



# BTC Electronic Components

Your Best Source for High Reliability Connectors

**Capabilities Statement** - BTC is built on being experts in connectors. It's all we do. Our superior service includes responding to RFQ's within 1 hour, offering an extensive line of products, stocking what our customers buy, accommodating pull-ins and push-outs in customers' schedules and delivering on time. Our quality ratings are consistently 99%+. In addition, we offer a broad range of technical services including second sourcing, drawing review, design-ins, modifications and cross referencing parts. We can solve your most demanding connector supply issues and customize solutions to meet your individual requirements.



**We are connector experts and want customers' toughest connector problems.**

Because of our product knowledge, commitment to service, quality and financial strength, we offer a better connector buying experience than any other supplier in the market. Some of the ways we differentiate ourselves from our competitors include:

**Technical Service** – Unlike many broad line distributors, we know high reliability connectors and are eager to help you solve your most difficult connector

problems. Our engineers are very adept at reading customers' drawings, finding alternatives, suggesting modifications and using our database of over 3 million cross references to find the parts that you need.

**Second Sourcing** – This is how we generate the most cost savings for customers. Because we represent 31 different lines, we know the market and are very good at finding alternate parts that meet all form, fit and functional requirements.

**Part Modification** – Between our in-house manufacturing capabilities and outside subcontractor relationships, we can provide modified parts that are difficult to source. We will stock these parts for customers under a long term agreement, giving them flexibility that they typically can't get with special or custom parts.

**Flexible Long Term Agreements** – Over the past 5 years, we have entered into hundreds of long term agreements with our customers. These agreements maximize their purchasing power, give them the ability to reschedule shipments and ensure they get an uninterrupted supply of connectors. We are flexible with these agreements and can structure them as simple pricing agreements, Kanbans, formal LTAs or Blanket Purchase Orders. With our new ERP system we can import your forecasts and respond to unlimited schedule changes.

**Quality and Service** - Our service is exceptional. Our goal is to respond to every inquiry within 1 hour. Because we do 100% incoming and outgoing inspection, parts are delivered right the first time. Through our detailed order confirmation process, we ensure that we understand customers' specific requirements and needs. You will not find a group more committed to quality.

**Financial Stability** – We've been in business for over 30 years. We have a strong balance sheet and excellent credit references. We would be glad to share any specific financial information that you require as part of a long term agreement. We want our customers to know that they are working with a strong financial partner.

## BTC Quick Facts

Business Summary:  
Value Added Distributor of  
Electronic Connectors

Authorized for 31 Lines

Connectors:  
Mil-spec, Circular  
Hermetically Sealed  
High Reliability, RF  
Harsh Environment  
Filtered

Small Business  
Founded: 1980  
Employees: 47

Corporate Office:  
Wake Forest, NC

Sales Offices:  
New York, Nevada

Inventory:  
\$6M+ in Stock  
9,000 Sku's

Largest Hermetic  
Inventory in North  
America

Certifications:  
AS9100 Rev B  
ISO 9001:2008  
MIL-STD-790  
ITAR Registered

DUNS: 03-9882287  
Cage Code: 63365  
CCR Registered

NAICS Codes:  
423690, 334417

2709 Connector Drive  
Wake Forest, NC 27587

Toll Free: 1-800-526-2828  
Phone: (919) 556-8900  
Fax: (919) 556-8959

**Connectors can be one of the most difficult commodities to source. They don't have to be.**  
Give us your toughest problems and let us show you what we can do for you.