



# TECO, YOUR TECHNOLOGY PARTNER FOR INDUSTRIAL AUTOMATION

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We are one of the leaders in Italy and continually growing abroad.

Our sales network adds new branches every day and our service is known for its high efficiency.

**That's TECO.**

With 40 years of know-how in the sector and always looking towards the future, **TECO specializes in design, consultancy and commercialization of cables – all made in Italy – and components for industrial automation.**

Our solutions are the result of a new generation of technological development, a talented team of specialists and continuous investment in innovation.

Day after day, application after application, we map out our clients' most diverse requirements, investigating customized solutions in synergy with their businesses and our partners via our special relationships.



# 40 YEARS OF EXPERIENCE DRIVEN BY PASSION

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## **Since 1982.**

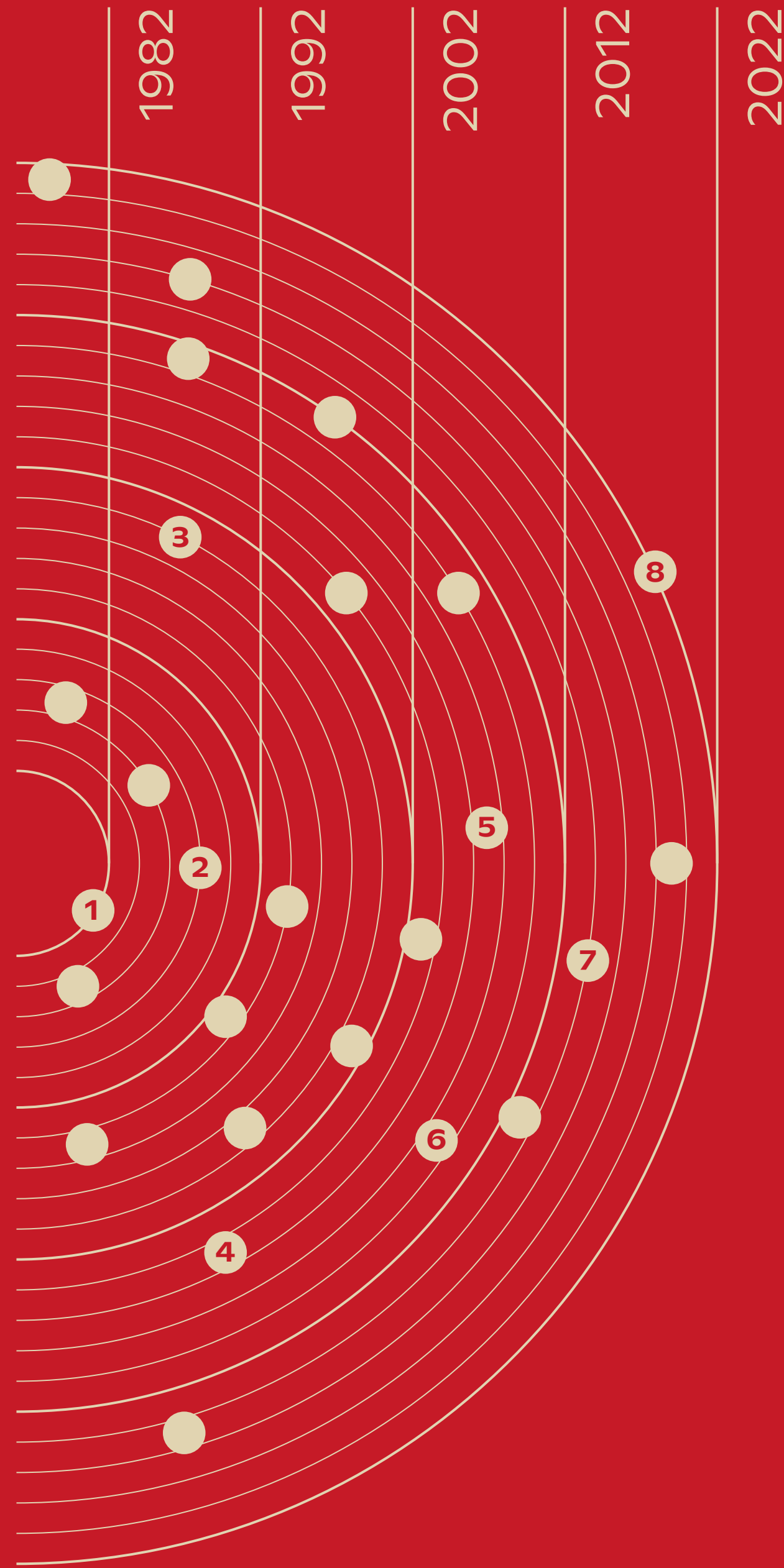
From a team of 10 people, we have grown into an advanced organization, where AI has replaced paper.

Our story starts in Bologna, Italy, with a close and passionate group guided by the vision of our founder, *Roberto Roversi*.

The company was the result of intense meetings and designs on restaurant tables, growing year by year, gaining international markets, increasing partnerships, turnover and the desire to innovate and **offer our clients EVER MORE TECHNOLOGICAL PRODUCTS AND EFFICIENT LEVELS OF SERVICE.**

We kept going through times of crisis, continuing to develop innovative commercial structures, attending the top trade fairs in our sector and always believing in recovery and in the future.

Over these 40 years, we have moved offices, changed our technology and predicted trends in line with the needs of our clients. **We have also had to change, but OUR VALUES and OUR ORIGINS have remained the same.** Every day we are building a dream to take us forward together.



**1 1982**  
 Roberto Roversi  
 founds TECO.  
 Our first order arrives  
 from Ireland.

**2 1988**  
 We begin distributing  
 Teknikabel brand cables  
 for applications using  
 cable chains.

**3 2000**  
 We create a Product  
 Management team  
 to support clients  
 looking for cutting-  
 edge solutions.

**4 2005**  
 We launch the TECO  
 cable on to the market  
 and register the FRX<sup>®</sup>,  
 PMXX<sup>®</sup> and TFX<sup>®</sup>  
 trademarks.

**5 2007**  
 We acquire international  
 certifications,  
 guaranteeing the quality  
 of our cables to clients  
 around the world.

