



**DSM&T**<sup>TM</sup>  
HARSH ENVIRONMENT CONNECTORS  
AND WIRE HARNESSING



**COMPANY  
OVERVIEW**

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# INTRODUCTION

OUR 39-YEAR HISTORY



# ABOUT US

## COMPANY OVERVIEW



## WHO WE ARE

### Line Of Products Include:

- Specialty Water-Tight Connectors
- Wire Harnesses & Cable Assemblies
- Custom Over-Molding
- Specialty Heater Pads
- Custom Power Cables
- Moisture Blocking Connectors
- Cable & Wire Extrusion

“ It starts with our people. We have assembled a dedicated team of talented individuals who work together to produce high quality, innovative electrical interconnect products. Our entire team works together to understand and implement our “Customer-First” business philosophy.





# ABOUT US

## COMPANY OVERVIEW



Headquarters and Main Manufacturing Facility. Fontana, CA, USA



Sister Plant, DGS Electric. Tijuana, BC, MX



MFG Partner, TYCHO Intl, Guang Dong, CHN



## WHERE WE WORK

“ Our headquarters and main manufacturing plant are located in Fontana, California. We also have offices and another full manufacturing center located in Tijuana, Mexico, giving us a total of over 98,000 ft<sup>2</sup> of manufacturing space between the two facilities.

In addition, our Chinese manufacturing partner allows DSM&T to offer our customers the advantages of lower offshore pricing and China-to-China delivery while meeting required approvals and maintaining DSM&T's standard of quality.

*All facilities are ISO 9001:2015 certified.*

# OUR BUSINESS PHILOSOPHY

## DSM&T'S STANDARDS OF BUSINESS

### CUSTOMER FIRST

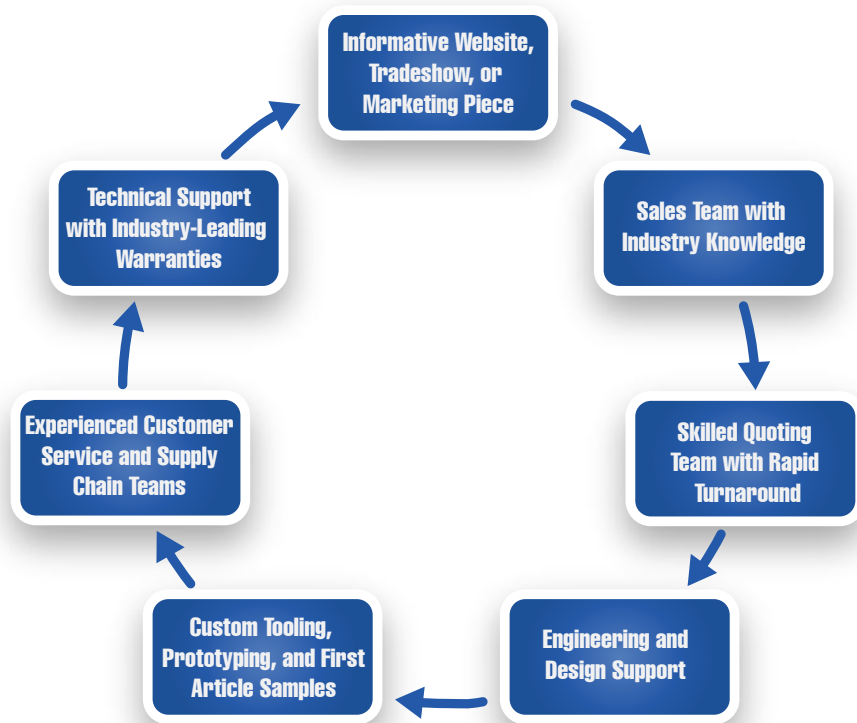
Our goal is to completely understand what our customer needs to accomplish, and then assist them with quick and easy solutions, focusing on creating a positive customer experience.

We believe this “*Customer-First*” approach is responsible for the strong customer partnerships DSM&T has developed over the years.



# SALES SUPPORT PROCESS

## WHAT TO EXPECT



## FROM CONCEPT TO COMPLETION

From the very first time you contact DSM&T with your interconnect needs, you are in good hands.

