

# Your Interconnect Device Company



Pioneering the global need for data and interconnect devices for more than 100 years.

# Anticipating Change.



One thing is for sure...the world we live in doesn't stand still. The need to carry power and data has developed into the world's lifeline. Fifty years ago, who would have dreamt that telecommunications would be as portable and common as a wristwatch? Who would have dreamt that a physician would be able to check a patient's vital sign information from anywhere in the world in real time? Who would have dreamt that every form of data would be able to be transmitted anyplace in seconds? The need for speed and clarity of data transmission has become our way of life. The need for products which will carry the data and power we all depend on has always been the focus of our company.

A willingness to constantly re-focus on the future, to embrace new technologies, and to rapidly identify changing market and consumer trends has kept Whitney Blake in the forefront of the global need for data and power interconnect devices for more than 100 years. By respecting the tremendous power of change, we have not only become a prime source for finished product, but an invaluable source for the depth of technological expertise required by the many markets which we serve.

Whatever the future brings, Whitney Blake will be there with the total cable connection solution. You can count on that!

---

## WHITNEY BLAKE COMPANY

P.O. Box 579, Industrial Drive ♦ Bellows Falls, Vermont 05101 USA ♦ 1-800-323-0479 ♦ Facsimile 1-802-463-1111  
E-mail [sales@whitneyblake.com](mailto:sales@whitneyblake.com) ♦ [www.whitneyblake.com](http://www.whitneyblake.com) ♦ ISO 9001: 2000 Certified

# Making The Connection.



- plastic and rubber extrusion, insulating and jacketing • shielding, helically wrapped and braided
- plastic injection molding • cabling • taping • coiling • vulcanizing • rubber compression molding



For us, making the connection means connecting with our customers' needs. Responding to our customers' desires for single sourcing complete cable products, Whitney Blake offers complete cable assembly from design to finished product.

Over-mold and compression molded connections are available. Whitney Blake design engineers are with you throughout the entire cable design process to assure your cable assembly products perform to your specifications and beyond.



On-site testing assures certification to military and agency performance specifications. Flex testing, sub-zero and high temperature material performance, ozone and oxidation testing, advanced circuit analyzers and lab rheometers are examples of our quality assurance capabilities.

Connecting with our customers' needs also means providing the widest range of capabilities in both materials and manufacturing in order to offer complete design to finished product possibilities.



Today's markets demand that a supplier have an organizational culture which responds to customer needs, not only out of necessity, but also out of a desire to work in partnership with them to accomplish their goals.

Whitney Blake has not had to change with respect to these needs. Our original business philosophy still works as well as it did over a century ago...customer first.

Your success is our success.



## WHITNEY BLAKE COMPANY

P.O. Box 579, Industrial Drive ♦ Bellows Falls, Vermont 05101 USA ♦ 1-800-323-0479 ♦ Facsimile 1-802-463-1111  
E-mail [sales@whitneyblake.com](mailto:sales@whitneyblake.com) ♦ [www.whitneyblake.com](http://www.whitneyblake.com) ♦ ISO 9001: 2000 Certified

# Great Ideas Take Shape.



## The message is clear...we can make it happen.

**P**ushing the envelope of product design in areas of critical performance and rapidly changing technologies is business as usual for Whitney Blake.

We work hand-in-hand with design engineers in all fields to achieve excellence in a myriad of applications from super-tech communications to power tools.

The requirements and specifications vary but the goal is always the same...performance.

Many of the "smart" products we help develop encompass the full range of Whitney Blake capabilities such as miniaturization, complete module sub-assemblies, small resistors, plastic housings with PCB assemblies, flex circuits and switching circuitry to name a few.

Thinking outside of the box is often required for innovation and creating solutions.

Whitney Blake engineers were initially involved in the design and development of many of the military standards in operation today.

We supply cordage to various military specifications including:

**MIL-W-3795**  
**MIL-C-3849**  
**MIL-W-3885**  
**MIL-I-3930**  
**MIL-C-10392**  
**MIL-C-11997**  
**MIL-C-13273**  
**MIL-C-22442**  
**MIL-C-55040**  
**MIL-C-55668**  
**MIL-STD-45662A**  
**MIL-C-83501**  
**Federal Test Methods / STD. 228.**



In addition to many other stringent testing and specification requirements, all Whitney Blake products are manufactured under the quality assurance guidelines of ISO 9001:2000.

---

### WHITNEY BLAKE COMPANY

P.O. Box 579, Industrial Drive ♦ Bellows Falls, Vermont 05101 USA ♦ 1-800-323-0479 ♦ Facsimile 1-802-463-1111  
E-mail [sales@whitneyblake.com](mailto:sales@whitneyblake.com) ♦ [www.whitneyblake.com](http://www.whitneyblake.com) ♦ ISO 9001: 2000 Certified

# Connecting With Our Customers.



## TELECOMMUNICATION / TRANSPORTATION / MEDICAL DATA AND NETWORKING / CELLULAR MILITARY COMMUNICATION / TELEMARKETING / COMMERCIAL AND INDUSTRIAL

Connecting with our customers really means connecting with "your" customers. We realize the reliability of your cable products directly relates to the satisfaction and performance needs of the end user. The levels of performance and satisfaction required range from comfort and convenience to the highest level of life dependency on data and power transmission.

