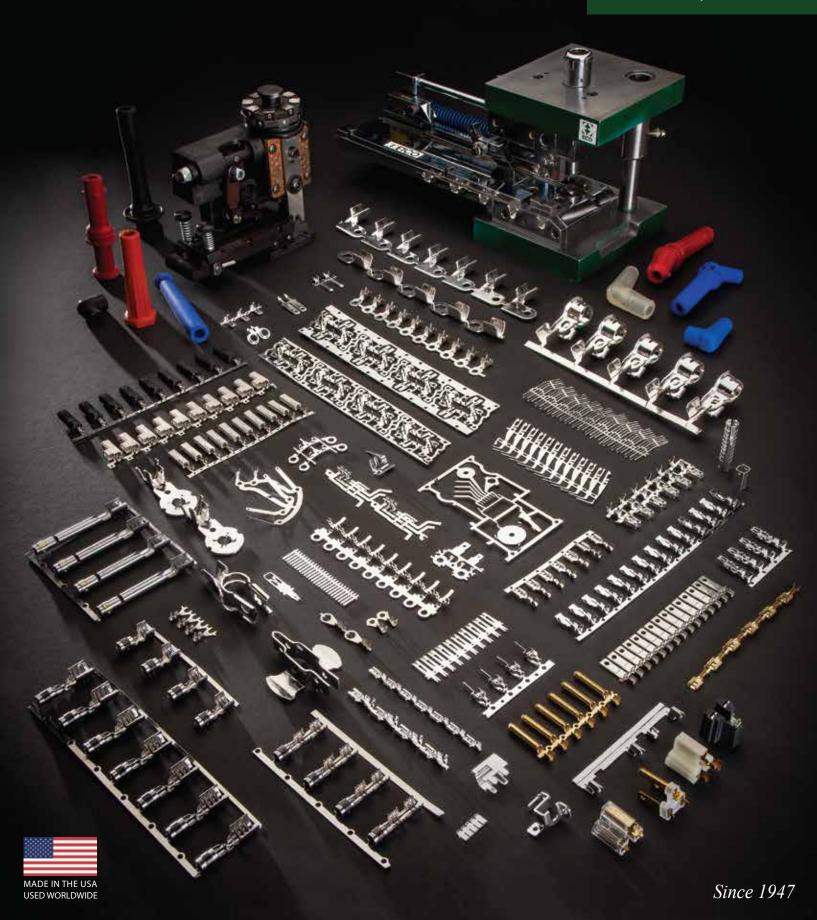


Old Values, New Ideas





# HERITAGE

# ETCO was incorporated in 1947 to take advantage of a patent by Rene Martines who founded the company with Joe Dunn

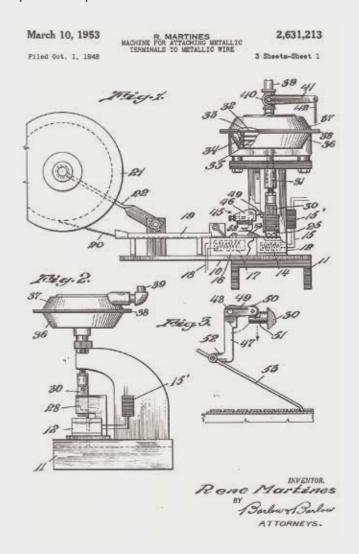
Rene's idea was to put blades as we call them (you know them as the part you plug into the wall – see photo) in a strip and on reels so they could be crimped to a wire two at a time instead of being soldered one at a time by hand. This increased production speed tenfold and reduced labor for our two major customers at the time – Belden Wire and Cable and American Insulated Wire Corp.

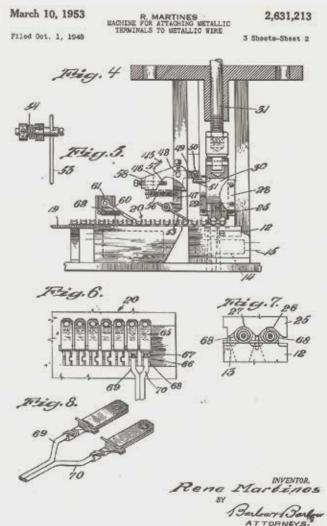
#### Still a Good Idea

Today ETCO follows the same philosophy using it's ability to put product in strip form & design equipment to help our customer increase productivity.

