



## **NETCO Extruded Plastics Company History**

**NETCO Extruded Plastics, Inc.**, which is ISO 9001:2008 certified, has operated from its headquarters in Hudson, Massachusetts since 1937. The company offers a broad line of extruded products including profiles, clips, insulators and protective sheaths to meet the demanding requirements for a variety of industries. As a leading custom extrusion company, the company offers products that are cost competitive, delivered on-time, and supported by a dedicated customer service organization.

NETCO specializes in providing products to the medical and telecommunications sectors but also provides plastic extrusions for other industrial and construction uses. From simple shapes to complex profiles in a variety of materials, NETCO delivers solid, single and multi-lumen tubing, co-extrusions, profiles and assembled finished parts to serve markets around the world.

The company was originally founded in 1937 by Sanford Brown, M.E. Delaney, H.K. Entemann and Howard Wilkoff, who previously worked for Union Carbide and U.S. Steel. They initially launched the company under a contract to produce protective plastic tape coverings for cable used by the U.S. Navy. The four men began working in a small warehouse in Hudson that they rented from a friend.

Initially called the New England Tape Company, the firm eventually changed its name to the acronym NETCO. In the mid-1940s, the company redirected its research and development along with its problem solving and engineering strengths to non-government applications. The company also began developing a wide variety of products such as electric blanket wire as well as automatic splicing, guards, cables and wires for the telecommunications industry. NETCO then began to focus on the medical industry with products such as x-ray opaque yarn

In the ensuing years, the company continued to refine its extrusion techniques by acquiring more modern equipment, especially state-of-the-art extruders. Secondary operations were developed too. This included a variety of ancillary operations such as punching, hot stamp printing, and similar operations that enhance plastic extruded parts.

Several innovative products were also introduced. One is called bSplice, which is a protective tarp primarily used on telephone wires, and another is called x-ray monofilament, used in operating rooms. Additionally, a Class 8 clean room was constructed in the plant for the protection of extruded medical components.

Germany-based Brüggmann acquired NETCO in 1981. During that decade, the NETCO building was doubled in size by a modern addition that included an expansive warehouse, more production space, and new office facilities.

During the 1990s, NETCO constructed a second location—a new and modern, state-of-the-art plant in eastern Tennessee. The new plant did not work out as planned and was sold shortly after the turn of the century. Operations were then re-centered in Hudson, Massachusetts, and business prospered as it had prior to this diversion. While this was a serious diversion, it did not adversely affect the continuity of the company, and NETCO's owners are proud to say that none of the supportive partners in Tennessee suffered from this.

In 2002 Brüggmann and its related thermoplastics resources were organized under Salamander Industry-Products ([www.sip-windows.com](http://www.sip-windows.com)) and NETCO Extruded Plastics, Inc. While maintaining its continuity in management, NETCO continues to work cooperatively with the Salamander Group and is increasingly building a strong connection to ttp ([www.ttp-online.de](http://www.ttp-online.de)), a leading German company that also belongs to the Salamander Group.



**AT 75 YEARS, THE CURRENT PRESIDENT AND CEO IS MR. KNUT SCHMIEDEKNECHT.**

In late 2007, NETCO's Management team decided to obtain ISO 9001:2008 Quality Management System certification. ISO, the International Organization for Standardization, provides the blueprint for standardized quality systems throughout the world. In June of 2008, NETCO's quality system was audited by an independent third party and granted ISO certification.

Through this process, NETCO created a more efficient, effective operation while also increasing customer satisfaction and retention. The ISO certification has also enabled the company to pursue business with world-class medical device companies, an option that would not be available without certification.

Located today at 30 Tower Street in Hudson, the company currently employs 25 people and operates out of manufacturing and maintenance buildings on two acres of land.

"We are grateful to our customers, employees and partners that have allowed us to achieve a level of success for so long," said Knut Schmiedeknecht, President and CEO of NETCO. "We expect our long business tenure, which is very unusual in the plastics extrusion sector, to continue for many more years. We've flourished because of our ability to adapt to the changing needs of our customers and innovate new manufacturing solutions."