At every step of the process you will be dealing with industry-leading professionals with extensive industry knowledge and the technical expertise necessary to deliver quality products with exceptional service and support.

# COMPANY HISTORY

## 39 YEARS OF QUALITY



Dan Wilson, C.F.O. & Founder

Our company opened in 1982 and began the first year of operation as DSM&T Company, Inc.

The company started working as a contract manufacturer for clients including Capri Lighting, LOA, Tomy Toys, and

Impco Carburetors.

With sales of \$200,000 in their first year, the company has experienced exceptional growth and they are well on their way to achieve sales of \$25 million by 2021.

DSM&T's largest growth came in the last five years, when management made a key decision to focus on specialty connectors with high Ingress Protection ratings. These include new designs as

well as design improvements of existing brands such as Bulgin, Deutsch, TE, and more.

Today, DSM&T is one of the top wire harness and connector manufacturers in Southern California.

By communicating with our customers we discovered that most companies need a working partner when it comes to new products. To meet their needs, we created an engineering group to assist our customers with their technical requirements and to create innovative connector designs at competitive prices.

Our ability to produce new products, including our new waterproof connectors with an IP68 rating, is a credit to our research and development group. This talented team consists of draftsmen, lab-

oratory technicians, and R&D specialists.

To ensure quick prototyping, strict certification compliance, and reduced time-to-market, we have added an on-site testing laboratory, a complete tool shop, and fully-trained personnel.

The result of this investment is better customer relationships as our clients discover that we can support them by improving their products and reducing their costs.

Experience, quality products, and long term customer relationships: These are the core values we live by every day.





# TIMELINE

## OUR 39 YEAR HISTORY

1982

DSM&T BEGAN OPERATIONS IN LYNWOOD, CA

1987

MOVED OPERATIONS TO RANCHO CUCAMONGA, CA

1992

OPERATIONS MOVED TO 42,000 FT<sup>2</sup> FACILITY IN FONTANA, CA

2004

DSM&T BEGINS PARTNERSHIP WITH CHINESE MANUFACTURING PLANT

1984

WIRE & HARNESS ASSEMBLY ADDED TO CORE PRODUCTS

1990

REACHED AND EXCEEDED MFG CAPACITY; SEARCH FOR NEW PLANT BEGINS

1997

LAUNCH OF OUR MEXICO OPERATIONS, DGS ELECTRIC, PRODUCING HEATER PADS

2017

ISO 9001:2015 FULLY ADOPTED

# GENERAL INFORMATION

## BUSINESS & MANUFACTURING DETAILS

### MANUFACTURING / CORPORATE LOCATION

DSM&T COMPANY, INC. (PRIVATELY HELD)  
10609 BUSINESS DR, FONTANA, CA

OFFICE: MON-FRI 8:00 AM - 4:30 PM  
MANUFACTURING: MON-FRI 6:00 AM - 2:30 PM  
SHIFTS: 1-3

SIC	NAICS	
3643	335931	CURRENT-CARRYING WIRING DEVICES
3694	336322	ELECTRICAL EQUIPMENT FOR COMBUSTION ENGINES
3634	335211	ELECTRICAL HOUSE WARES AND FANS

### PLANT INFORMATION

#### SIZE (FT<sup>2</sup>)

	US	MEX	TOTAL
TOTAL	42,000	56,000	98,000
MFG	25,250	44,000	69,250
ADMIN	3,000	3,000	6,000
WHSE.	13,000	8,500	21,500
ENGG.	750	500	1,250