**6 2009**  
 We reinforce our sales  
 network with an Area/  
 Branch Manager sales  
 model.

**7 2014**  
 We fly to Germany  
 for the first time  
 to attend the SPS fair  
 in Nuremberg.

**8 2022**  
 Our cables are being  
 shipped to 34 countries.  
 We become Value  
 Added Distributor  
 (VAD) for Rockwell  
 Automation and we are  
 rewarded Top Partner  
 by Datalogic.  
 A new generation  
 takes over management  
 of the company  
 and we redefine  
 our brand image.

**TECO**

**you design, we connect.**

# FROM THE HEART OF ITALY TO A GLOBAL HORIZON

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The TECO dream was born in a country of rolling hills, a cradle of culture, wine and good food.

These hills became a valley of industrial innovation and automation, from motors to packaging and robotics to Big Data.

Our headquarters are here in Bologna, whilst the TECO sales network extends across Italy and abroad, helping our cables and solutions to travel right around the world.

From Spain to Germany, Finland to the UK, USA to Brazil, China to India, today we ship our products to 34 countries.

**AND SOON IT WILL BE MORE.**







# THE CLIENT IS AT THE HEART AND ALL OUR *SERVICES* REVOLVE AROUND THEM

## ► SKILL

Over the years we have learned to identify client's actual expectations and *DESIGN SOLUTIONS TO MEET THEM.*

This is what led us to set up our warehouse, our proprietary cutting machine, our sales network of experts in commercial products and applications, a lean organization to provide quick solutions to even the most complex requests.

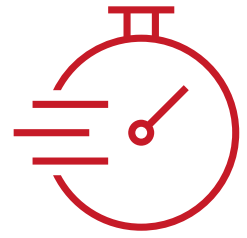
## ► SPEED

Our clients choose us for the quality of our cables and solutions, but we win them with the reliability of our service.

## ► SUPPORT



What is the secret of our speed?  
**It is in the warehouse.**



At TECO, we stock more than 1,500 specialist cable products and 3,000 industrial components - produced by our brand partners - inside an efficient, fully computerized warehouse.

Components and cables are certified compliant according to the most stringent international standards. Cables may be cut to size and shipped immediately, with average delivery times of 48 hours.

As we all know, **in the industrial automation sector, speed is of fundamental, STRATEGIC IMPORTANCE.** Responding to an order within a few hours can make an enormous difference.

We can cut cables to size, **without affecting their certification.**

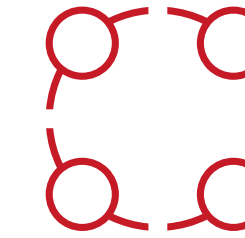


Each client is unique. For us, being on the same wavelength means being able to cut cables to the exact length required.

So our high-precision cutting machine has become the best guarantee for any customized project.

**OUR CERTIFIED CABLES** are cut and traceable according to the *UL Processed Wire Respooled* standard, meaning that they will never lose UL certification.

**The value of having the right people** goes beyond technology.



Behind our development lies a team of passionate people working every day toward a common goal.

We believe in talent and motivating each individual as part of a team and that the balanced combination of these two factors is the right formula to achieve top-level support.

From our in-house personnel to our sales network, **our GRAND TEAM works as one.**



# NOT JUST A SALES TEAM BUT *TRUE* CONSULTANTS

Our sales network is the best means to stay close to the needs of each client. We have Area Managers, Account Executives and other agents throughout Italy and a distribution network expanding every day into new countries.

In the province of Emilia-Romagna, direct sales have become a model for success.

Selling is important, but the focus of our network is still the ability to “understand”. Getting to know the requirements of each company, enter into their mechanisms and ***CULTIVATE RELATIONSHIPS*** in order to propose ***IDEAL SOLUTIONS***.





**Assistance and support,**  
a continuous exchange.



At TECO, our commercial team works in close contact with the Inside Sales office. The two departments collaborate in real-time with the customer to resolve queries, quotes, special needs and figure out the availability of cables and industrial components.

The Inside Sales team is a constant contact point for clients either in pre- or after-sales phases, offering **IMMEDIATE ASSISTANCE and PROFESSIONAL SUPPORT in every stage of the relationship.** Together, we have one mission: offer companies the best service possible. **The client is always the focus of our thoughts.**

**The best solution**  
is the one we devise together.



Given the vast selection of cable types, the thousands of items in the warehouse and the wide variety of customizations, choosing the right solution is not always easy.

Our Technical Office helps clients investigate which is the right cable according to each individual specification and optimize their project right through to delivery; they also refer back to our Product Management team, which provides new products, innovative solutions and customized projects.

This means **we can offer support that evolves with the project, working as a true and INTEGRATED PARTNER with the client.**