#### ORIGINAL PATENT DRAWINGS

ETCO's original patent. Note that compression power was Ford Air Brake so the crimp was squeezed (not smacked) to provide a superior connection.







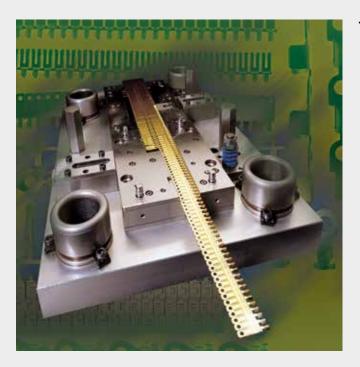
# WELCOME TO ETCO







Founded in 1947, ETCO is a privately owned company. The Company manufactures precision stampings and rubber and plastic molded products used principally by major automotive and appliance manufacturers. ETCO also has major customers in a variety of other industries in the USA and over 30 countries throughout the world. ETCO has factories and a research complex in Bradenton, Florida and a factory and engineering center in Warwick, Rhode Island.



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#### CORD PRODUCTS

Over the years we discovered many of our customers wanted more complex parts that were custom designed but still suited for automation.

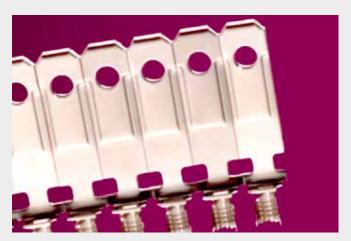
Major power cord manufacturers around the world use ETCO's cord products. These products include blades, pins and female contacts for 110 and 220 volt power supply cords including preassembled male and female inserts for automated and semi-automated production.

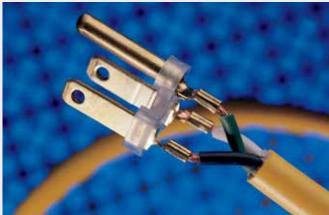
We also supply heavy gauge terminals for automotive style battery cables including lead-free battery post terminals. ETCO has earned registration and we adhere strictly to a Corporate Quality Program that encourages continuous improvement and innovation.

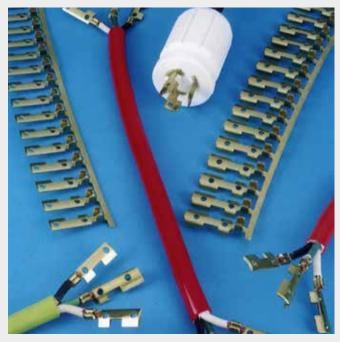
ETCO also manufactures a full line of quality attaching equipment in-house. The seamless combination of ETCO's cord products with ETCO applicators results in the highest possible throughput and efficiency of your production floor.

We have earned a well-deserved reputation for delivering quality products, on time and at a competitive price.

For more information visit: http://www.etco.com/cord/











# IGNITION WIRE SETS - TERMINALS

# In 1979, ETCO built two factories in Florida to apply its advanced automation techniques to ignition components for the automotive industry.

In 1979, ETCO built two factories in Florida to apply its advanced automation techniques to ignition components for the automotive industry. After a very successful beginning, we found that customers also wanted ignition boots, so molding equipment was added.

Over the years we discovered many of our customers wanted more complex parts that were custom designed but still suited for automation.

