



GREENSTOCK™

# in-connect

MAKING THE CONNECTION

# About us

Greenstock In-connect has been a market leader in the design and manufacturing of cable assemblies, cable connectors and wiring harnesses since 1993.

In the early days the company formed close working relationships with a number of leading OEM's in the health and leisure sector. Through these relationships the company developed a variety of customer specific connectors and cable assemblies for battery operated equipment such as mobility wheelchairs and powered golf trolleys.

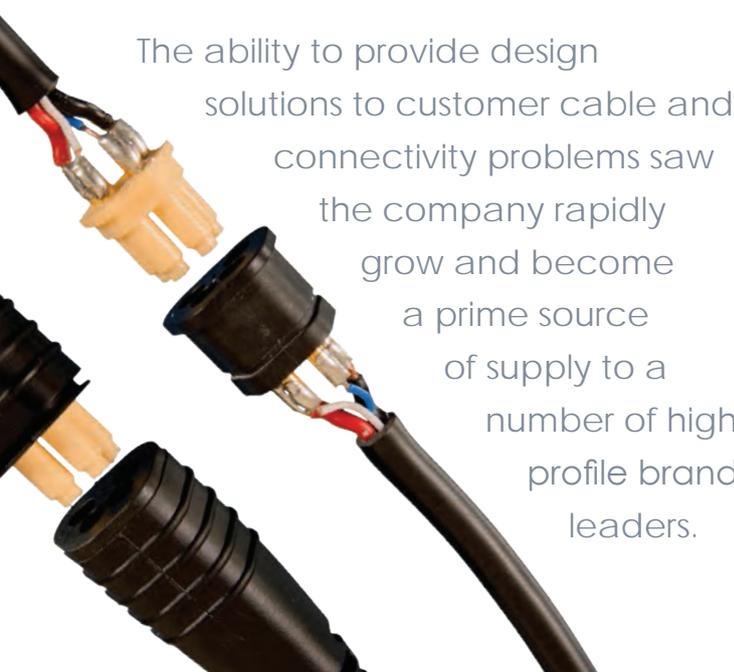
Through the successful design and manufacturing of these solutions for our customers, many of which have now become the standard to which all other parts are measured within the industry.

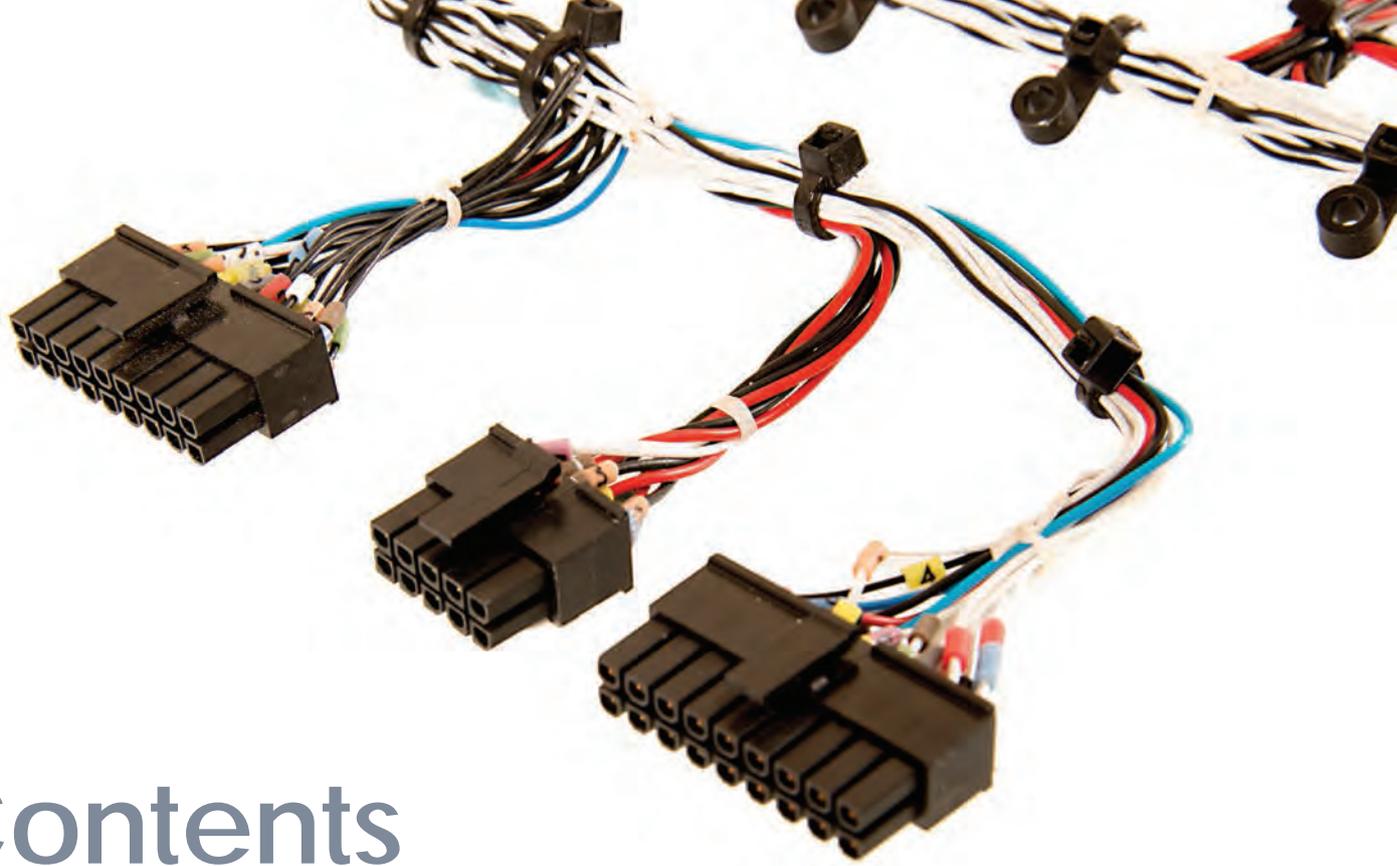
The ability to provide design solutions to customer cable and connectivity problems saw the company rapidly grow and become a prime source of supply to a number of high profile brand leaders.

