

# Member Profile

## Zierick Manufacturing Corporation

**Year Founded:** 1919

**Location:** Mt. Kisco, NY

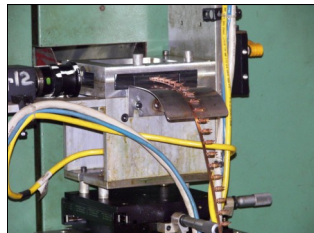
**Number of Employees:** 95

**Principle Product:** Electronic connectors and assembly equipment

**Council Member Since:** 1997

When it comes to surviving and thriving in the manufacturing world, key factors in any company's success are its adaptability and making the right connections. These are just a couple of reasons Zierick Manufacturing has continued manufacturing electronic components since 1919.

The company started when the current CEO, Gretchen Zierick's grandfather, started making metal stampings for crystal radio sets. The company grew with the electronics industry, and their capabilities soon included plating and tapping. During World War II the Zierick catalog grew to include rivet terminals, lugs, clips, splices, and many other products for every sector of the electrical and electronics industry, including early circuit boards. This ingenuity is obviously a family trait because as the world of electronics changed so has Zierick Manufacturing, yet it still remains a family owned and operated business after three generations. They are continually looking for ways to make more efficient connections and better circuit boards.



The final stage of transformation for a strip of metal.

Ms. Zierick points out that her company manufactures the "hidden parts" of many items we use every day. Zierick's electronic circuitry is in thermostats, electronic car antennas, seat belt sensors, lighting controls, surge protectors, smoke detectors and a wide range of other products. In fact, Zierick supplies a



A machine developed by Zierick to install the components they manufacture.

number of electronic mechanisms to the transportation industry, and their products can be found not only in cars, but also in aircraft and even on the moon. The quality of their work

is evident by the fact that an aircraft part was returned to them after working without a hitch for twenty-three years.

The world of electronics has evolved and expanded and so has Zierick. Today they are manufacturing pieces for LED panels, medical devices and even solar panels. They continue to improve on the efficiency of their products as well. As they look to the future Zierick is working with inventors as they develop and design prototypes. Ms. Zierick explained that they want to be part of the development process from the design stage on, which can take several years, but ultimately this will lead to a better end product for their customers. Zierick wants to become involved with ideas that are currently small but with potential for growth. In this way Zierick's R&D department helps small companies and innovators.

One word that comes up repeatedly when talking about Zierick Manufacturing and their products is "connections". It is their business to make electrical connections, but part of the reason they have been in business as long as they have is the connections they have made with their employees. When asked what makes Zierick special, Ray Morales, Human Resource Director, said "It is the way every decision is made with the thought put into how it will affect the entire company, including its employees." It is not easy to keep a manufacturing business going for over eighty years in Westchester County. Sometimes it really is better to do something the way it has always been done, especially when it has worked for three generations. Many people at Zierick have worked there for a very long time, and these connections may be the best ones Zierick has ever made.