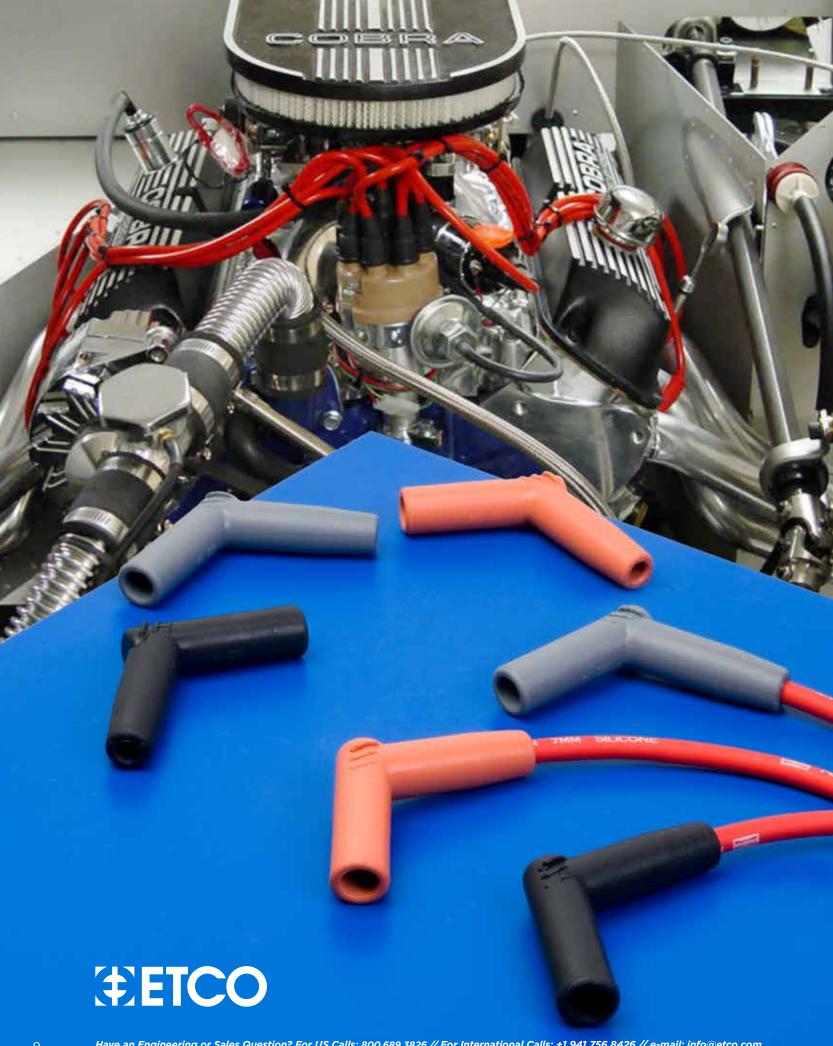
ETCO now manufactures a full line of heavy-duty battery post terminals that meet Society of Automotive Engineers (SAE) specifications. The battery post terminals include universal post and ring styles. These parts can come in as loose piece or on reels in strip form for termination by automatic equipment.

These 12V battery terminals are RoHS compliant. Brass, tin-plated brass, steel & exotic alloy terminals are sized to specifically match 6 thru 2 Ga wire and assure a high-integrity crimp with high pull-out values.

#### ETCO AUTOMOTIVE APPLICATOR

For more information visit: http://www.etco.com/iwst/





## IGNITION WIRE SETS - BOOTS

ETCO's molded products are booted to our components and using ETCO's specially designed custom equipment at the customer's facility.

ETCO's Automotive Products division supplies OEM and aftermarket customers with high quality spark plug and distributor terminals, as well as the ignition boots that cover said terminals.

Our molded products are produced in a highly efficient production facility in Bradenton, Florida where all incoming raw materials are meticulously inspected before going to the manufacturing floor to ensure that the production process goes smoothly.

The ignition boot line includes straight and angle boots. ETCO boots come in various colors and temperature ratings.

ETCO's molded products are booted to our components and use ETCO's specially designed custom equipment at the customer's facility. This integrated approach to production means that our customer's production floor runs at maximum efficiency.