These innovative designs led to the business enhancing its overmoulding capability and this created further opportunities as customers recognised the benefits of an integral connector configuration as opposed to discrete components. As well as continuing to invest in capital equipment the company also invested in sophisticated IT Systems to provide customers with instant online information for any orders they have placed, delivery schedules and the ability to add notes to specific PO's.

In March 2006 the company ownership changed and this resulted in a move to a purpose built 12,000 sq. foot facility in Lincoln, which has an excellent road and rail network providing easy access to it's national, and international customer base.

The company has continued to extend its client base world wide, and now exports to 13 countries, with customers in the USA, Europe and Asia.





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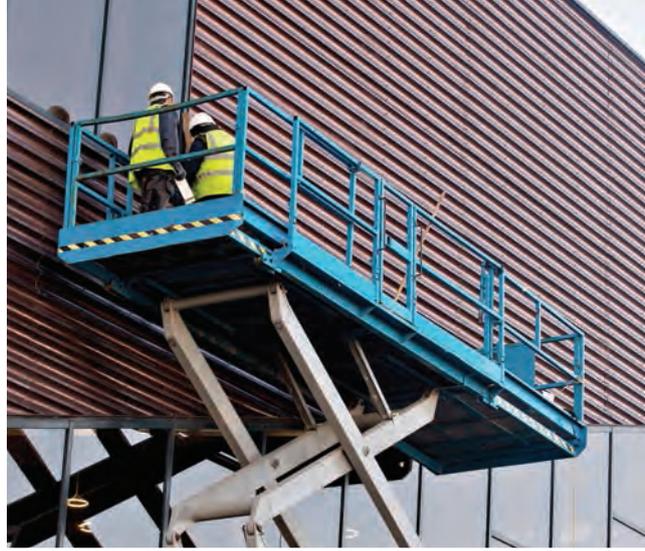
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# Applications & Customer Base

With many years experience servicing our customers exacting requirements, we have built a large portfolio of industry wide clients. The range of industries to which we supply include:

- OEM's
- Lighting
- Automotive
- Domestic appliances
- Marine
- Battery powered  
(Mobility, Golf Caddies, Lifting Equipment)
- Aviation
- Rail
- Security Systems
- Communications
- Utility metering
- Military/defence
- Medical
- IT Systems
- Telecommunications





# Supporting your business

As an independent manufacturer and supplier of cable assemblies, connectors, electrical assemblies and moulded components we are able to offer a full turnkey solution. From the initial enquiry through to product delivery we support our customers throughout the entire process.

