

ENGINEERED COMPONENTS COMPANY

1100 Davis Road, Elgin, IL 60123 TEL 847-841-7000

EMAIL sales@engcomponents.com WEB www.engcomponents.com



ENGINEERED COMPONENTS: 'INNOVATE, DON'T VEGETATE' by Dennis Cowhey, President, Computer Insights

Engineered Components Company was founded in 1983; ECC has continually grown in the areas of technology, market share, and acquisition.

Arne Henriksen did not like the direction the company he worked for was heading. The company wanted to produce for orders as received and not inventory any material. Arne thought they should produce for inventory based on part history and sell from stock. He felt that this approach would better serve the customer and the business. When the company he worked for refused to change, Arne founded Engineered Components Company.

Engineered Components Company, or ECC, is a privately-owned fastener supplier and fastener distributor of standard and per print specialty fasteners. ECC also distributes a multitude of other components that are utilized by original equipment manufacturers worldwide. Their Anchor Bolt and Screw division sells to distributors only with a dedicated sales team, separate from OEM sales, and provides products to countless fastener companies across America that operate in a range of industries.

Why Fasteners?

I asked Arne why he was interested in the fastener industry instead of something else. He shared, "I was in the fastener business since I was ten years old. My father brought home parts for my sister and me to sort out mixed material and gave us a couple of dollars for spending money. This was for Anchor Bolt and Screw Company that he and my uncle started in the '60s. Once you are in the fastener business, you are always in the fastener business."



Truly Unique

Engineered Components Company's motto is "Innovate Don't Vegetate." Their engineering and design expertise has led to multiple patents and customer cost savings. They are proud of their culture, which promotes long tenure, knowledgeable employees, and teamwork. From the start, their focus has been on communication skills and promptness in responding to customer's needs and requests. Being privately owned and full of "professional scramblers" brings flexibility which results in excellent problem-solving.

Their highly-trained sales staff offers an unparalleled level of technical knowledge, service, and personality. With stocking warehouses located across the country that support a variance of VMI and in-plant material management programs, ECC can respond rapidly and effectively to their customers' needs.

ECC's team is one of its greatest assets, from its dedicated assembly crew to its in-house quality assurance technicians.

As one of the industry's leading fastener distributors, they understand that they must continually work to improve to stay on top. Highly-trained and committed to meeting – and exceeding – their customers' expectations. Their team is driven to work alongside customers to discover their needs and understand their applications.

Engineered Components Company strives to meet the industry's most stringent standards. As an ISO 9001:2015 certified fastener supplier, they have proven their commitment to continual improvement and superior quality. Working to meet or exceed IFI and ASTM standards, ECC performs thorough, in-house quality testing in one of the industry's best quality assurance labs. They ensure that every piece, part, product, and component that leaves their facility satisfies their customers' requirements.

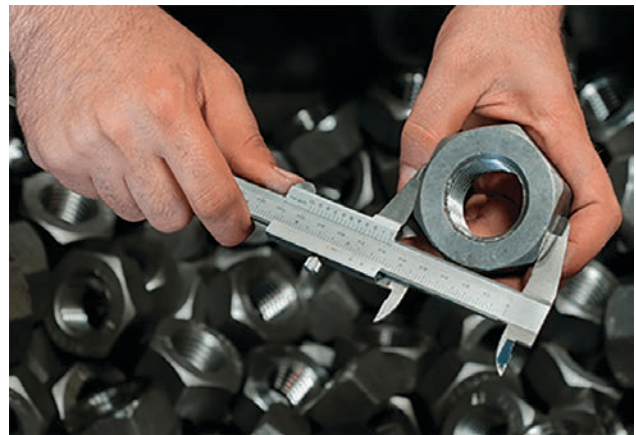
ECC's massive product line is essentially unlimited, and its capabilities are continuously expanding due to its worldwide manufacturing partnerships, in-house and domestic affiliate manufacturing. In addition to many major distributors who carry over twenty proprietary items. In all aspects, ECC is truly unique. They strive to remain unsurpassed in quality, operating their own in-house ISO-registered quality assurance lab and offer an unmatched level of service, competitive pricing, engineering and value-added, state-of-the-art bagging, and boxing equipment.

