

# PRESS RELEASE

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## **Local Leader in Development & Manufacturing Services Adds Contract Manufacturing to its Portfolio**

**Marquardt of Cazenovia extends its 95-year manufacturing experience to the local community.**

**Cazenovia, NY, February 18, 2021** – When the pandemic took the world by storm, manufacturers, worldwide, paused normal operations and leapt into action converting their production sites to alleviate PPE and medical machinery shortages. Marquardt, an electro-mechanical component designer and manufacturer in Cazenovia, was one of the many that joined the effort to fulfill a dire need for medical equipment. Upon expanding its services, Marquardt realized its ability to support other local manufacturers and shortly after introduced contract manufacturing to its portfolio.

At the start of the pandemic, Marquardt assisted major manufacturers and local hospitals. The manufacturer specifically worked to address the urgent demand for ventilator and oxygen concentrator switches, as well as hose connectors for personal protective equipment (PPE).

As the company realized how its 95-year experience positively informed its ability to help quickly in a time of need, Marquardt immediately began searching for new ways to share its development and manufacturing competencies with neighboring companies looking to expand their tools, resources, and capacities.

Marquardt's experience in creating a wide range of products and systems has positioned the company as a local leader in development and manufacturing services.

"Many valuable lessons have been learned throughout our long history. We've invested heavily in developing state of the art equipment, processes, and personnel training," explained Chris Berry, Global Sales Manager. "As a result, our processes and measures of control have been dialed in, allowing us to operate at the highest standards within the most demanding of industries."

Marquardt will continue contracting its services, even long after the pandemic.

"Our hope is to continue sharing our experiences with our partners, so that costly lessons learned are behind them before they even start," said Berry.

The company is offering product development support, product testing, assembly and testing equipment realization, injection molding, electronic production, assembly production, and lifecycle/supply chain support. Plus, a full staff of passionate design, validation, and industrial engineering staff, as well as equipment maintenance technicians.

"In addition to our experience, we are selling our passion," Director of Equipment Realization and long-time Marquardt employee, Scott Hansen, stressed. "That's part of the thing here [at Marquardt]... it's the belief in what we're doing and being really helpful to people."

The desire to help others and the drive to better the community is at the heart of every project and partnership the Marquardt team takes on. Marquardt treats its partners as true extensions of itself, willingly sharing knowledge, expertise and resources with companies – serving to help them bridge the gaps in their own manufacturing processes.

"With Marquardt, it's not just about creating a contract and making a sale. We're looking to have partnerships with companies in the local area. After moving into series production, that's not where the relationship ends."

To learn more about Marquardt's development and service partnership, visit [www.marquardt.com/us/partners](http://www.marquardt.com/us/partners).

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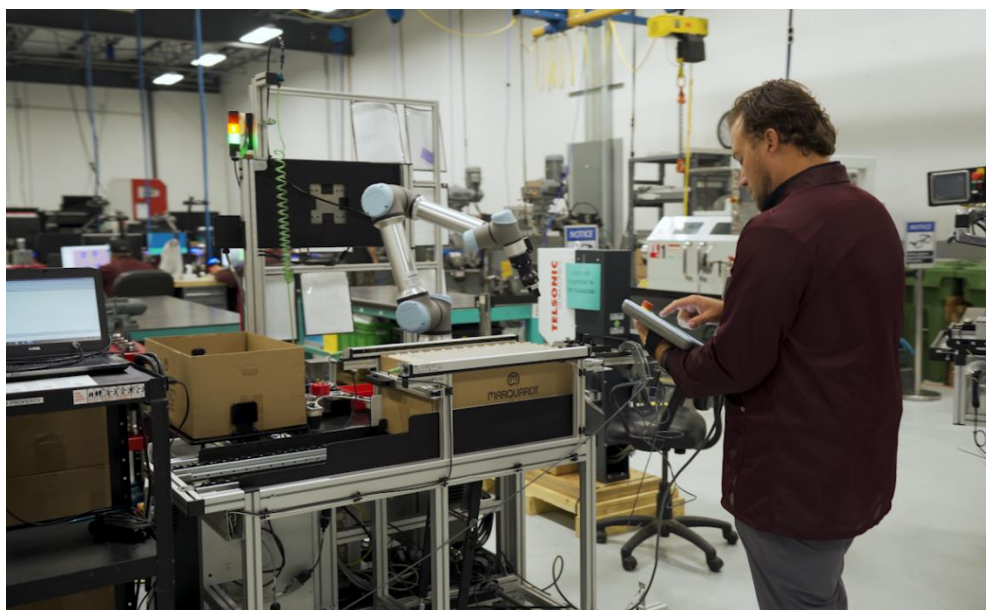
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## Press photos:



**MQ\_Production1.tif:** Marquardt's 95 year history in creating a wide range of products and systems has positioned the company as a local leader in development and manufacturing services.



**MQ\_Production2.png:** "In addition to our experience, we are selling our passion," Director of Equipment Realization and long-time Marquardt employee, Scott Hansen, said.

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## About Marquardt Switches, Inc.:

Marquardt, a family-owned mechatronics expert based in Germany for 95 flourishing years, employs over 10,500 employees within its 20 global locations – two of which are located in the U.S. Since being founded, Marquardt has expanded its capabilities beyond the conventional flip of a switch or push of a button. Its forward-thinking approach has classified Marquardt as a leading global supplier for the automotive, truck, off-road, power tool, industrial application, and domestic goods business sectors. Its range of products span from operating components, vehicle access, and driver-authorization systems, to lighting and battery management solutions.

The company generated over 1.3 billion Euro in sales revenue in fiscal year 2019. Every year, Marquardt invests around 10% of its revenue back into research and development.

For more information about Marquardt U.S.A, visit [us.marquardt.com](http://us.marquardt.com).

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