Share experience,  
**hand down knowledge.**

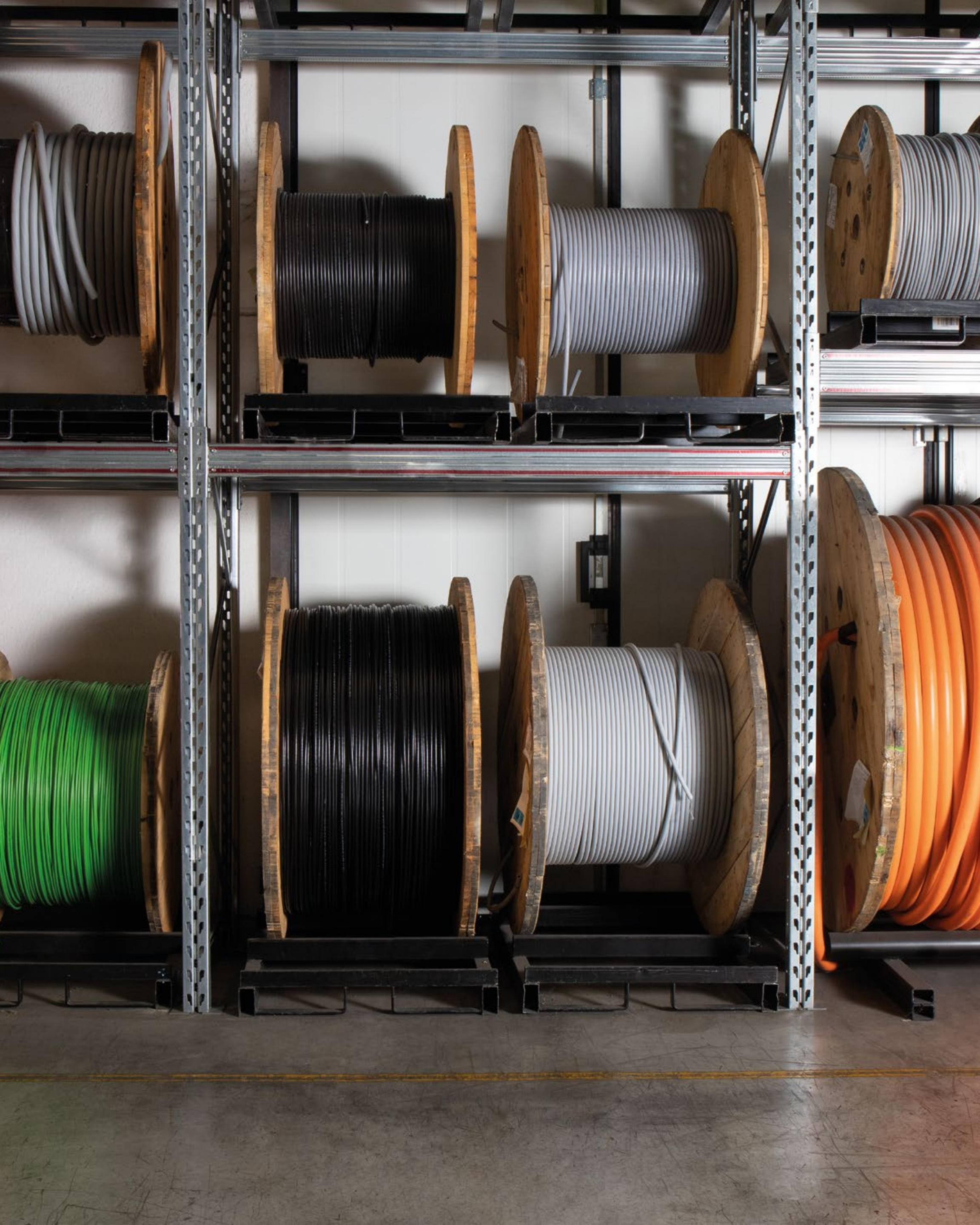


In an industrial automation sector in constant evolution, always being focused on the product is the only way to overcome the challenges of the future.

This is equally as true for us as it is for our clients, for whom we offer technical update training sessions, videos, interviews with experts and bite-size sessions on how to use and install cables and set up components. Continuous training materials that each individual employee can access, including the sales network, via our top-level TECO Academy.

**All this to ensure that our skills are always BEING UPDATED, so that we are MORE SUPPORTIVE and MORE SPECIALIZED.**





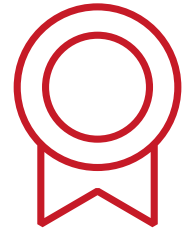
# ALL OUR CABLES COMPLY WITH THE LATEST REQUIREMENTS

Whether for a fixed or mobile installation, bus, unipolar or multipolar, encoder, servomotor or signal transmission. Whatever the type, **each of our cable products starts from an idea: to MEET A SPECIFIC MARKET OR CLIENT REQUIREMENT.**

All TECO brand cables are produced in Italy. We personally supervise each new product's launch via our Research & Development team, who have honed their ability to produce innovative products over the years. Our cables are designed and patented to connect not just to machines but also to fit the most niche requirements in the industrial automation sector.



**Quality certified,**  
internationally  
guaranteed.

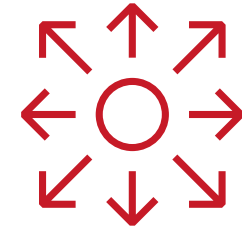


Cutting-edge products need top-level certification. The vast majority of our specialist cables are certified by *Underwriters Laboratories (UL)* and the *Canadian Standards Association (CSA)*. These internationally recognized organizations ensure that our products are certified for export around the world.

We subject ourselves to the most stringent checks, testing the efficiency of our organization, our processes and our solutions and are proud of having achieved *ISO 9001:2015* certification.