Industries Served

I asked Arne to describe his ideal customer. He said they look for open-minded people that are interested in long-term relationships. The more a customer learns about ECC's structure and capabilities; the more opportunities will become apparent. Communication is the key to a successful, lasting partnership.

Some of the industries ECC is serves include:

- ✧ Truck Trailer Production & Aftermarket
- ✧ Truck Body
- ✧ Window & Door
- ✧ Transformer
- ✧ Air Conditioners
- ✧ Automotive Production & Aftermarket
- ✧ Boating
- ✧ Plastic & Metal Dispensers
- ✧ Plumbing



- ✧ Grain Bin
- ✧ Housekeeping Carts
- ✧ Gas Pumps
- ✧ Construction
- ✧ Gun Safes & Work Benches
- ✧ Bridge Building
- ✧ Security Systems
- ✧ HVAC

Acquisitions

ECC has grown through hard work and acquisitions. Arne shared his thoughts on the subject of acquisitions, "The marketplace and global economy continue to change and automate. Growth potential from cold calling and arranging appointments with purchasing managers is almost non-existent. Smart acquisitions are the best way to grow. Acquire someone in your comfort zone. Minimize risk through due diligence. Results will lead to a more diversified customer base, new product lines to sell to existing customers, and increased purchasing power." I asked what the most significant challenges he faced with their acquisitions were. He told me, "It's always challenging identifying and integrating the best of another company's culture. It is also challenging to come up with accurate inventory analysis from companies acquired. True synergy increases opportunities throughout the company."

- ✧ 2002 – Acquired Best Service and Prairie State
- ✧ 2004 – Acquired Pyramid Screw Products and Assembly Supply
- ✧ 2005 – Acquired Interplex
- ✧ 2009 – Acquired Anchor Bolt and Screw

Technology

Arne told me, "Having a reliable software system that does what we need without us having to worry about it is a must. The Business Edge™ by Computer Insights, Inc. helped streamline our processes, provided VMI simplification, RFID, and more.


Everyone at Computer Insights, Inc. is very responsive and accommodating to our requests for support and new features.

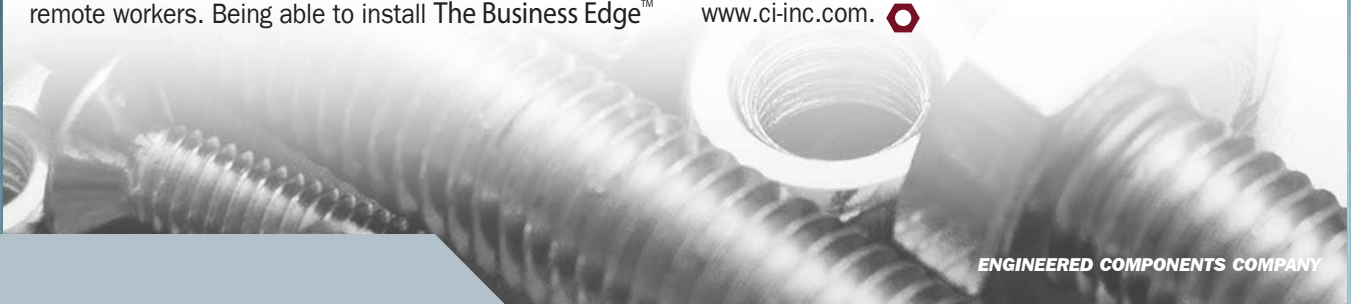
Since the start of the COVID-19 pandemic, we have had to scramble more than usual. Beyond traveling less and being more creative, we needed to accommodate remote workers. Being able to install The Business Edge™

on remote workstations at no additional cost was helpful."

More Information

Engineered Components Company (ECC) can be reached at 1100 Davis Road | Elgin, IL 60123. Contact Arne Henriksen, President by telephone at 847-841-7000, email sales@engcomponents.com or visit them online at www.engcomponents.com.

Computer Insights, Inc. can be reached at 108 3rd Street, Unit 4, Bloomingdale, IL 60108. Contact Dennis Cowhey, President, by telephone at 1-800-539-1233, email sales@ci-inc.com or visit them online at www.ci-inc.com. 



ENGINEERED COMPONENTS COMPANY