## ► Quality Control

Our quality department 100% test every product to ensure our high standards are maintained at all times ensuring our customers receive exactly what they expect. With continued staff training and our extensive knowledge of our customers needs and expectations, you can rest assured that every item shipped is fit for purpose and as promised.

## ► Product Design & Development

From cable harness design through to complex, application specific connector products, in-connect has the experience and the capabilities that count. Working with industry leaders within their fields, we have produced many custom designs



and taken them through to mass production. We can take your idea from concept or drawing through to final production runs of high volume with full support through out the entire process.

► **Customer Connect**

Having invested heavily in IT systems, we now offer Clients online access to our 'Customer Connect' portal. This unique facility allows instant access for customers to check outstanding delivery schedules, add notes to existing orders whilst also check account status.

► **Stock Management**

In-Connect maintains significant levels of stock both in the Far East and our UK based warehousing facilities. We can work with customers to develop their ideal stock and delivery profile, offering

scheduled, KanBan and buffer stocking services together with line side delivery options, often delivering directly to manufacturing facilities worldwide on behalf of our customers.

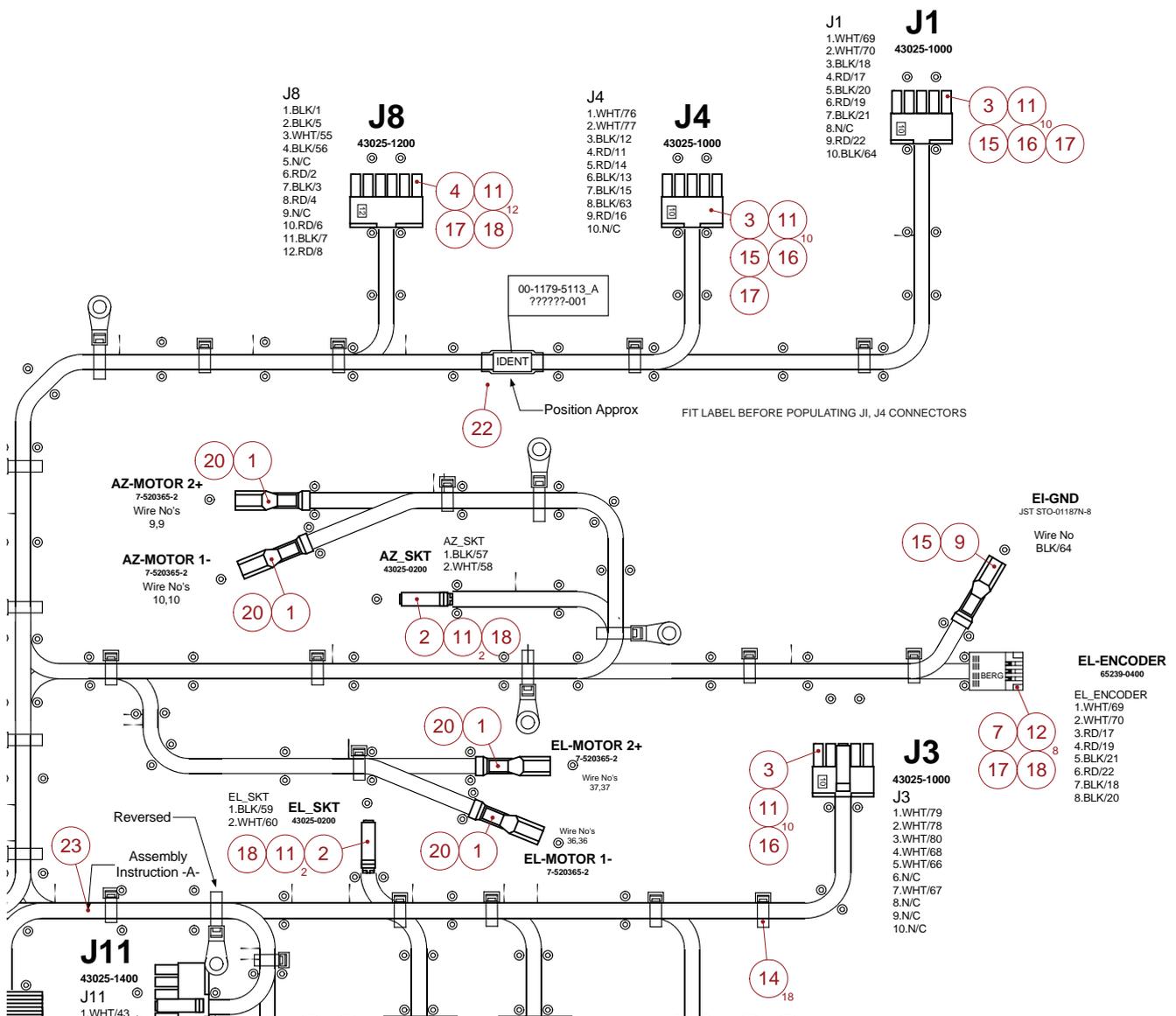


# Subcontract Manufacturing Services

With manufacturing facilities in both the UK and Far East, In-connect is able to offer a wide range of services to its customers. From complete turnkey solutions including design, tooling and manufacture, to simple component assembly to a customer's specification.



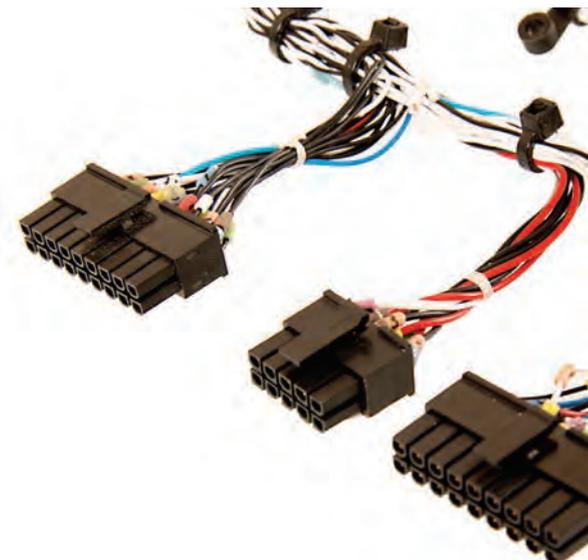
► Contact us to discuss your exact requirements, we can always help.





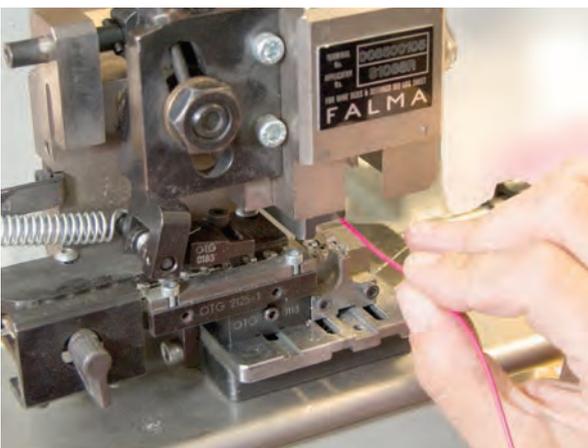
### ► Cable Assemblies

The core of In-connects business is the manufacturing of cable and connector assemblies or looms. We are happy to quote against any drawings, parts lists or samples you have or alternatively we can utilise our extensive experience to design your product with you.



### ► Wire Harnesses

In-connect supplies many different styles of harness assembly from the simplest crimp/wire combination to complex larger multi wire harnesses with experience in many different business sectors including consumer goods, mobility, medical sensors, automotive lighting, military target acquisition and commercial aviation.



### ► Cable & Wire Processing

In-connect can utilise its automatic machinery to process wires and cable at extremely cost effective rates. Whether you want simple wires cut to length, crimp terminals, ferrules applied or wires tinned ready for soldering, in-connect is your ideal supplier.