#### PRODUCTION LINES:

US: 8      MEX: 8



# PRODUCTS/SERVICES

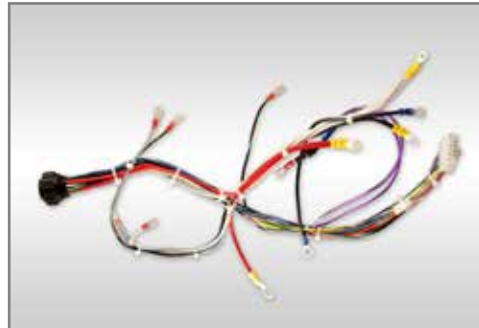
DELIVERING INNOVATION & QUALITY



POWER DOWN  
**MAXON**  
P/N 280253

# WIRE HARNESSSES / CABLE ASSEMBLY

FROM BIG TO SMALL, WE DO IT ALL



## FOCUS:

- OEM CONNECTORS
- INTEGRATED OVER-MOLDING
- 100% TESTING

## WHERE THEY ARE USED:

- POLICE & EMERGENCY VEHICLES
- AUTOMOTIVE AFTERMARKET
- ALTERNATIVE FUEL VEHICLES
- ELECTRIC VEHICLES
- REFRIGERATED EQUIPMENT
- ELECTRONIC SPORTS EQUIPMENT
- TRUCKING INDUSTRY



# CUSTOM POWER CORDS

WHEN OFF-THE-SHELF DOESN'T CUT IT



## FOCUS:

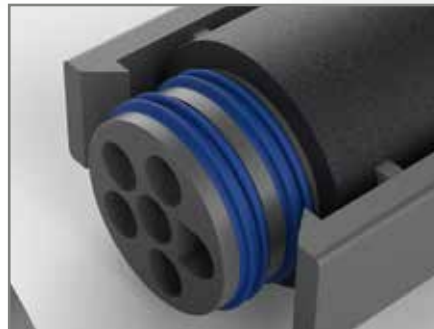
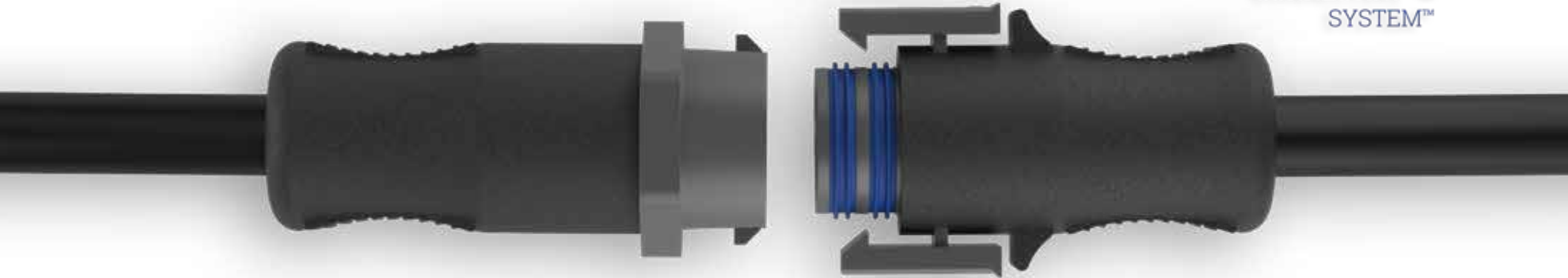
- WATERPROOF CONNECTORS
- UNIQUE APPLICATIONS
- HIGHEST QUALITY
- SAFETY STANDARD LISTED
- POPULAR CONNECTOR CUSTOMIZATION

## WHERE THEY ARE USED:

- COMMERCIAL LIGHTING
- OUTDOOR LIGHTING
- EVENT CENTER POWER DISTRIBUTION
- HYDROPONICS
- OFF-ROAD VEHICLES
- HEAVY-DUTY VEHICLE LIFT GATES

# SPECIALIZED CONNECTORS

CUSTOM FIT FOR SPECIALIZED PERFORMANCE



- IP68 Rating – With double-seal and positive locking
- 6 Conductors - Light control and power
- Patented MoistureBlock™ Built In
- Up to 120 VAC / 13 AMP

# SPECIALIZED CONNECTORS

CUSTOM FIT FOR SPECIALIZED PERFORMANCE

**Slide-N-Seal**  
Low-Voltage Connecting System



## Slide-N-Seal™ IP67 Connector

The Slide-N-Seal™ was designed to keep your low-voltage connection environmentally sealed with an IP67 rating, eliminating water that causes shorts.