**The best guarantee for our clients is our constant attention to quality.**

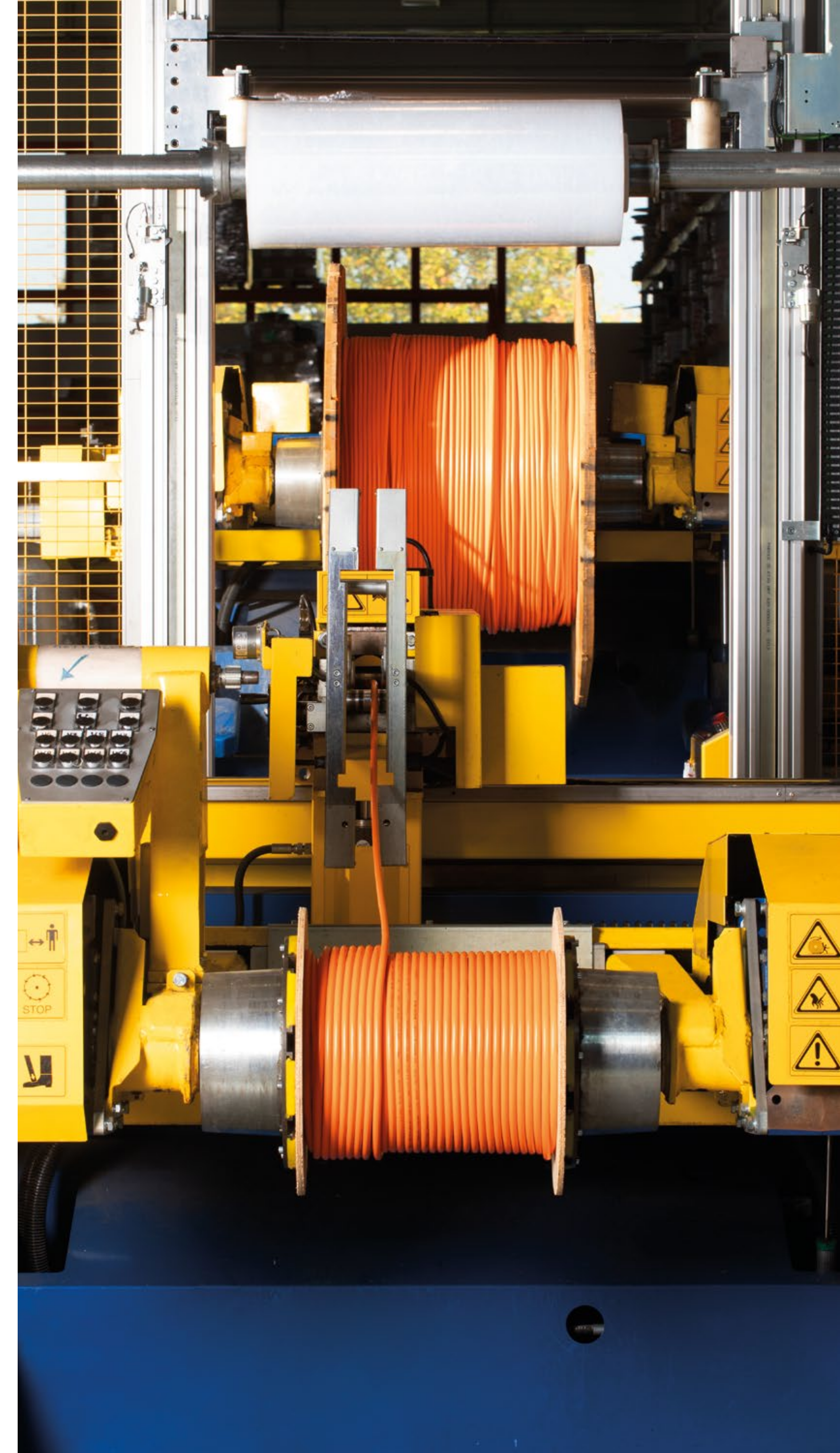
**Infinite  
applications,**  
unique excellence.



From packaging to ceramics, wood to heavy industry, metal machining to paper production. Thanks to our vast range of solutions and opportunities for customization, **TECO cables can meet the multiple needs of the industrial automation sector.**

They may be used to wire up electrical panels, field applications, link motors to a fieldbus and connect up an entire production line.

Are there any applications that we've missed? We can undertake ad hoc projects which map out each solution.