# Moulding Services

In-connects moulding facilities cover a wide range of manufacturing techniques from low volume low pressure moulding through to high pressure mass manufacture moulding using state of the art equipment. **Our mould tooling is produced to meet individual specifications and offers a fully bespoke option for our clients. Whether it is company branding or a unique design for product performance, our moulding capabilities offer the full service. From product design through to development support we really can help your product look and feel exactly as it was designed to.**



## ► Traditional Overmoulding

The process of injection moulding plastic in and around another component to fully or partially encapsulate it is now common place in the cable and connector industry. In-connect currently provides its customers with a wide range of over-moulding options including moulding to form cable grommets, provide strain relief, encapsulate PCB's or EMC suppression ferrites into cable assemblies.



## ► Injection Moulding

This is the simplest type of moulding we carry out. Larger volumes are generally produced in the Far East and then held in stock in the UK ensuring our customers receive the service levels they expect from a UK manufacturer but at the most competitive prices. We do however retain the capability to do smaller volumes or more complex moulding in the UK.



### ► Low Pressure Overmoulding

Low pressure over moulding uses hot melt style materials and offers a lower tooling cost than standard injection moulding. This lower initial investment makes this process much more suited to low and medium volume applications.



### ► Inset Moulding

Similar to overmoulding, the process of inseting metal tabs or pins into mould tools prior to injecting the required plastic. Generally used to produce custom connectors, headers or interface panel assemblies. Our staff have many years experience designing and manufacturing connectors and interconnection products using insert moulding techniques.