- IP67 Rating – High water-protection rating
- Durable Body – TPR and PVC
- Sliding Locker-Ring – Locks and seals the connection
- Available in 2- and 4-conductors

# SPECIALIZED CONNECTORS

CUSTOM FIT FOR SPECIALIZED PERFORMANCE

SLIMLINE  
CONNECTING SYSTEM



## SlimLine Connecting System™

**IP68.** The SlimLine Connecting System™ is a power connector featuring a slim body of only .25" high.

This patented connector allows for low-profile applications without reducing current or voltage capabilities.



- IP68 Rating – High water-protection rating
- .25" Body height – Extremely low profile
- Standard Voltage - 120 V / 10 A





# OVER-MOLDED PRODUCTS

RUGGED PERFORMANCE, FINISHED LOOKS

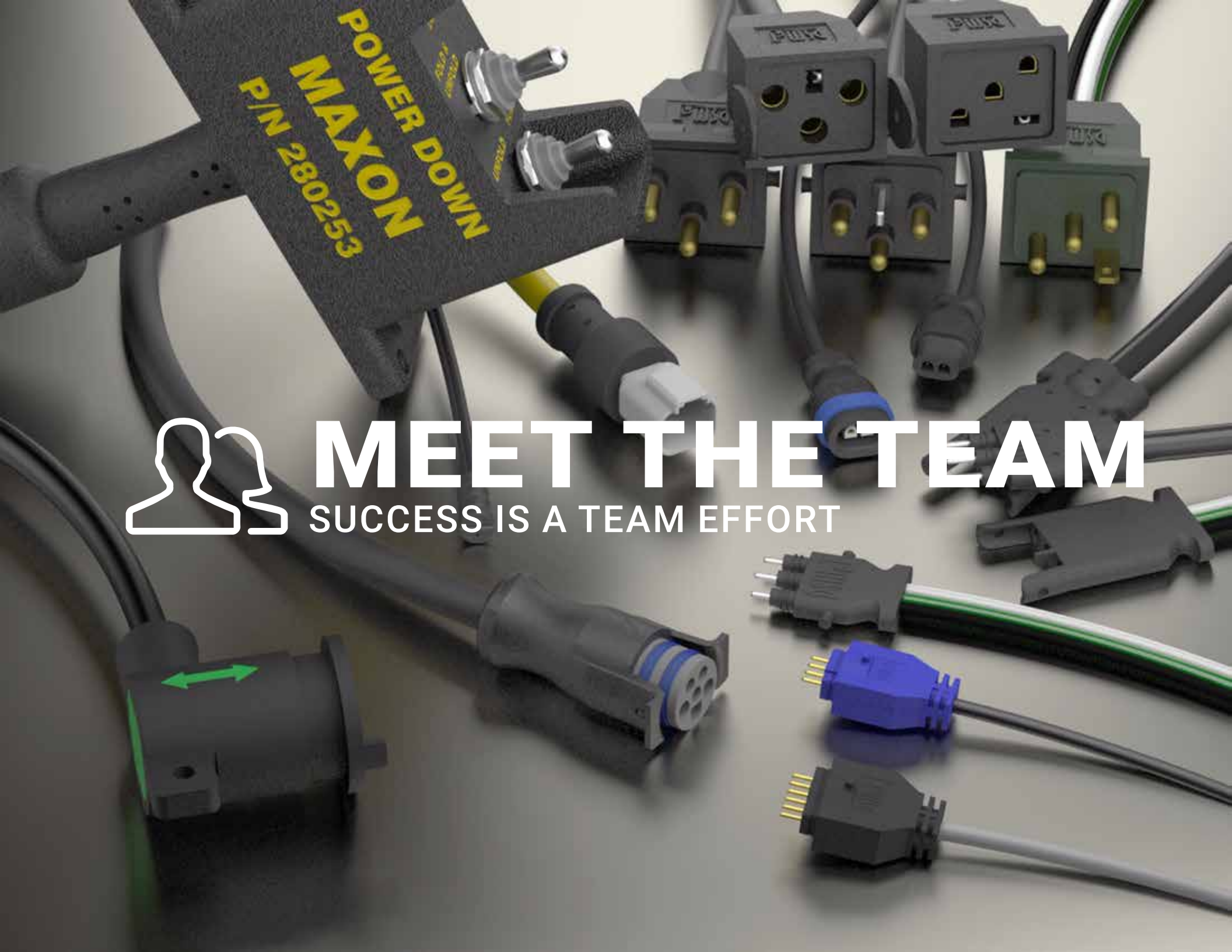


## FOCUS:

- WATERPROOF EXISTING CONNECTORS
- PROTECT SPLICES AND ELECTRONICS
- BONDS TO MATERIALS

## WHERE THEY ARE USED:

- HEAVY-DUTY VEHICLES AND MANUFACTURERS
- OUTDOOR LIGHTING
- DENTAL EQUIPMENT
- POOL & SPA EQUIPMENT



# MEET THE TEAM

SUCCESS IS A TEAM EFFORT

# MEET THE TEAM

## SUCCESS IS A TEAM EFFORT



**DAN WILSON**  
C.F.O.  
39 YEARS WITH DSM&T

My team and I would love the opportunity to show how partnering with DSM&T creates a mutually-beneficial and ever-growing arrangement, with safety, creativity, and reliability at the forefront.



**ALICIA REBOLLEDO**  
V.P. OPERATIONS  
26 YEARS WITH DSM&T

I oversee purchasing and operations for DSM&T. My goal is to keep the daily operation of the company running smoothly and efficiently, and ensure we provide exceptional value to our customers.



**DAVID SERRANO**  
V.P. SALES/MARKETING  
11 YEARS WITH DSM&T

We are committed to be a partner to our customers. Combining efforts from my departments, I strive to provide exactly the product you need with superior customer service at every step of the way.



**ANGEL CALLEJA**  
PRODUCTION MANAGER  
37 YEARS WITH DSM&T

Working with DSM&T since its beginning, as Production Manager my goal is consistent and timely production with a “get it done” attitude. In other words: Ensuring your repeat order is as good as the first.

# MEET THE TEAM

## SUCCESS IS A TEAM EFFORT



**GREGG DONAHEY**  
Q.A. MANAGER  