It's much more than products that get packed in a box and put on a truck to go "somewhere." Whitney Blake cable products are made to exceed both your customers' and your expectations. Quite frankly, that's the only way we know how to do it.

As your markets and product development expand, our expertise in dealing with a diverse customer base becomes a valuable resource for you to answer the challenges you face in delivering innovative and high quality products to the world marketplace.

Attention to detail shows in all aspects of the way we do business with you. One example is the development of effective supply chain scenarios to satisfy inventory requirements for the benefit of customers who require this type of control in their manufacturing process.

And our "rapid response" design and engineering team works to bring new ideas and changes to existing products from concept to prototype to finished goods expeditiously so you can keep pace with your market.

Once a design is finalized, our manufacturing team assures that your cable product is made to your exacting specifications. Throughout the entire process, our world class customer service team keeps you in the loop and current on your order.

We use the word "team" a lot because that's the way we work. And our team of seasoned cable product professionals will become a part of your "team" to get the job done to your requirements...from concept to delivery.

Keeping in touch with our customers and the markets they serve is how we stay current with rapidly changing technologies and consumer trends. You'll find Whitney Blake personnel at trade shows, industry seminars, and anywhere else that affects the markets we serve.

The desire to be ahead of the game is what makes us tick. That's why you'll find more and more Whitney Blake products showing up in exciting and innovative applications every day.



An example of Whitney Blake's constantly expanding role of leadership in the development of high-tech cable products is our developmental role in designing a data interconnect device for the forthcoming M.I.B. project which will play a central role in transmitting patient data from bedside monitors to physicians or care providers via a hospital LAN.

### WHITNEY BLAKE COMPANY

P.O. Box 579, Industrial Drive ♦ Bellows Falls, Vermont 05101 USA ♦ 1-800-323-0479 ♦ Facsimile 1-802-463-1111  
E-mail sales@whitneyblake.com ♦ www.whitneyblake.com ♦ ISO 9001: 2000 Certified

# Truck Cord Assemblies

As with all of our products, our electrical coil cord assemblies for trucks are engineered from the ground up to assure that we cover every detail. Truck electrical cord assemblies have to perform in a rugged environment...day after day, week after week, mile after mile. That's why features such as superior extension life, sag-resistant coil memory and super resistance to road salt are built right into our truck cables.

Truck cables are subjected to daily abuse by battery acid, brake fluid, diesel fuel, engine coolants, power steering fluid and a host of other oils that could be a problem for other cables. We've taken the time and effort to build a product that delivers excellent resistance to fluids of all types. It's just another pre-engineered feature of our truck cables that assures long life and



reliability for those who rely and depend on them.

One thing is for sure, truck cables aren't stationary. Truck cables are continually moving, swinging and banging into each other. That's why

special attention has been given to developing an especially tough and durable jacket for abrasion resistance, such as ours, which is second to none.

The best cable in the world is only as good as the connectors on each end. Our connecting devices are specially designed to handle the rough conditions required of them. Our truck electrical coil cords are built for endurance and will provide you with confident service over the long haul.



Designed and built  
for the real world...  
mile after mile.



- **Applicable Specifications:**  
SAE J1067 Type F (Flexible) Coiled Cords  
Or Type S (Stationary) Straight Cables  
SAE J2394 Type F Or S  
SAE J2222
- **Superior Extension Life**
- **Sag Resistant Coil Memory**
- **Excellent Fluid Resistance:**  
Fluids Such As: Battery Acid, Brake Fluid,  
Diesel Fuel, Engine Coolants, Engine Oil,  
Power Steering, Transmission Oil
- **Excellent Resistance To Road Salt**
- **Tough, Durable Jacket Provides  
Excellent Abrasion Resistance**

## WHITNEY BLAKE COMPANY

P.O. Box 579, Industrial Drive ♦ Bellows Falls, Vermont 05101 USA ♦ 1-800-323-0479 ♦ Facsimile 1-802-463-1111  
E-mail [sales@whitneyblake.com](mailto:sales@whitneyblake.com) ♦ [www.whitneyblake.com](http://www.whitneyblake.com) ♦ ISO 9001: 2000 Certified

# Driven By Demand.

## In-stock or custom designed, design engineers specify Koiled Kords™ for almost any application.

The pulse of the world's cable market can be measured by Whitney Blake's

Koiled Kord business.

Koiled Kord has become a known brand name throughout the entire wire and cable industry as the cord of choice for a myriad of applications.

Our in-stock Koiled Kords deliver product consistency and reliability right off the shelf whether you are manufacturing or distributing wire and cable products.