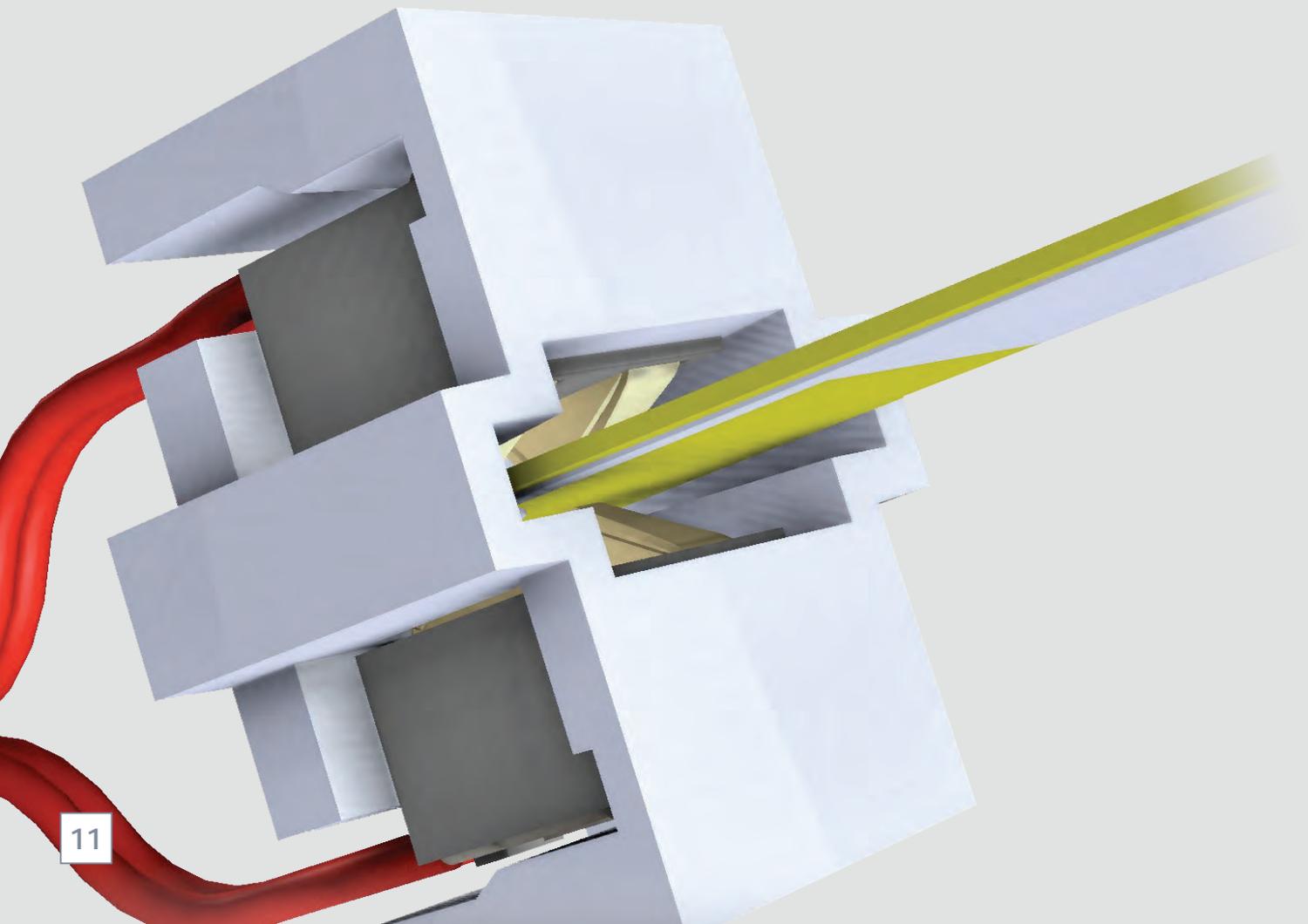
# Design & Development

In-connect offer a full design and development service for all of our customers needs.

Our commitment to you starts from the beginning where you will be assigned a dedicated point of contact within our experienced project management team who will work with you throughout your enquiry.

We have many years experience in taking your ideas from a basic drawing through to a fully working prototype in a short period of time.

Using information supplied by our clients during the initial consultation process enables us to then offer first off pre-production samples for customer evaluation. In many cases during this development process our experienced team will identify potential quality and or cost saving options for further customer consideration.

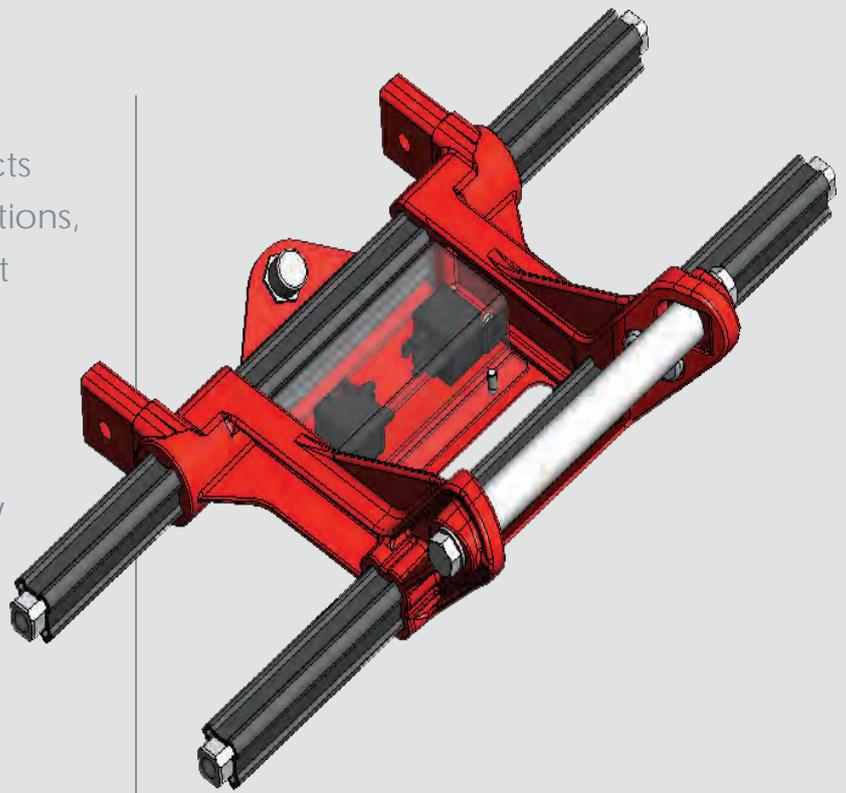


### ► Connector Design

When current connector products are not suitable for your applications, or simply if you want to stand out from the crowd we can help.

We have a strong history of connector design and many of the products we have previously designed are now recognised as industry standards.

The design of any bespoke item including custom connectors is always a collaborative process.



At all times during the designing of your product, communication is the key to success. Working with In-connect is a partnership and we undertake every project with the same ethical approach as we would our own product development.

### ► Cable & Harness Design

In-connect also provide a complete cable and harness design service. Making use of existing connectivity components or recommending custom designed items where appropriate.