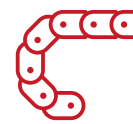
# O.R. FRX®

# O.R. FRX-ST®

## CABLES FOR INSTALLATION IN DRAG CHAIN



automatic  
machinery



drag chains



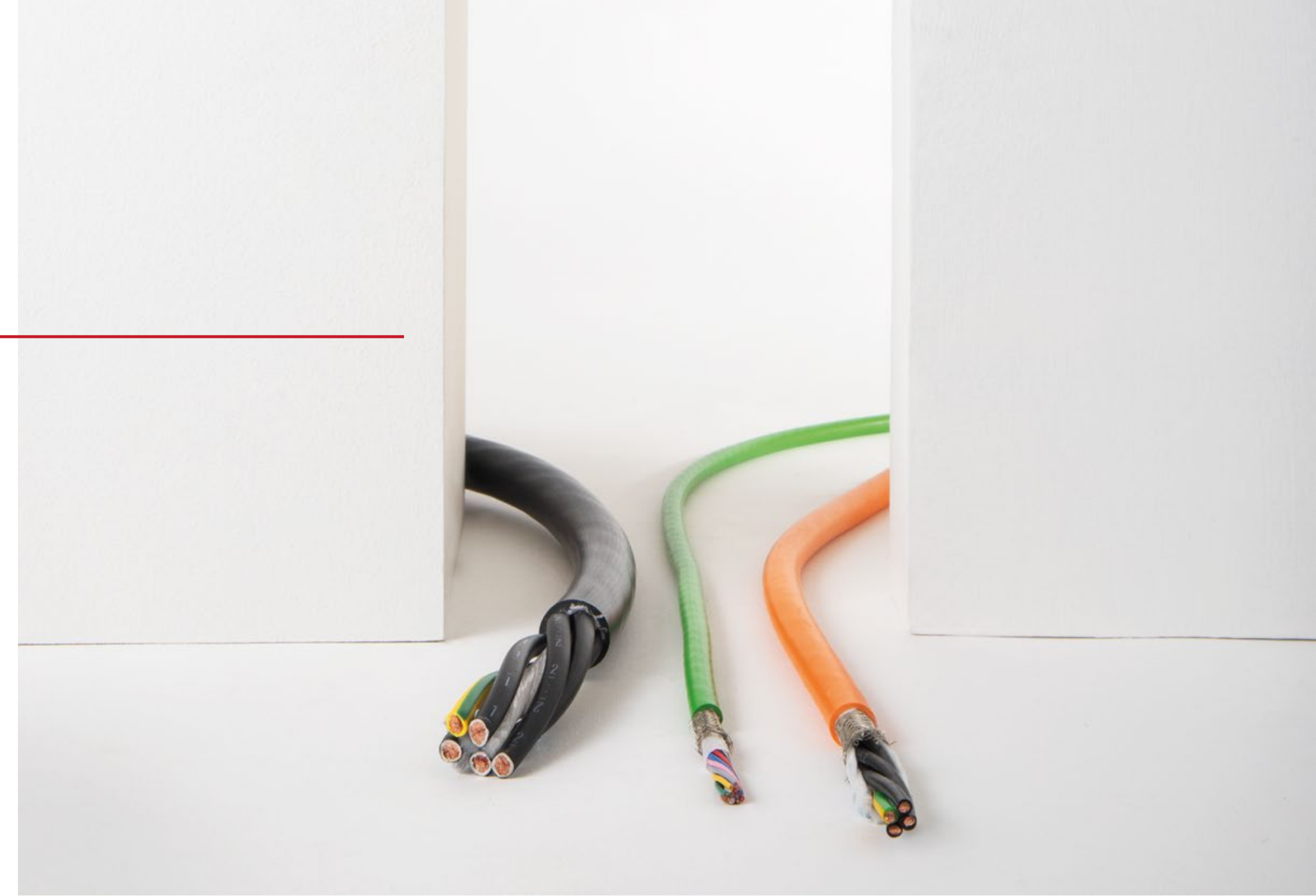
mechanical  
resistance



oil-resistant



flame-retardant



### CABLES TYPE

SINGLE-CORE / MULTI-CORE POWER OR CONTROL / SERVOMOTOR /  
ENCODER-RESOLVER / SIGNAL TRANSMISSION / FIELD BUS

### CERTIFICATIONS



EMC  
2014/30/UE

**TECO O.R. FRX® cables & O.R. FRX-ST® are ideal for installation in cable chains. These cables are certified by UL and CSA, are available shielded or unshielded; insulations are in PVC or polyolefin and sheath is in PVC.**

Suitable for operating environments where the temperature range is -5°C/+80°C for mobile installations and -40°C/+80°C for fixed installations. This category includes unipolar and multipolar varieties for power and control applications, servomotors, encoder/resolver and signal transmission; ideal for applications where good resistance to detergents or alkali is a requirement. These cables are used in various contexts and applications in a wide range of industrial sectors.



# O.R. PMXX®

# O.R. PMXX-ST®

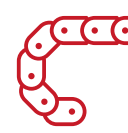
## CABLES FOR INSTALLATION IN DRAG CHAIN



low  
temperature



automatic  
machinery



drag chains



flex-torsional  
applications



oil-resistant



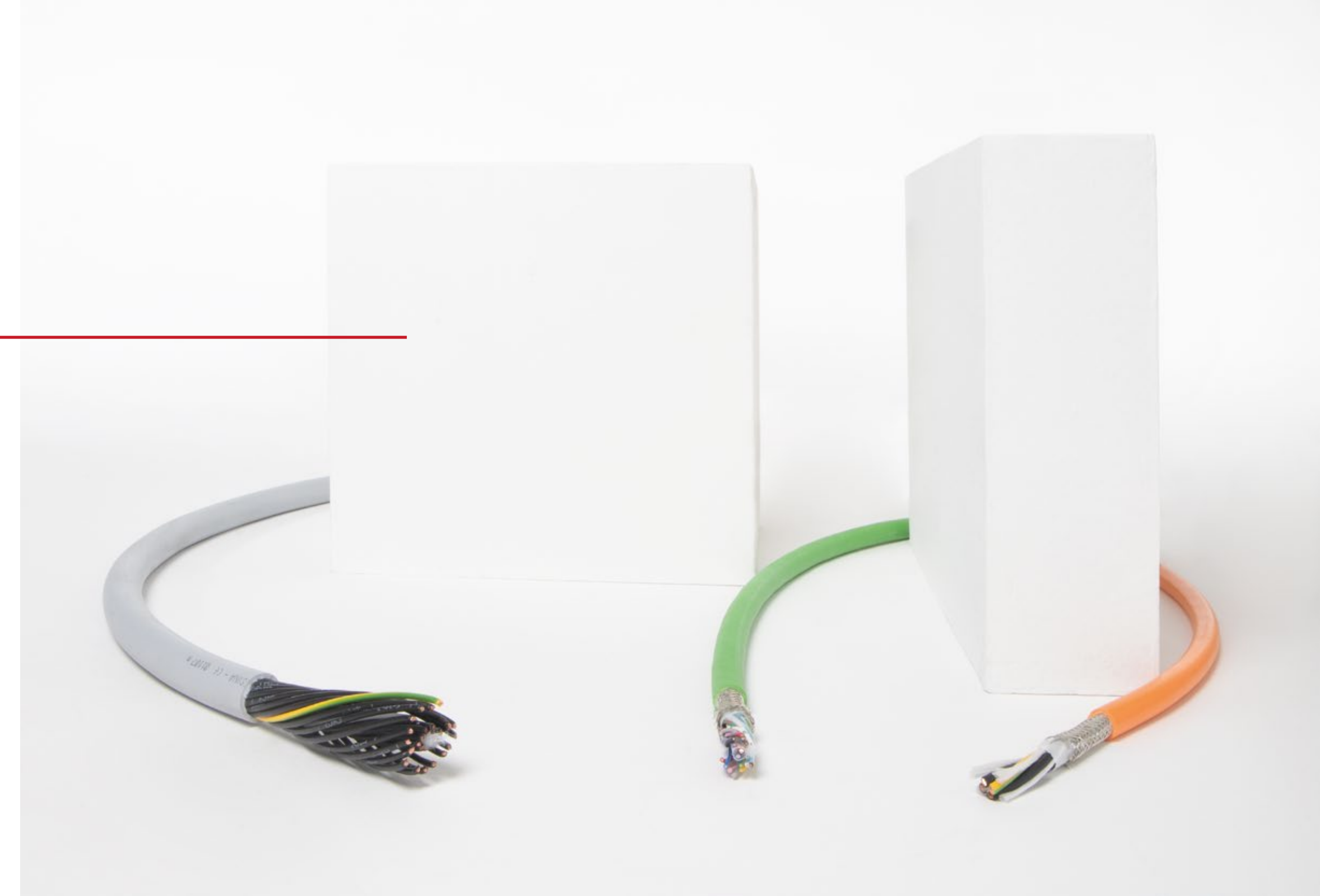
flame-retardant



halogen  
free



mechanical  
resistance



### CABLES TYPE

SINGLE-CORE / MULTI-CORE POWER OR CONTROL / SERVO MOTOR /  
ENCODER-RESOLVER / SIGNAL TRANSMISSION / FIELD BUS

### CERTIFICATIONS



**TECO O.R. PMXX®/O.R. PMXX-ST® cables are ideal for installation in cable chains. These cables are certified by UL/CSA, are available shielded or unshielded, have a polyurethane sheath; they are generally gray but also come in orange or green for use respectively in servomotor and encoder applications.**

Insulations are made of highly resilient plastic with low capacitance. These cables ensure dynamic operation in adverse conditions down to -40°C and are highly resistant to the main types of oils used in industrial environments. They may be supplied as unipolar or multipolar for power/control, servomotor, encoder/resolver and signal transmission applications. Suitable for use in contact with water, industrial oils, abrasive dust and in many other fields of application.