20 YEARS WITH DSM&T

My goal is to provide the level of quality and service that our customers expect. This includes attention to detail, complying with requirements, and continually improving the effectiveness of the quality management system.



**MARCO GRANADOS**  
ENGINEERING MANAGER  
30 YEARS WITH DSM&T

I direct my team on proper engineering and documentation procedures, ensuring accurate and timely quotes and that above-standard engineering practices are followed.



**JESUS GRANADOS**  
R&D MANAGER  
34 YEARS WITH DSM&T

When you have a specialized need, my team works diligently to provide you a real, working solution. We also research and adhere to established safety standards, ensuring global acceptance.



**NORMA RAYGOZA**  
ACCOUNTING & HR  
25 YEARS WITH DSM&T

My departments ensure that both finances are up to date and employee standards are adhered to. This ensures production is fully funded, profits are maximized and provide a safe working environment.





# INDUSTRY FOCUS

OUR STRATEGIC MARKETS

# INDUSTRY FOCUS

## OUR STRATEGIC MARKETS



We have extensive experience with a wide range of OEMs from various industries. With every single one we strive to understand their applications, identify their needs, address potential issues, and help them deliver quality products to their customers at competitive pricing.



### Strategic Markets:

- Lighting OEMs including the fast-growing LED lighting segment
- Automotive aftermarket, including emergency and electric vehicles and alternative fuel conversions
- Trucking industry
- Pool and spa equipment OEMs, including spa control and motor manufacturers
- Heat mat OEMs, including seed propagation and snow-melting industries



# MANUFACTURING PARTNERSHIP

MORE THAN JUST PRODUCTS & SERVICES



## MUTUAL BENEFIT WITH UNCOMPROMISING SERVICE

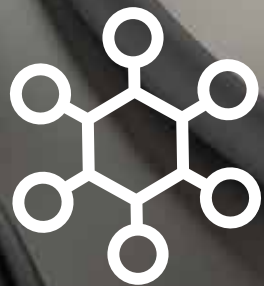
Our goal is to provide you more than just product: We want to be your manufacturing partner. As a partner, you have access to our highly-experienced team members who collectively have more than 120 years of hands-on electrical interconnect experience.