For more information visit: http://www.etco.com/iwsb/

#### STRAIGHT BOOTER

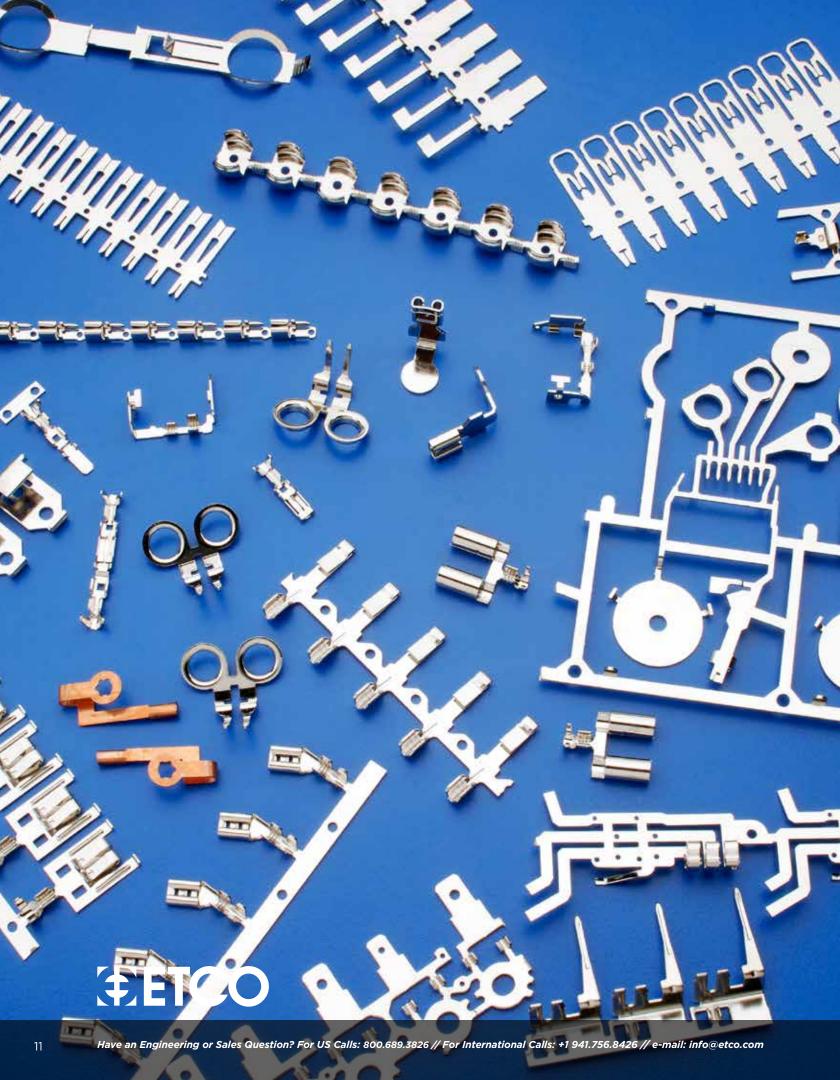


#### HIGH TEMPERATURE BOOTS (up to 600F)









## CUSTOM PRODUCTS & EQUIPMENT

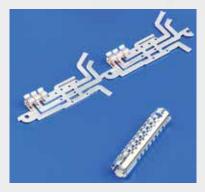
Over the years, we discovered many of our customers wanted more complex parts that were custom designed but still suited for automation.

We reacted to that need by creating state of the art research & development and engineering support facilities that provide turn-key solutions including design development, rapid prototyping, production and custom automated assembly machinery.

Our custom components can be integrated into a wide range of automation systems including robotics, automated assembly systems, vision inspection systems, pick and place machinery and various other programmable logic controlled systems.

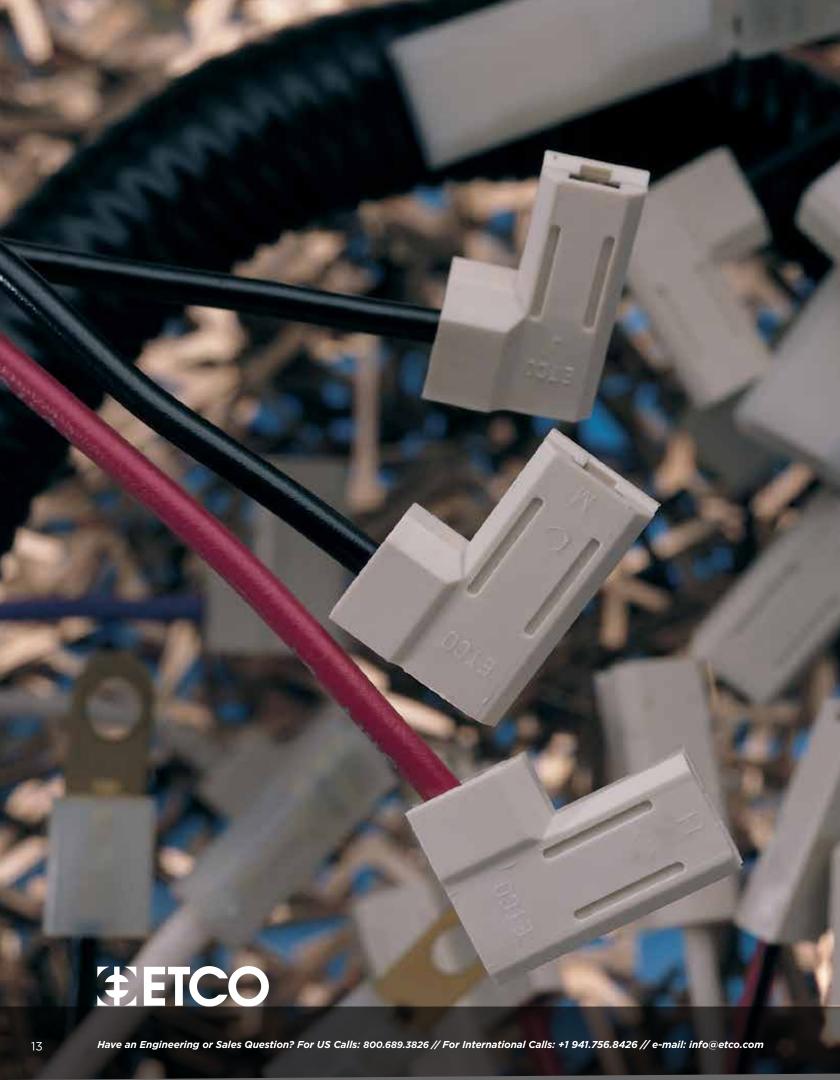
For more information visit: http://www.etco.com/cpe/











