

FACILITIES AND CAPABILITIES



YOUR CONNECTION TO THE FUTURE, TODAY

The industry leader in design and performance



QUABBIN CORPORATE OVERVIEW



Quabbin Wire & Cable Co., Inc. is a privately held corporation founded in 1975 by Paul Engel, CEO and owner. The 140,000 square foot factory, warehouse and corporate offices are located in Ware, Massachusetts, about 80 miles west of Boston. Quabbin also has an office and warehouse in the Chicago area and additional stocking locations in Florida, Texas, Colorado, and California.

Quabbin Wire is named after the nearby Quabbin Reservoir, the primary drinking water source for metropolitan Boston and a popular wildlife sanctuary. “Quabbin” comes from an Indian word meaning “many waters”.

Through the years Quabbin Wire & Cable has completed numerous expansions and upgrades of its production facility, enabling the company to produce more efficiently and remain a quality manufacturer. Quabbin uses state-of-the-art systems such as non-contact laser micrometers, computer controlled inkjet printers, online capacitance monitoring, real-time concentricity controls and microprocessor-based data gathering.

Combining these production resources with advanced technical and sales support has made Quabbin Wire & Cable a name recognized throughout the industry.

Commitment to Quality

“We at Quabbin Wire & Cable have been committed to quality for over 25 years. Not simply quality in our products, but quality in the service we provide, quality we add to our community, and quality as a respected employer. The loyalty we have earned from our customers and employees attests to our level of success.”

“We don’t take our achievements for granted. Quabbin Wire is dedicated to meeting our customers’ expectations for excellent service, competitive pricing, and on-time deliveries. We will continue to focus on being a valuable supplier.”

A handwritten signature in black ink, appearing to read 'Paul Engel'. The signature is fluid and cursive, with a large initial 'P' and 'E'.

Paul Engel, Owner and CEO

QUABBIN'S ENGINEERING SUPPORT

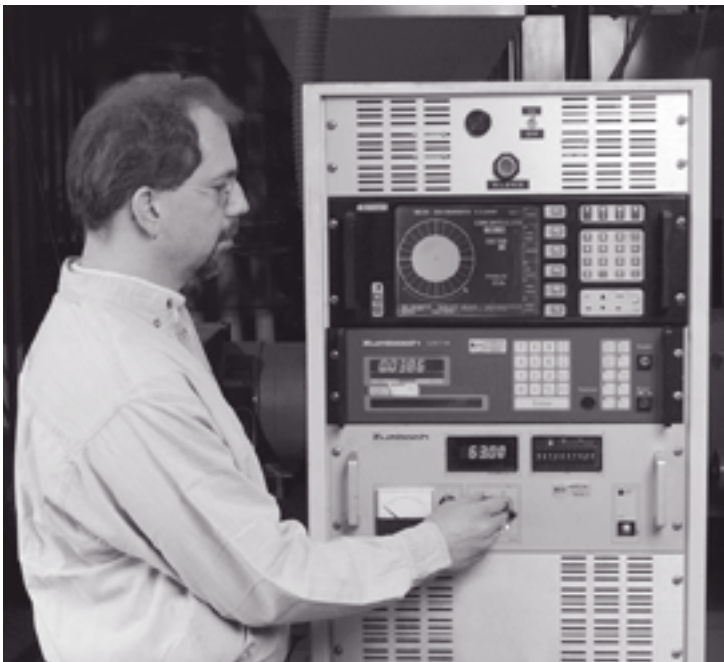
Technical Leadership

Quabbin's DataMax® LAN patch cables exceed industry standards and have earned a dominant market share in North America. They are used worldwide under the DataMax name and also as private labeled product. Most local area network (LAN) premise system manufacturers use or recommend them to interconnect their Category 5e and 6 systems.

