



Member Profile

Member Profile: Nexans Energy USA, Inc.

Year Founded: 1911, 1945 in the Hudson Valley

Location: Chester, NY

Products: Specialty wire and cable products to national distributors.

Website: www.nexans.com

The Nexans facility in Chester, like many other local manufacturers, started out as a much smaller company, the Chester Cable Company. Founded by Malcolm White at the former "New School" on Oakland Avenue, the Chester Cable Company employed fifteen people. In 1948 a fire destroyed the original building, but Mr. White quickly rebuilt on the same site and was soon back in business. From 1945 to 1979 the company underwent several ownership changes, including being owed for a time by CITGO. In 1979, it became part of Alcatel, a large multinational based in France, and in 2001, when Alcatel divested itself of cable manufacturing, Nexans was created.

The main company that formed Nexans North America is celebrating one hundred years of business this year. Originally founded by five entrepreneurs in Ontario, Canada, as the Canada Wire and Cable Company, their objective was to design and supply the necessary primary and secondary distribution cable to transmit power from the hydroelectric facilities at Niagara Falls to the surrounding Ontario area. Today Nexans has an industrial presence in forty countries and commercial activities around the globe. Nexans employs 23,700 people and their 2010 sales totaled over 6 billion euro. The Chester, NY facility is still located on Oakland Avenue, employs 160 people and occupies 275,000 square feet.

Nexans' primary North American markets are energy cables and LAN cables. The energy cables range from more robust medium voltage cables used by utilities and in industrial facilities like oil refineries and petrochemical plants, all the way to the low voltage wiring used in homes for electrical sockets and light switches. Nexans' LAN cables are manufactured by Berk-Tek, a Nexans company, and include both copper and optical

fiber designs used in applications like data centers, college campuses, and other commercial locations. Other important products include aerospace, shipboard, and specialty wires, as well as dynamic line rating systems that ensure a reliable and uninterrupted flow of electricity from the power plants to our homes. To supply the huge amount of copper Nexans requires to produce these cables, they own a copper mill in Montreal, QC, which processes and ships copper to all the Nexans factories in North America.

Nexans invests heavily to maintain a competitive manufacturing base and utilizes a variety of processes to remain at the forefront of technology. In Nexans' MV process, they use true triple extrusion, x-ray technology to ensure concentricity, and clean room technology to maximize the life of their cables. In the building wire process, Nexans uses the latest technology and some of the fastest equipment in North America to manufacture large strands. Nexans has invested in measurement equipment such as laser scanners, X-ray scanners, resistance bridge and process control to ensure their products meet specifications as well as minimizing waste. Nexans also uses automatic guided vehicles which improve the efficiency and safety of their facility. The future continues to look positive for Nexans, as population growth, new generation technology and the re-

placement of older cables will lead to continued investment in their facilities to address capacity and cost issues.

With a century of experience in the wire and cable industry, Nexans plans on stretching that success across another hundred years.

Experience has strengthened Nexans' competencies and helped them to deliver precisely what their customers want. Nexans has remained true to their roots while diligently pursuing new technology and ideas. Innovation and continuous improvement have been key to the company's success. As a member of the Council of Industry, Nexans has been able to access information on relevant issues from the Council and from other members. Nexans has invested in its most important asset, its dedicated and talented workforce in part by utilizing the Council of Industry's training and development programs. It is these exceptional people that are their workforce that make all the difference at Nexans.



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