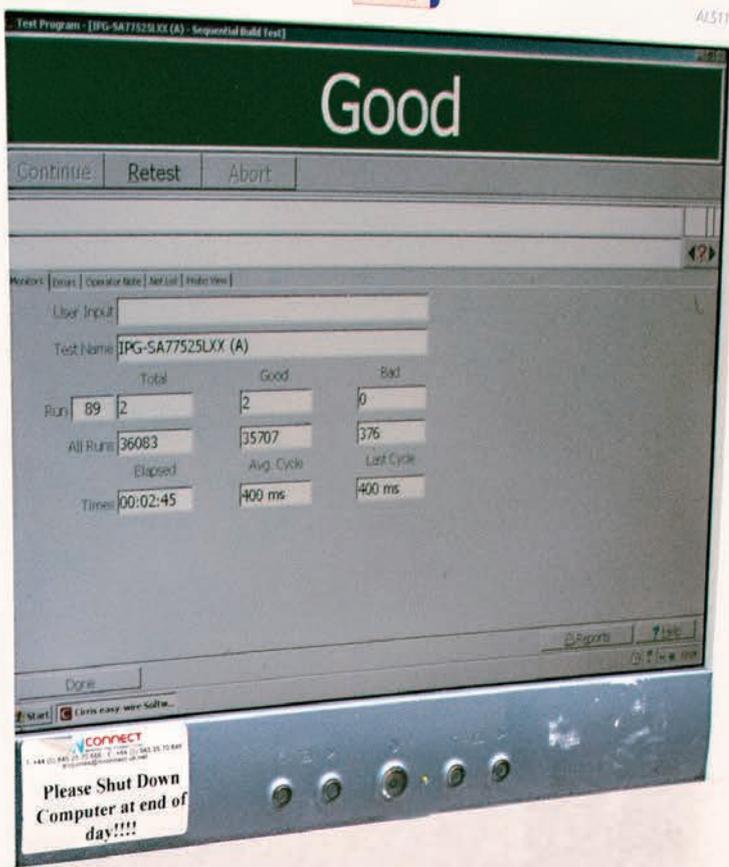


# Quality & Testing

In-connect has a dedicated Quality Control Department and test facility who are responsible for the 100% testing of all products prior to shipping.

Our internal Quality Department test every product line using various methods including industry standard and recognised Cirris systems software and our own manufactured test equipment and internal programming. This enables our quality engineers to test your products as if they were in a 'real world' environment. Our testing is rigorous for not only the most complex of projects but even for small requirements of single wire crimping.





► We understand the importance of Quality and as an ISO accredited business you can be confident that every product from in-connect has been manufactured and tested to guarantee its performance.



# Rnet Wheelchair control system, interconnection system redesign

Approached by one of our existing customers we were glad to assist them in a complete redesign of the interconnection system for their wheelchair control and drive system. Not only were we able to provide a much more aesthetically pleasing and user friendly product but we also reduced the cost of the overall package by 40%.

Our experienced design team took this challenge on and presented a concept addressing all of these areas of concern. With our support

this concept was taken through into production and has resulted in ongoing savings and increased business for both us and our customer.

### Customer Benefits:

- Reduce cost
- Incorporate company branding
- Reliable and bespoke solution which is now industry standard



1. Integrated BUS connection, custom design reduces dependency on old connector supplier and reduces product cost.
2. Connection Labels moulded into face, assists customer in making the correct connections.
3. Protected high current connection, incorporating latch feature improves product safety.



Cable mount male and female BUS connectors, incorporating bump latch feature & company branding.



Moulded connectors, robust and tamper free.

# LED Lighting Plug and Play Connection System

Working with a customer selling lighting products into the shop fitting market, we developed a plug and play low voltage lighting interconnect system.

