



BTC Electronic Components

Your Best Source for High Reliability Connectors

BTC Quick Facts

Business Summary:

- Value Added Distributor of Electronic Connectors
- Manufacturer of Cable Assemblies & Wire Harnesses

Authorized for 27 Lines

Connectors:

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

Cable Assembly & Wire Harness Division:

- Simple to Complex Assemblies
- Fast Turnaround
- Low Quantity Requirements

Small Business

Founded: 1980

Employees: 62

Corporate Office:

Wake Forest, NC

Inventory:

\$6M+ in Stock

9,000 Sku's

Largest Hermetic Inventory in North America

Certifications:

AS9100:2016

ISO 9001:2015

MIL-STD-790

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Capabilities Statement - BTC is built on being experts in connectors. 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. In addition, our Cable Assembly & Wiring Harness Division provides scalable and flexible solutions to our customer supporting complete life cycle prototypes through manufacturing to spares quantities.



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 various 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 10 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 35 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.

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.