Quabbin Wire participates in both the Telecommunication Industry Association's (TIA) connector and copper cabling working groups, regularly making technical contributions that influence industry performance specifications. Quabbin was the first cable manufacturer to study LAN channel return loss (RL) and the related echo and distortion noise effects. Our data was instrumental in getting RL requirements added to the TIA/EIA standard, "Transmission Performance Specification for 4-Pair 100-Ohm Category 5e Cabling".

Quabbin Wire also presents at BICSI and other industry conferences and has published numerous articles in leading trade magazines. This serves to educate network end-users and specifiers. Most of Quabbin's research and technical findings are posted on the Internet through our web site www.quabbin.com.

Quabbin Wire was the first cable manufacturer to develop a T-1 and E-1 cable that could be terminated to a standard modular connector and meet all the signaling requirements specified by ANSI for DS-1 transmission. This same design assisted equipment manufacturers in passing FCC system emissions and radiation requirements.



"Integra-Design" and Prototypes

The unique "Integra-Design" process enables Quabbin Wire to quickly respond to cabling difficulties or new electronic requirements at either the OEM or system level. The "Integra-Design" method allows direct communication between the OEM or system engineer and Quabbin's designers and manufacturing staff.

"Integra-Design" is a paperless procedure that fully integrates both the design of the cable and the development of the required manufacturing process. Benefits include simultaneous cable design and process refinement, low development costs, rapid prototype production and quick new product introduction. "Integra-Design" provides the specifier with cost effective cabling solutions.

QUABBIN'S MANUFACTURING CAPABILITIES

MATERIAL OR TYPE	DESCRIPTION OR RANGE
Conductors	Solid and stranded conductors from 8 AWG through 28 AWG
Insulations	Polyvinyl Chloride, Polyethylene, Polypropylene, foamed or cellular materials, dual-layer or composite dielectrics
Jacketing	Polyvinyl Chloride, Polyethylene, Polyurethane, low smoke/zero halogen, thermoplastic elastomers
Shielding	Aluminum/polyester tape, braids, spiral serves or wraps, dual or composite shields, isolated or common shielding designs
Tapes & Fillers	Clear polyester, paper, longitudinal or cigarette wraps, spiral wraps, jute or rope fillers, polyethylene rods, fibrous fillers, strength members
Multiconductors	From 2 conductors through 75 conductors typically
Multipairs	From 1 through 50 pairs typically
Hybrids	Combinations of different conductor sizes or components within the same cable
Coaxials	DS-3 and other high bandwidth designs up to 24 bundled under a common jacket
Dimensions	Maximum of 1 inch outside diameter

Quabbin's Quality Policy

Quabbin Wire & Cable Co., Inc. is dedicated to designing, manufacturing and selling consistently high quality products. To ensure that our products and service meet our customers' requirements, our quality objectives are:

- to maintain a quality system that complies with ISO 9001*
- to exceed industry and performance standards*
- to employ vendors who share a commitment to quality*
- to ensure employee understanding and support of our quality system*