### How You Benefit

- Consistent Quality and Sales Processes
- Project Planning Consultation
- In-Plant Visits
- R&D and Troubleshooting Assistance
- Application-Specific Knowledge
- Engineering Services Support







# VERTICALLY INTEGRATED

IN-HOUSE VALUE & STRENGTH



# VERTICALLY INTEGRATED

## IN HOUSE VALUE & STRENGTH

Throughout the years, DSM&T has integrated many commonly outsourced departments into our main production facility.

This allows us greater control of production and ensures you an efficient turnaround with complete reliability and minimized time-to-market.



### Tool Shop

Six toolmakers on site with the capability to create or modify molding tools, ensuring accurate molds and quick turnaround. Industry leading software: MasterCAM, Solidworks, AutoDesk

### Certification & Testing Laboratory

Our testing laboratory continually tests our product to ensure we meet and exceed industry standards and certifications such as UL, CE, TUV, and more.

### Wire & Cable Extrusion

Extruding our own wire & cable allows for quick turnaround, customization, and full quality control.

### Research & Development

Our R&D specialists provide constant project support, certification adherence, and industry-leading knowledge.

### Engineering / Drafting

Our engineering team focuses on specification accuracy, parts compatibility, and thorough documentation ensuring efficient production practices.

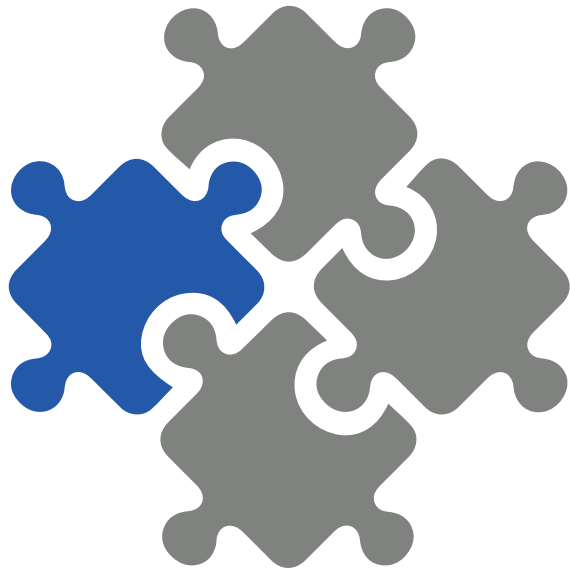
### Maintenance

Our maintenance technicians know our machines and facility from the ground up, ensuring optimal operation and minimal downtime.



# ADDITIONAL PRODUCTION SUPPORT

## COMPLETE SOLUTION OPTIONS



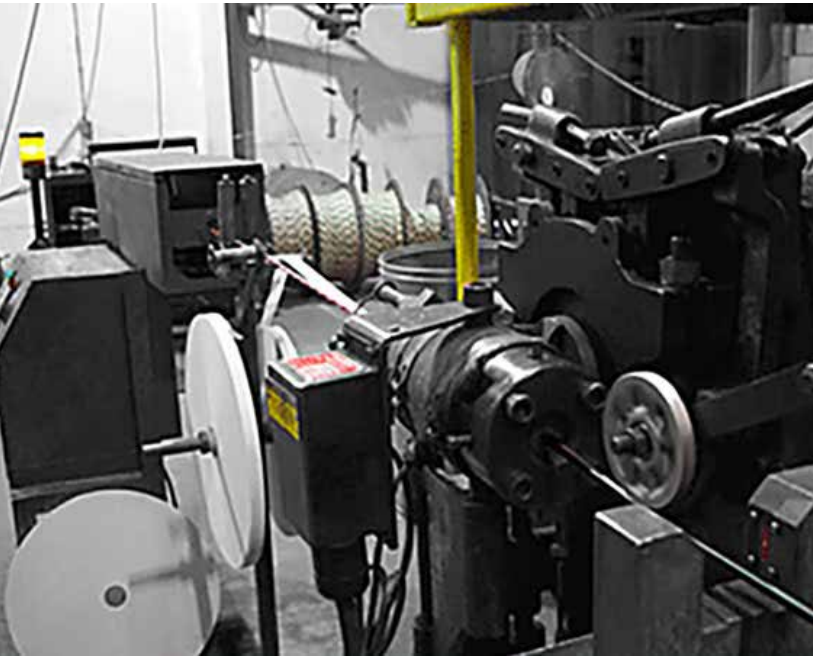
In addition to our comprehensive products and services, DSM&T provides additional production support for a complete solution.