# O.R. FE-ST SERVO

## CABLES FOR INSTALLATION IN DRAG CHAIN



automatic  
machinery



mechanical  
resistance



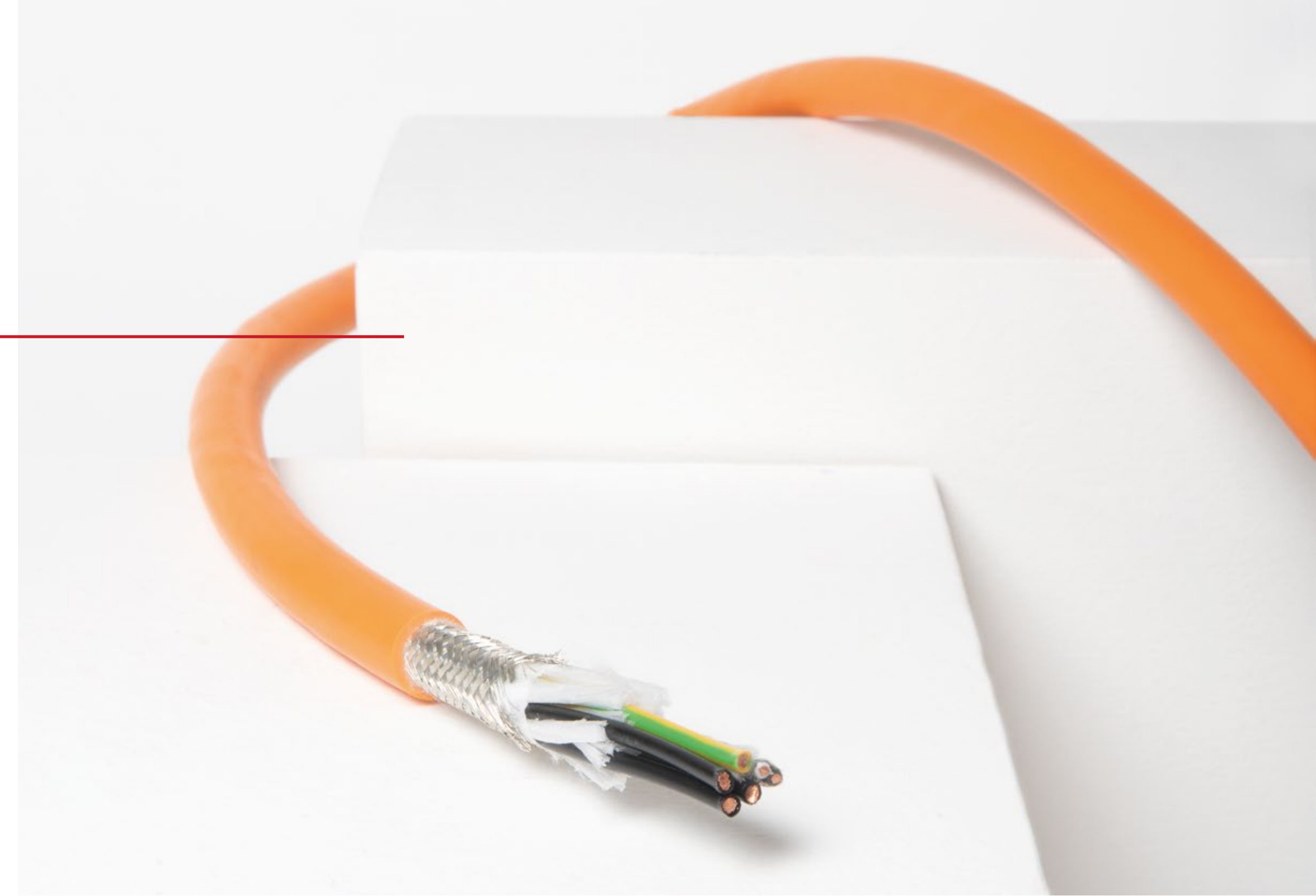
servomotor



oil-resistant



flame-retardant



**Our TECO O.R. FE-ST Servo cables are shielded and suitable for connecting inverter-motors, compliant with strict UL/CSA standards.**

Orange with a PVC sheath, these cables feature low capacitance insulations that produces a notable reduction in voltage spikes and electromagnetic interference.