## INSULATED PRODUCTS

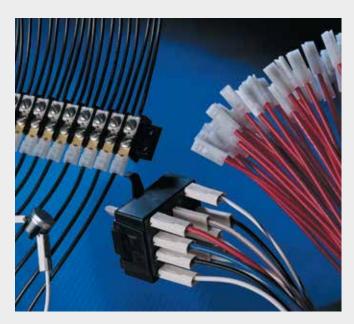
#### ETCO was the pioneer of the fully automated, insulated "F" crimped connector.

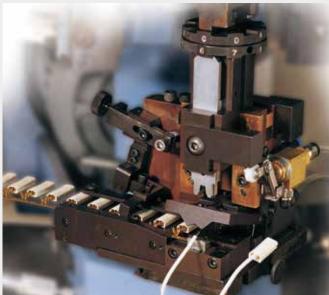
ETCO was the pioneer of the fully automated, insulated "F" crimped connector. The product line consists of female straight and flag disconnects, males, rings, hooks and spades.

The feature proven "F" crimps to the wire and insulation ears produce a dependable, superior performing crimp and strain relief. ETCO insulated terminals take away the guesswork associated with a closed barrel connection by guaranteeing the wire strands are placed properly in the ear section.

ETCO patented an insulated faston disconnect applicator that crimped before insulation and revolutionized quality for harness manufacturing. This became our insulated division.

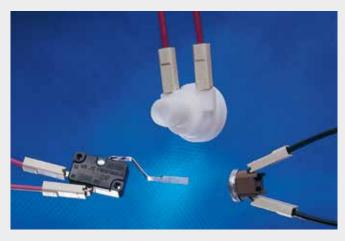
For more information visit: http://www.etco.com/ip/