If you are wondering if we can help, just ask. Chances are we have the solution for you.

- Bar-code: Asset tracking, Serialization, Shipping.
- Labeling: Certification Hologram, QA Pass, Product ID/Information
- Silk-Screening
- Consignment Programs
- Kanban, J.I.T., and Blanket Ordering System
- Certification Assistance
- Packaging: Partial & Retail, Auxiliary Documentation

# OUR EQUIPMENT

## THE RIGHT TOOL FOR THE RIGHT JOB



### EQUIPMENT LIST

- 2- in & 4-in cable and wire extruder
- Autojector plastic injection molding machines (35- and 75-Ton)
- Silk-screening equipment
- High-definition 3D printer
- Dynalab computerized testers
- Wire printing & dyeing equipment
- Wire and cable cut, strip & crimp machines (Artos, Eubanks, etc.)
- Crimpers & applicators for a large variety of terminals (Deutsch, Delphi, AMP, TE, Heyco, Molex, etc.)
- LPMS-800H low-pressure molding machines
- Walk-in ovens for heater pad bonding processes
- Zebra industrial printers





# CERTIFICATIONS

SAFETY AND QUALITY

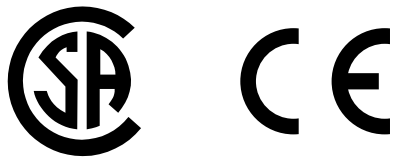


# CERTIFICATIONS & COMPLIANCES

## QUALITY STARTS WITH SAFETY



Working with the top approval agencies, DSM&T ensures that the products we manufacture meet their stringent certification standards for product safety.



Our recent ISO 9001:2015 certification for both our U.S. and Mexico plants confirms that the company has met all the requirements for the ISO 9001:2015 quality management system. This certification benefits our customers by ensuring they receive quality products that meet their requirements while striving for continuous improvement in our processes and procedures.



We also ensure our products meet additional industry requirements such as Restriction of Hazardous Substance (ROHS) and compliance with the restriction of conflict minerals (Dodd-Frank Act), among others.



