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.
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 ft² 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.
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.
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, laboratory 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

1984
WIRE & HARNESS ASSEMBLY ADDED TO CORE PRODUCTS

1987
MOVED OPERATIONS TO RANCHO CUCAMONGA, CA

1989
REACHED AND EXCEEDED MFG CAPACITY; SEARCH FOR NEW PLANT BEGINS

1990
LAUNCH OF OUR MEXICO OPERATIONS, DGS ELECTRIC, PRODUCING HEATER PADS

1992
OPERATIONS MOVED TO 42,000 FT² FACILITY IN FONTANA, CA

1997
ISO 9001:2015 FULLY ADOPTED

2004
DSM&T BEGINS PARTNERSHIP WITH CHINESE MANUFACTURING PLANT

2017
DSM&T BEGINS PARTNERSHIP WITH CHINESE MANUFACTURING PLANT
## 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

### PLANT INFORMATION

**SIZE (FT²)**

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<th>US</th>
<th>MEX</th>
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**PRODUCTION LINES:**

US: 8  MEX: 8

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<td>ELECTRICAL EQUIPMENT FOR COMBUSTION ENGINES</td>
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<td>ELECTRICAL HOUSE WARES AND FANS</td>
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PRODUCTS/SERVICES
DELIVERING INNOVATION & QUALITY
WIRE HARNESSES / 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
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
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
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
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
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.
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 & 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
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
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

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Fax  909-357-7950
Email  info@dsmt.com
Web  www.DSMT.com

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