In-stock cords are being used in computers, bar code readers, medical equipment, material handling equipment, production line tools, virtually all types of commercial vehicles, and in a wide variety of instrumentation and testing devices throughout many markets.

Imagine an application...we just might have an in-stock Koiled Kord waiting for it. If we don't, we can custom build to meet your requirements in record time.

Features such as serial or parallel interface cables with conductors



color coded to your specifications, tinsel or stranded wire, wire sizes ranging from

8 AWG to 32 AWG, stranded tinned soft copper or cadmium-copper wire, to name just a few, are capabilities available to you.

Getting product the way you want it and when you want it quicker and easier than ever before. Custom or in-stock, material options for Koiled Kords are practically endless... natural rubber, EPDM, SBR, PVC, TPR, Nylon, Polyethylene, Santoprene®, Polypropylene, Hytrel, Neoprene and Teflon to name a few.

Our in-stock cords offer a wide variety of sizes and gauges of wire, a variety of insulation and jacketing options, a variety of termination choices, a variety of fillers, and a variety of shielding possibilities to fit many

applications

"right off the shelf."

Stock or custom, all Koiled Kords pass the same high stringent quality standards that every Whitney Blake product must meet. Many distributors across the country stock our cords because of the availability and consistent quality that only Whitney Blake

## When the world goes shopping for stock cords, Whitney Blake delivers.

### WHITNEY BLAKE COMPANY

P.O. Box 579, Industrial Drive ♦ Bellows Falls, Vermont 05101 USA ♦ 1-800-323-0479 ♦ Facsimile 1-802-463-1111  
E-mail sales@whitneyblake.com ♦ www.whitneyblake.com ♦ ISO 9001: 2000 Certified

# Contract Manufacturing

## A Strategy That Encompasses Total Fulfillment.



**M**ore and more companies are turning to Whitney Blake for their assembly needs. The reasons are clear. We have our own, in-house, highly sophisticated contract manufacturing facilities that provide our customers with total fulfillment from manufacturing parts to final assembly and packaging.

We offer more than just hands to put the pieces together. Our team of contract manufacturing professionals will guide you through the whole process and will often find a better and more efficient way to do the job. This means that our customers can lower their total overall costs, get a better handle on their asset and overhead utilization, and keep their inventory levels low while having the ability to meet market demand in a timely fashion.

While issues of product cost and inventory are important, this service offers another side that may have a dramatic effect on your total marketing strategy. Utilizing our facilities for assembly actually expands your production capacity without incurring all the extra costs which normally go along with expansion of your own facilities. This means the potential of a "shorter time to market" and the ability to respond to market demands and fluctuations as they occur and not be constrained by your manufacturing capabilities.

Our customers collaboration with Whitney Blake in this area has become an integral part of their global supply strategy in meeting the ever changing demands of the business world we live in.



**Whitney Blake is strategically positioned with NAFTA manufacturing in Mexico and the United States to offer the best solution for you and your products.**

### WHITNEY BLAKE COMPANY

P.O. Box 579, Industrial Drive ♦ Bellows Falls, Vermont 05101 USA ♦ 1-800-323-0479 ♦ Facsimile 1-802-463-1111  
E-mail [sales@whitneyblake.com](mailto:sales@whitneyblake.com) ♦ [www.whitneyblake.com](http://www.whitneyblake.com) ♦ ISO 9001: 2000 Certified

# Looking Ahead.



Since 1899, Whitney Blake has been pioneering the design, development, and manufacturing of retractile cable and wire products. In fact, Whitney Blake was a leader in the manufacture of rubber insulated wire and cable right from the beginning with the first commercial patents for retractile cords. It's clear that our focus and heritage will dictate our future for many years to come as we move into the new century.

Since day one, we have been looking ahead and preparing ourselves for the future of the many markets that we serve. Whitney Blake retractile cords, wire, and cord assemblies will continue to be an integral part of the process of moving communications data and electrical power from here to there just as we have been for the past 100 years.

We are looking forward to the many exciting developments that will come as data and power transmission needs continue to grow and are prepared to meet those needs, whatever form they may take, now and in the future.

Whitney Blake Manufacturing Facilities:

**Vermont**

P.O. Box 579, Industrial Drive  
Bellows Falls, VT 05101

**Mexico**

Calle Obrero Mundial y Blvd. Garcia Morales #9  
Parque Industrial DYNATECH  
Hermosillo, Sonora 83170 Mexico

*We would be pleased to hear from you.*

---

## WHITNEY BLAKE COMPANY

P.O. Box 579, Industrial Drive ♦ Bellows Falls, Vermont 05101 USA ♦ 1-800-323-0479 ♦ Facsimile 1-802-463-1111  
E-mail [sales@whitneyblake.com](mailto:sales@whitneyblake.com) ♦ [www.whitneyblake.com](http://www.whitneyblake.com) ♦ ISO 9001: 2000 Certified