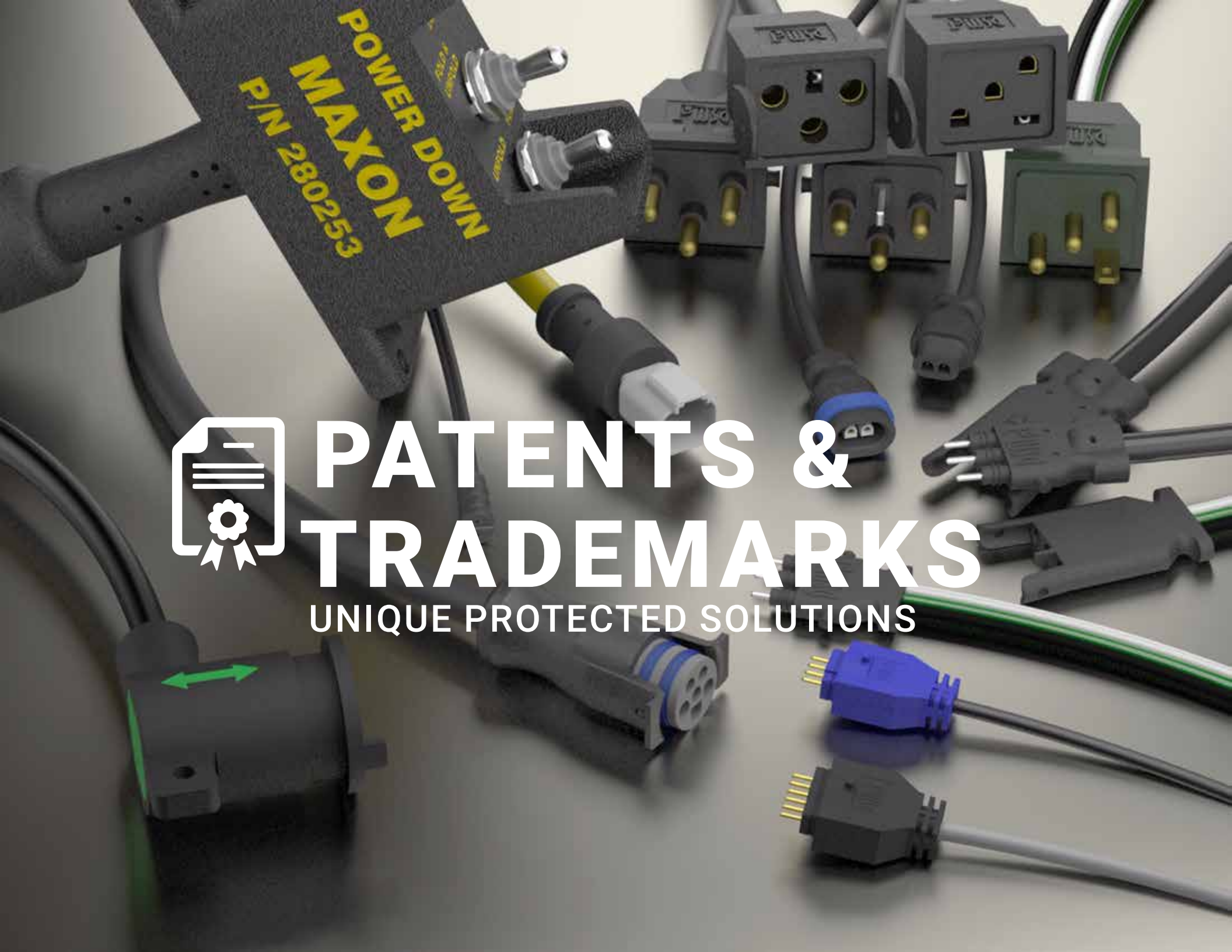
Please see our website for a [full list of certifications and compliances](#).





# PATENTS & TRADEMARKS

UNIQUE PROTECTED SOLUTIONS





# PATENTS & TRADEMARKS

## UNIQUE PROTECTED SOLUTIONS



DSM&T holds over [60 patents and trademarks](#) on a variety of products. Our trademark brands include:

- Sure-Conn® Connectors
- Slide-N-Seal™ Connectors
- MoistureBlock™
- NO SNOW™ Heat Mats

Having many of our custom connectors and heat mat products covered by design and utility patents allows us to offer our customers the unique features and benefits that patent protection offers. We have also filed or received process patents covering the unique manufacturing process of key products, such as our heat mat manufacturing process and our moisture block process.

Please see our website for a [full list of DSM&T patents](#).



# FUTURE PLANS

BLUEPRINT FOR GROWTH



# FUTURE PLANS

## BLUEPRINT FOR GROWTH



Having built a solid foundation for the company over the past 35 years, DSM&T is well-positioned for the future. As we believe in continuous improvement, our plans include:

- New equipment purchases to reduce manufacturing time.
- Continuous employee training to ensure the quality our customers depend upon.
- Expansion and remodel of our facilities to streamline our processes, increase our productivity, and handle future growth.
- Move our Mexico facility to a new building with twice the manufacturing space.

We welcome the opportunity to introduce our company to you.

# CONTACT US

## KEEP IN TOUCH

### CONTACT DETAILS

Direct	909-357-7960
Toll-Free	800-525-0251
Fax	909-357-7950
Email	<a href="mailto:info@dsmt.com">info@dsmt.com</a>
Web	<a href="http://www.DSMT.com">www.DSMT.com</a>

### CORPORATE ADDRESS

DSM&T Company  
10609 Business Dr.  
Fontana, CA 92337

Contact us!

