

# Industry Know-How + Exceptional Service = --- The CCI Story



**Connecticut Components, Inc.**

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A CONNECTICUT BUSINESS SUCCESS STORY BEING WRITTEN SINCE 1979



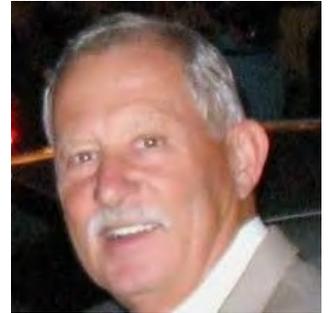
PAST PRESENT FUTURE



## The Connecticut Components Story begins with an energetic boy growing up in the North End of Hartford.



*"Looking back, as an inner-city kid with few resources, it is gratifying to see all of my hard work and customer service pay off. I loved making sales calls, and service was my strength. I couldn't wait to get up and see my friends and customers, and loved every day. My message to others is this: live the dream through hard work, respect and honesty. You will prosper through the grace of GOD. Wow, what a ride." --Willard*



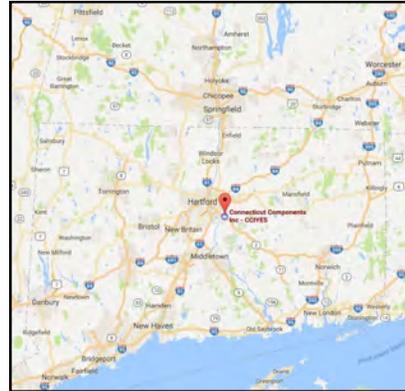
**Willard Giansanti**

Willard Giansanti grew up in a hard-working Italian environment. "My path was different," he says; "I loved all of my jobs and quickly learned how to give people the service they



deserve. After high school, I took night courses at technical college, including pipe stress analysis, metallurgy, thermal dynamics and welding."

Equipped with a diploma in machine drafting, Willard became a registered tool and die maker at Whitney Chain and Veeder-Root. He then worked his way up to junior partner at Mueller Engineering Corporation as a heating and ventilation draftsman. Tasks included engineering layouts for schools, boiler room and power plant design, expansion joint engineering layout and system design. During the energy crisis in the 1970's, he began a new career as a Manufacturers' Representative, selling industrial valves and instrumentation. Within three years, he was offered a job as Vice President of Components and Controls of CT. Equipped with over 20 years in the industrial and instrumentation service business and a wealth of technical and management skills, Willard became the owner in 1994 and modified the company name.



Over the decades, the company added a variety of instrumentation, industrial, power and gas product lines. From its well-stocked warehouse near Route 2 in Glastonbury, Connecticut Components has served thousands of Fortune 500 and smaller customers in Connecticut and Western Massachusetts.



**The torch is passed to the second generation.**

Willard's daughter, Kimberly, began working at the company in 1994. She learned the business from the ground-up, starting with reception, bookkeeping, purchasing, human resources and sales support. When Willard retired in 2008, Kimberly took the helm as owner. She brings to the position decades of company and industry experience, her Dad's persistence and high energy level, strong office and people skills. She's backed by a team of professionals in purchasing, warehousing, sales, tech support and customer service.



**Kimberly Giansanti, President**

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*"Owning the business has made me appreciate my Dad's wisdom, work ethic, product knowledge and service skills. On that strong foundation, we continue to serve industrial companies with excellent products and service. Relationships are a crucial part of our ongoing success. If you have not yet met me, please schedule an appointment soon." --Kim*