### CABLES TYPE

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SERVOMOTOR

### CERTIFICATIONS

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EMC  
2014/30/UE

# MULTISTANDARD TYPE MTW—CSA TEW—HAR

## CABLES FOR STATIC INSTALLATION



electrical  
panels



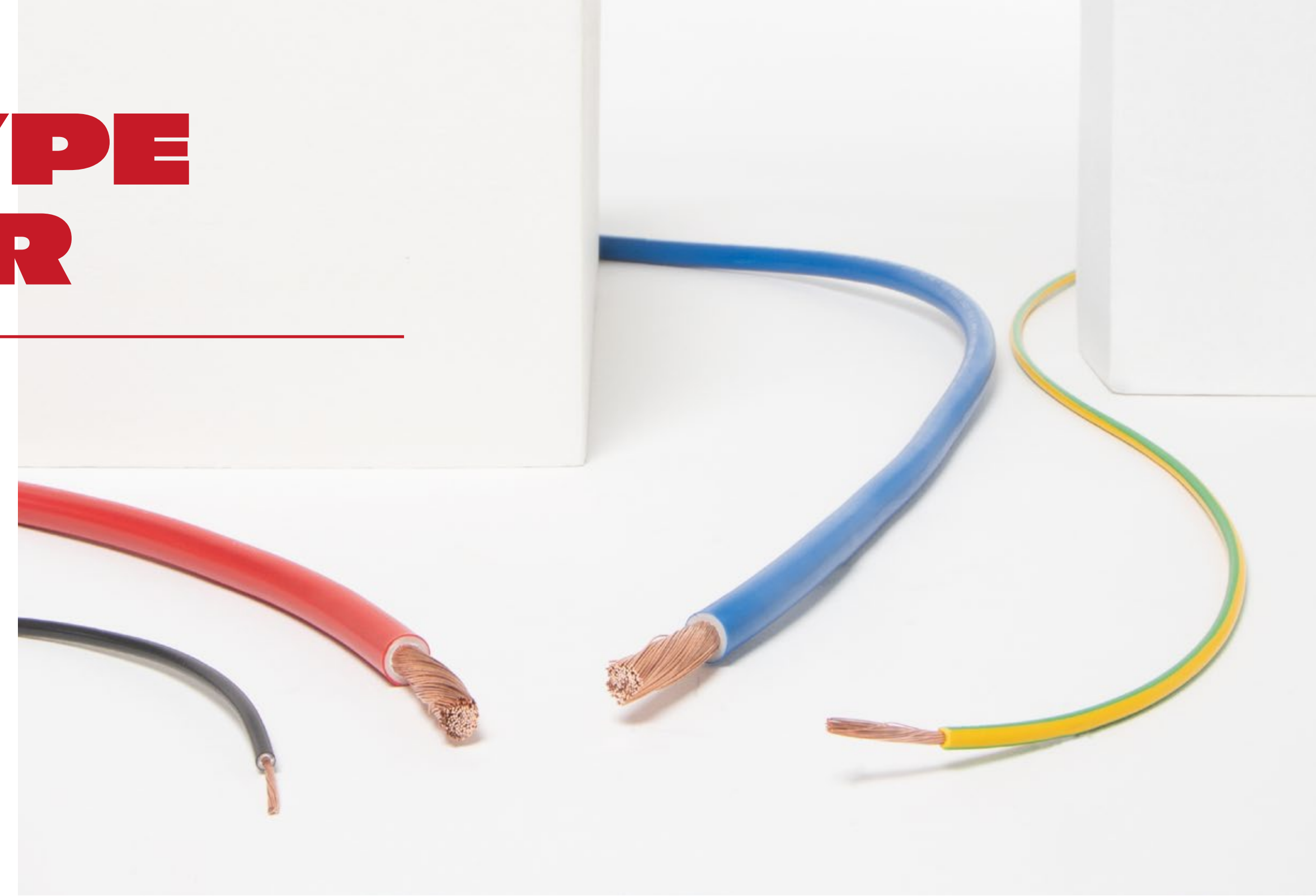
machine-tools



oil-resistant



flame-retardant



**Our multistandard cables TYPE MTW—CSA TEW—HAR are unipolar and produced to export standard for countries using the UL and CSA certification and European harmonized standards as the baseline.**

TECO cables of this type are double-sectioned in nominal AWG and mm<sup>2</sup>; they can work with voltages up to 1000V and in temperatures ranging from -40°C to +105°C. MTW certification also allows use in contact with industrial oils.

