments. In the bigger industries, automation was used but, selectively and was not a hot topic, in any way in those days. But, for this young Electronics Engineer, Mr. L.R. Katrat who heads the Katlax operation today, as the Managing Director and CEO, the subject of Automation was just an idea. For him, it was a huge opportunity wave coming his way and



Mr. Laxman R Katrat,  
MD & CEO,  
Katlax Enterprises Pvt. Ltd.



inviting to be taken advantage of.

Mr. Katrat took a decision to devote his life for building an Indian company capable of giving the automation market, high quality and application-specific solutions. Katlax was born to make this dream come true.

### The Journey so far.....

Mr. Katrat, with his clear vision wanted a strong foundation to support huge business which he had plans to build over it. So during the first phase of the business building, starting in 1994, focus was entirely on building a large client base and a healthy product portfolio of various sensors and low level automation products. During this phase over 550 OEM clients were created and more than 250 products were firmly put in place.

The second phase was devoted to consolidating the foundation which began in phase one and so the products were tested and certified by various National and International leading agencies and laboratories for stringent requirements. It, strategically decided to have backward integration in Automation and entered into manufacturing of Interface Products by setting Tool Room Facilities and Injection Molding Shop in 2000.

In following years, it added more than 200 products to this portfolio and covered big range of Connectors required for the Automation, Sensors & Field Devices. The products have been well received by leading manufacturers and are exported all over the world with its own and private labels. Few leading European MNCs are using Katlax Interface Products as private label. It is major supplier to OEMs in India and abroad who are engaged in Automation.

In 2006 Katlax, entered into Controllers & Instrumentation by using its R&D strength in Embedded Technology on Platform of Advanced Controller Based Solutions and launched products like Differential Pressure Transducers, Pressure Sensors, Humidity & Temperature Sensors, Safety Curtains and Customized Controllers offering Digital, Analogue (0 10V, 4 20 mA) using Industry Protocol MODBUS, Profibus, Canbus and RS 232/485 communication.

### Reorganization phase begins .....

In 2009, Katlax has strategically decided to set up SBUs with Product centric focus. Interface Product Group SBU is dedicated to Interface Solutions which are backbone of Automation. The other SBUs are Sensors & Field Devices, Controllers & Instrumentation and Embedded Technologies.

The Confidence and Trust our valuable Patrons have placed in Katlax is a major source of inspiration to us. Our team is committed to fulfill its promises by

## Technical Innovations

continuously offering Innovative Quality Products, at affordable price, with minimum waiting period and personalized services. Katlax clientele is who's who of Industry and has representation from all sectors of industry.

To achieve excellence in all its operations, Katlax has set up modern manufacturing facility at Santej near Ahmedabad in Gandhinagar District. The strength of Katlax is dedicated manpower encouraged by satisfied customers and strong base of reliable vendors backed by excellent infrastructure to ensure steady growth.

### Interface Products Group (IPG)

In an automation system interface products that connect various elements play a very important part. Interface products in automation play the same role that is played by infrastructure in development of a nation.

Interface Products Group (IPG) manufactures various connectors, connectors with cables and such interface products which help in connecting various types of sensors to different types of cable trees or amplifier and controller units which make automation systems. Some of the common and standard products are available off the shelf and various others that need to be developed are also taken up to meet special needs.

With an in-house development cell which has Die design, machining and pilot extrusion machine for quick development this group caters to various demands of its clients with tailored quality products. The test facilities include micro ohm meter, insulation and high voltage tester as well as routine automatic tester for mass production needs. With an ERP system and programmable length cable cutting machine customized cable lengths which help in reducing waste can also be supplied by this group.

### Why Interface Products:

Normally field devices are mounted in harsher environments near equipments but the central controls are located at central locations. The signal from field devices needs to be taken to controllers via cables. If there are environmental problems like fluctuating voltage, spikes, physical abuse or accidental breakages, the devices fails more often than the connecting path consisting of cable and interconnections. Earlier the devices used to have their own cables and one had to change device as well as cable. It means increased downtime and consequent production loss. With interface products, one need only replace the device and quickly restart the system. Various advantages of this system are given below.

- Time saving of reconnecting device at machine.
- No skilled electrician is needed to change



a device. The device becomes as versatile as a PCB and can be replaced by anyone.

- With newer technologies one can substitute device and improve performance.
- One becomes free on choice of sensing device.
- The interconnection quality does not depend on electrician skill but is assured by interconnection system components.
- It is environment friendly and reduces carbon footprint by preventing scrapping of cables.
- It is automation friendly and can be better used for higher levels of control.
- After replacement the wiring does not become worse as it is not affected. In the old system, due to lack of proper dressing components wiring after such replacement becomes shabby and unreliable.



### Differential Pressure Transducer with LCD Display



**Sensors and Field Devices Group (SFDG)**

With just five basic sensors human beings are able to do many things. If one wants to improve Automatic Control System, then one should have improvements in sensing technology. All progress that we see is mainly due to improvement in man's ability to know more via sensors or such devices which provide inputs for control. Final control

in all cases depends on quality of vital inputs which are provided by first level sensors and such devices.

The Sensors and Field Devices group endeavors to improve this important area of control system so that machines are controlled better. Magnetic Proximity Switches, Capacitive Proximity Switches, optical sensors and switches, Special sensors for textile and other applications with different shapes to suit applications are a Katlax specialty. Instead of expecting system integrators to modify controls to suit sensors we believe that there should be an optimal match to provide best control at least cost.

With long experience in this area we have the advantage of being able to combine various sensing technologies as well as interface electronics to meet complex and special needs of all types of industries and customers. Needless to say, that any unique and innovative need in this area can also be addressed by us in the shortest time and with best quality.

**Controllers and Instrumentation Group (CIG)**

The sensing devices often use multiple technologies and hence do not give simple electrical signal for direct integration in systems. They need to be terminated to intermediate amplifier and controller products which remove nonlinearity and provide signals proportional to sensed quantities. Having been in the field of sensing, Katlax realized the gap in controllers' field and decided to fill this up with controllers which are optimally matched to sensors and do first level of processing.

Level sensor, limit controller, transducer, display units are some of the basic units that are available for various sensing devices. This group works closely with users to design and develop new controllers for special needs of customers. Temperature, humidity, pressure (absolute and differential), distance, speed etc are some of the variables which can be measured, displayed and controlled by various controllers and display devices available from Katlax. With further integration with various busses Katlax also provides ways to integrate these elements in various high level control schemes.

Various special products like Electronic Seal Monitoring System, level controller are readily designed by us to meet specific needs of logistics Industry in recent past. Several thousand such systems are working across length and breadth of the country in various testing environment conditions for quite some time. Hardware and software integration is part of solution design group's tasks to meet specific customer requirements.