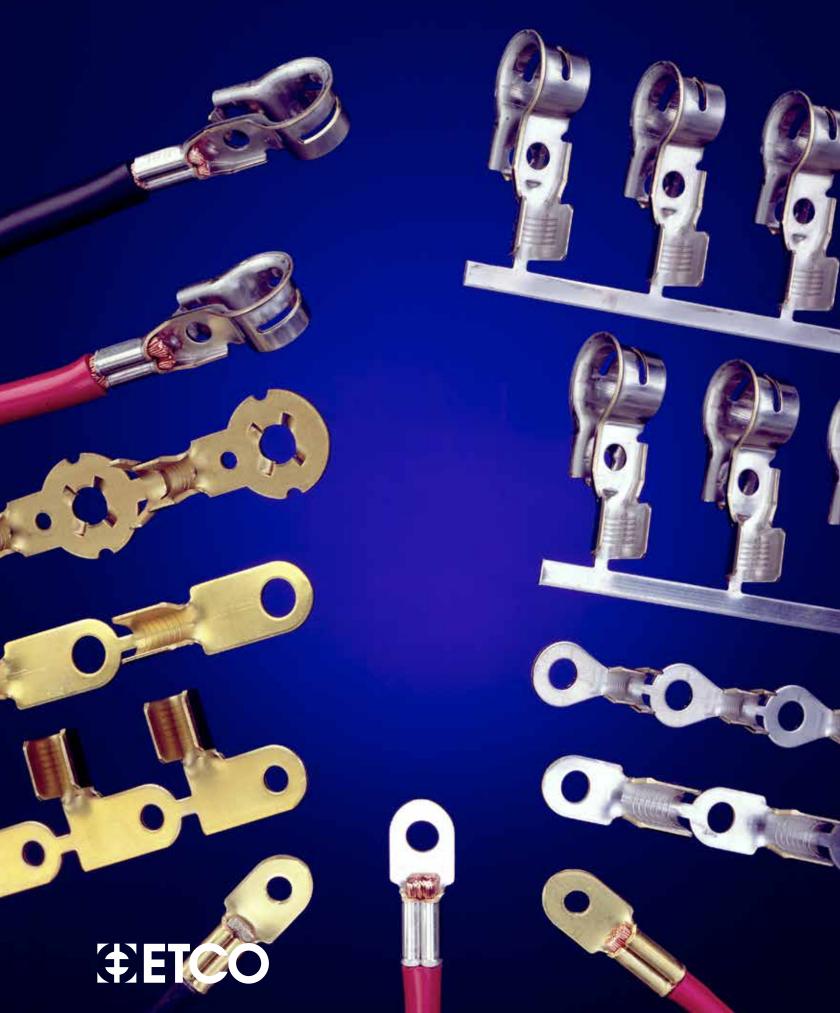




OUR MOST RECENT INNOVATION IS THE CLOSED BACK F CRIMP INSULATED PRODUCT THAT FULLY PROTECTS THE CONNECTION FROM ALL ANGLES.







#### STANDARD PRODUCTS & EQUIPMENT

ETCO's extensive, high quality, off-the-shelf products range from electrical terminals to multiple wire termination solutions.

With two state-of-the-art stamping facilities in the United States, ETCO has been producing top quality products since 1947. If you need electrical terminals for automatic crimping to wire, pick-and-place machinery or other automated assembly equipment, ETCO has what you need.

We manufacture a full line of electrical terminals for automotive, appliance, marine, electronic, industrial, HVAC and medical applications. ETCO's standard electrical terminals feature over 1,500 connector products including rings, spades, disconnects, pins, males, blades, circuit board contacts, receptacles, and splices.

For customer convenience and selection, our terminals are offered in brass, tinned brass, nickel plated steel, copper plated steel, tinned steel bearing bronze, phosphor bronze, and beryllium copper, and range from .008 to .070 thick material.

All ETCO parts are fully supported by wire application equipment manufactured in house. ETCO's Mini-Applicator can be used with automatic equipment and stand-alone bench presses such as TE/AMP, Molex, JAM, Mecal, KM, Artos, and Komax. Our applicators and parts allow manufacturing line workers to set it and forget it.

Our parts are shipped around the world using the fastest most cost efficient methods based on customer preference. ETCO provides flexible shipping solutions and customer support to meet your supply chain needs.

For more information visit: http://www.etco.com/spe/











#### ETCO QUALITY

AT ETCO, we hold our suppliers to the same rigorous standards as our employees. We screen incoming raw materials. Our systems can trace every finished part to its original source and lot number.

The vast majority of ETCO's customers require ISO certification or TS certification. ETCO holds both certifications and we are passionate about quality. We also hold all of our employees to high standards in regards to certifications. Our accomplished auditors are consistently impressed by our employees' knowledge and professionalism. We are audited by UL eight times a year and we always pass with flying colors.

At ETCO, we hold our suppliers to the same rigorous standards as our employees. We screen incoming raw materials rigorously, and we can trace every finished part to its original source and lot number.

The end result is quality material coming in and quality products going out. This helps our customers' production lines run as efficiently as possible, which is one more reason our customer retention rates are unmatched in the industry.

ETCO products undergo thorough testing and conform to industry leading standards. Products that fulfill industry organizational testing standards are marked with logos from UL, CSA, ISO or ROHS.

For more information on our quality standards and testing, contact ETCO at info@etco.com



















# # ETCO

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Superior quality across a broad range of standard and custom products, reliable delivery and extremely responsive customer service are the three main reasons why our customers are so loyal.

For over 75 years we have been focused on these goals. To see for yourself just how responsive we can be, contact ETCO at 1-800-689-3826 or e-mail us at info@etco.com