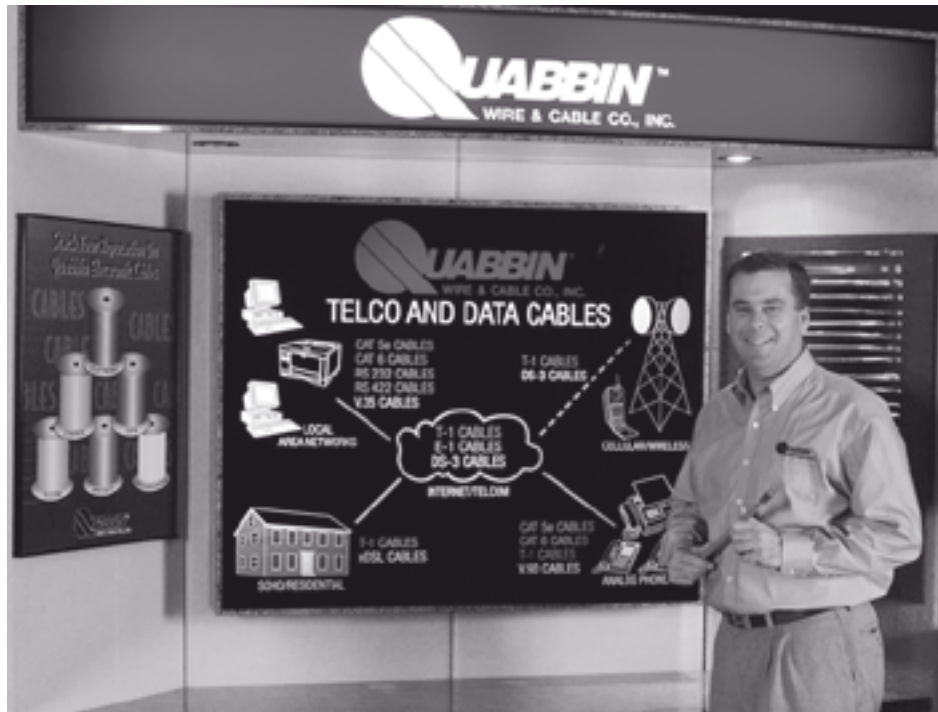
Commitment, teamwork and dedication to quality are leading Quabbin Wire & Cable Co., Inc. to a future of growth and prosperity.

Quabbin Wire & Cable's quality system uses ISO 9001 as our standard operating principle. Training and corporate commitment assure that quality concepts remain an integral part of the company's work culture. Quabbin Wire & Cable's Quality Policy is actively supported at all levels of the organization.

PRODUCTS AND MARKETS

Quabbin Wire & Cable manufactures thermoplastic shielded and unshielded cables for high-speed data transmission and various electronic applications. Quabbin aggressively develops new products to support emerging markets and solve complex performance problems. Some of these newer products include LAN cables for Categories 5e and 6 applications, high speed foam dielectric data cables, T-1, E-1 and DS-3 interconnect cables. End markets Quabbin Wire supports include:

- Custom applications
- Local area network (LAN) systems
- Telecommunication systems
- Control and instrumentation systems
- Process control interconnections
- Computer peripherals
- Sound and audio instrumentation
- Low distortion data transmission
- Fire alarm and security systems
- Point of sale equipment



Sales and Service

Throughout our 25 year history Quabbin Wire & Cable has received “Supplier of the Year” awards from many high-profile customers. Quabbin achieves this outstanding level of customer service by utilizing a highly trained technical sales service force whose response time is the best in the industry. Using a state-of-the-art computer network, orders for stocked products are usually quoted and shipped the same day. Quabbin routinely provides quotations for many custom and specialty cables. Detailed design specifications, pricing and delivery schedules are typically prepared in one working day, while competitors may take a week or more.

Quabbin’s field sales staff consists of both direct employees and independent manufacturing representatives. They are chosen for their wire and cable expertise and their effectiveness in the marketplace. Quabbin stocks over 250 part numbers at six warehouses throughout North America, supporting customer needs, whether big or small.

Quabbin's Distributors and Assemblers

Quabbin sells its products through distribution and value-added assembly houses. Contact Quabbin Wire & Cable Co., Inc. or our field sales representative for a source near you. They will provide pricing and delivery for either bulk cable or terminated assemblies using Quabbin's products.

Product Information

The wide range of Quabbin Wire's capabilities cannot be fully described in this brochure. Quabbin's sales service group or our field sales representatives will gladly provide detailed part number information and a full-line catalog.

Technical Leadership

Quabbin is an active corporate member in both BICSI and the TIA. Quabbin's research and modeling data has had a significant role in setting industry standards. As an example, Quabbin Wire is recognized as the industry leader in the study of LAN channel return loss and the effect of patch cords in a network.

More Information

For detailed technical information on Quabbin's products or technical white papers, contact our local Quabbin representative, Quabbin's sales department, or visit the "Technical Briefs" section at Quabbin's web site.



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