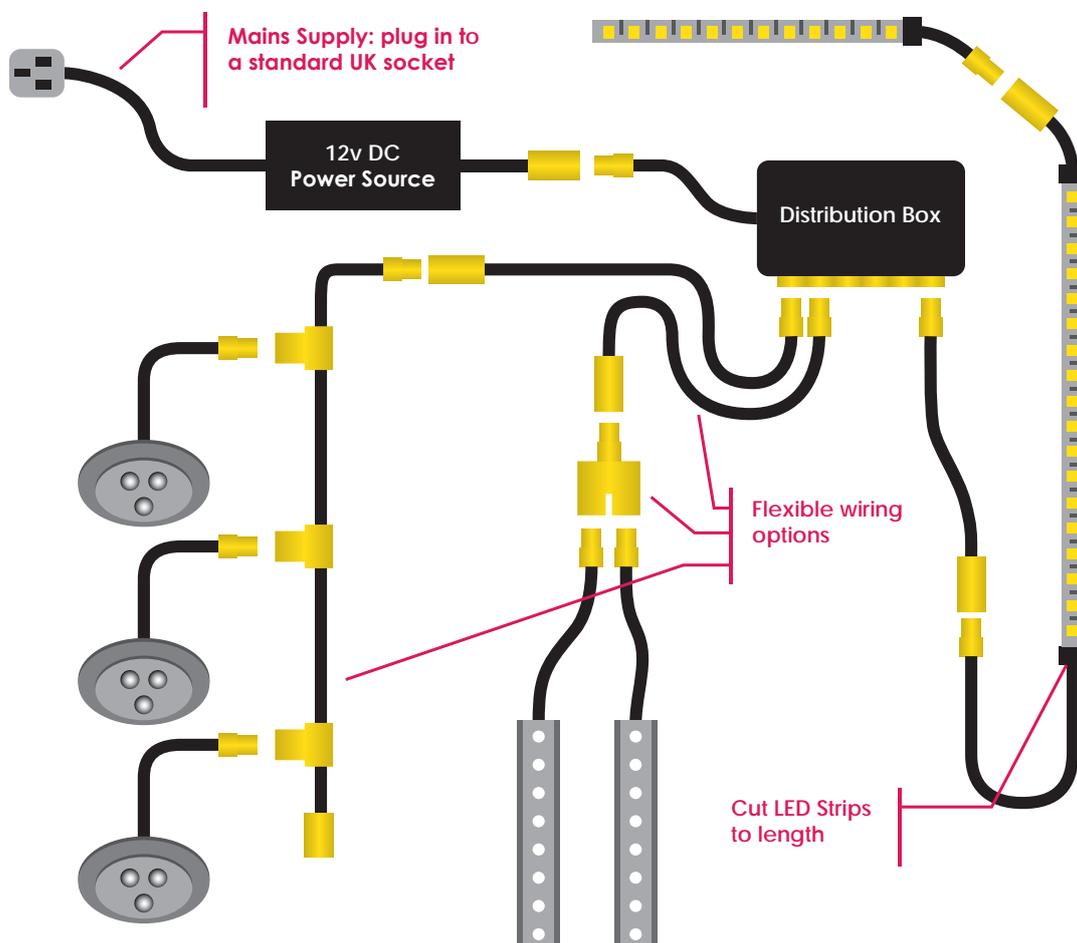
This system enabled our customer to stand out from the crowd, whilst providing the end customers with a connection system design to meet the demanding needs of the commercial lighting installer. In order to keep tooling costs down we used our extensive industry experience to select and source an

off the shelf connector, marrying this up with custom cable and lighting components.

It's a win win solution! We increase sales, our customer is able to offer a unique solution, and the end customer reduces installation costs...

## Customer Benefits:

- Market leading technology
- Reduced installation times
- Bespoke flexible system
- UK Manufactured



# testimonials

In-connect has proven an asset to our business over the last few years, giving us a valuable, flexible service on the electronics parts we use, prices have been good and the service extremely reliable, and the fast response times are very much appreciated.

*Martin Campbell*

Logistics & Supply Chain Dept Senior Buyer  
Sunrise Medical

In-connect's technical capabilities and over-moulding facilities put them in a league of their own. This, coupled with their flexible approach and commitment to customer service, makes them an ideal business partner.

*Claire Childs*

Managing Director  
Live Electronics

We have been using Greenstock (in-connect) to produce our wiring requirements for over 5 years. What makes in-connect so unique in our experience is that not only do you get a first class product that is manufactured to the highest standards, it is all backed up with outstanding service from design, through ordering and after sales.

There are many manufactures that could learn a lot from in-connect, its five star manufacturing and service.

*Richard Harris*

Managing Director  
Clenaware Systems



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