## CABLES TYPE

SINGLE-CORE

## CERTIFICATIONS





# STYLE 21179 - CSA

## CABLES FOR STATIC INSTALLATION



automatic  
machinery



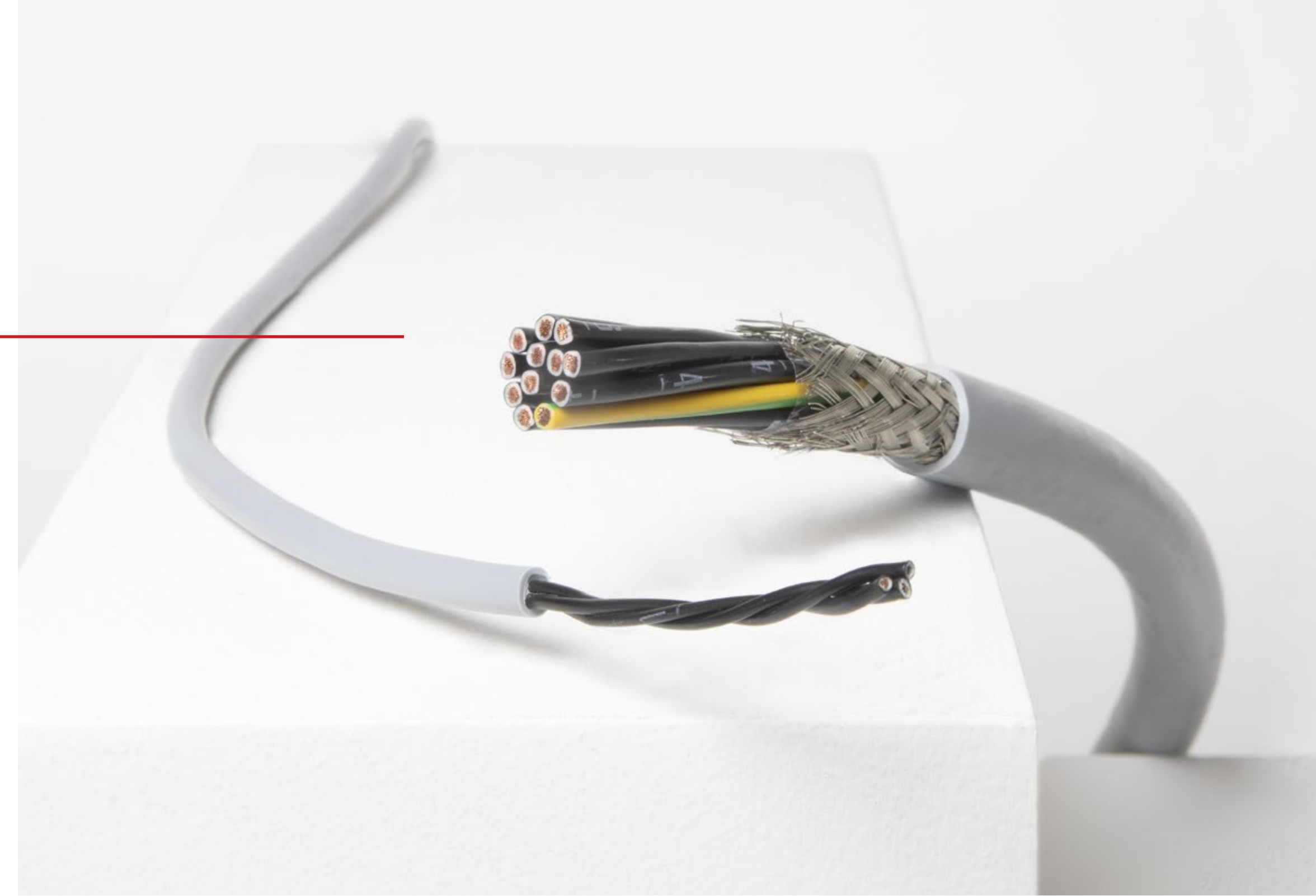
mechanical  
resistance



oil-resistant



flame-retardant



**Our Style 21179 - CSA cables are multipolar un/shielded power/control products that comply with UL/CSA standards and come with a gray PVC sheath.**

These TECO cables may be used for operating voltages up to 1000V and are oil resistant. They may be used to wire machines in a wide range of sectors: metal mechanics and ceramics, machine tools, conveyor belts, paper production and many others.

### CABLES TYPE

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MULTI-CORE POWER OR CONTROL

### CERTIFICATIONS

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EMC  
2014/30/UE



# TRAY CABLES EXPOSED RUN

## CABLES FOR STATIC INSTALLATION



building



automatic  
machinery



mechanical  
resistance



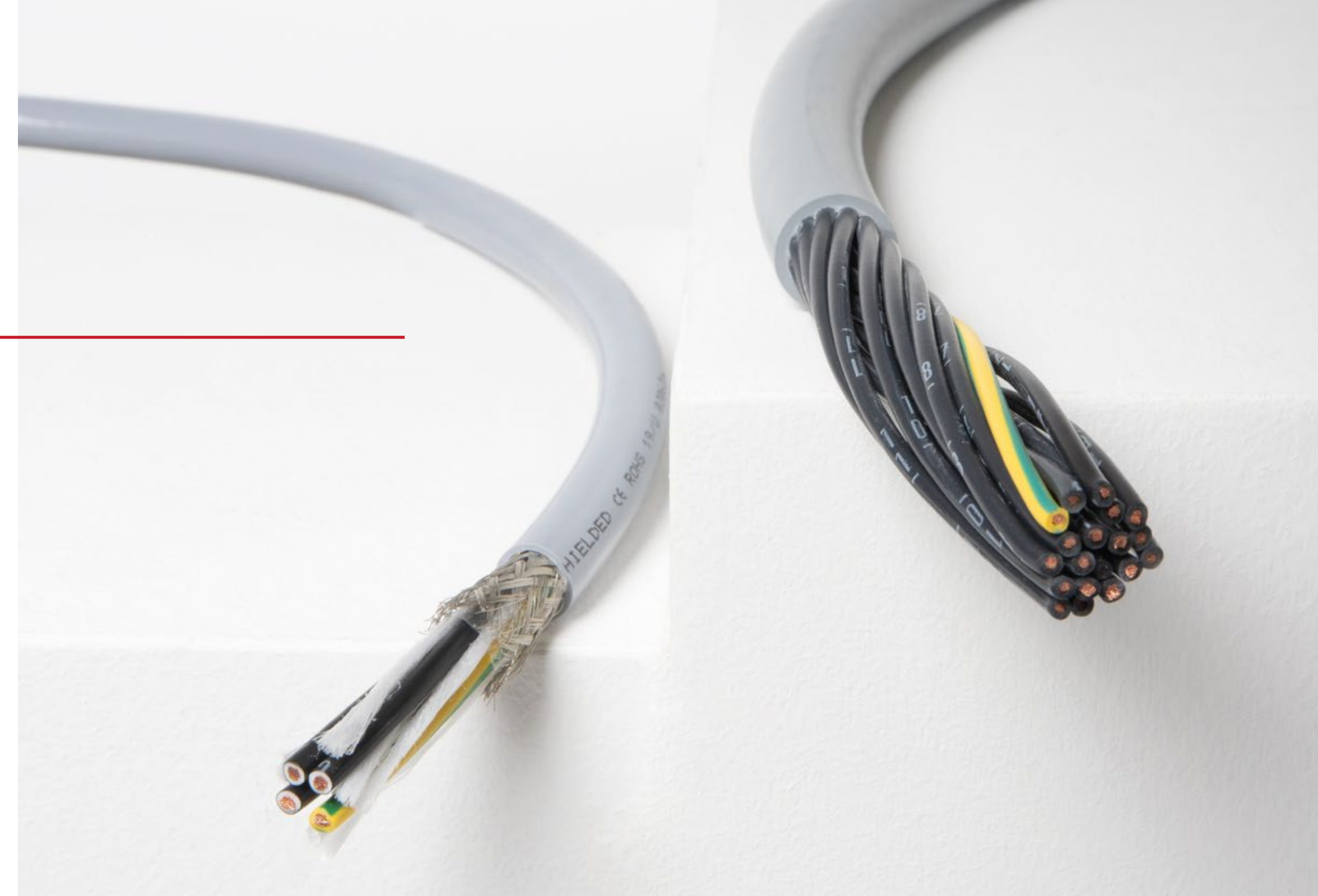
water-resistant



oil-resistant



flame-retardant



**TECO multipolar Tray Cables Exposed Run are used to connect to a building's electricity supply, in NFPA79, N.E.C., CSA C22.2 areas.**

UL TC-ER and CSA CIC/TC-ER certifications mean they are suitable for placement inside ducts and between two unsupported ducts. They may also be used in basements (DIR BUR) and in humid environments (up to 75°C WET APPROVAL) and are available in shielded or unshielded versions.

## CABLES TYPE

MULTI-CORE POWER OR CONTROL

## CERTIFICATIONS



EMC  
2014/30/UE



# DRIVEFLEX 2XSLCYK-JB

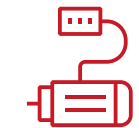
## CABLES FOR STATIC INSTALLATION



oil-resistant



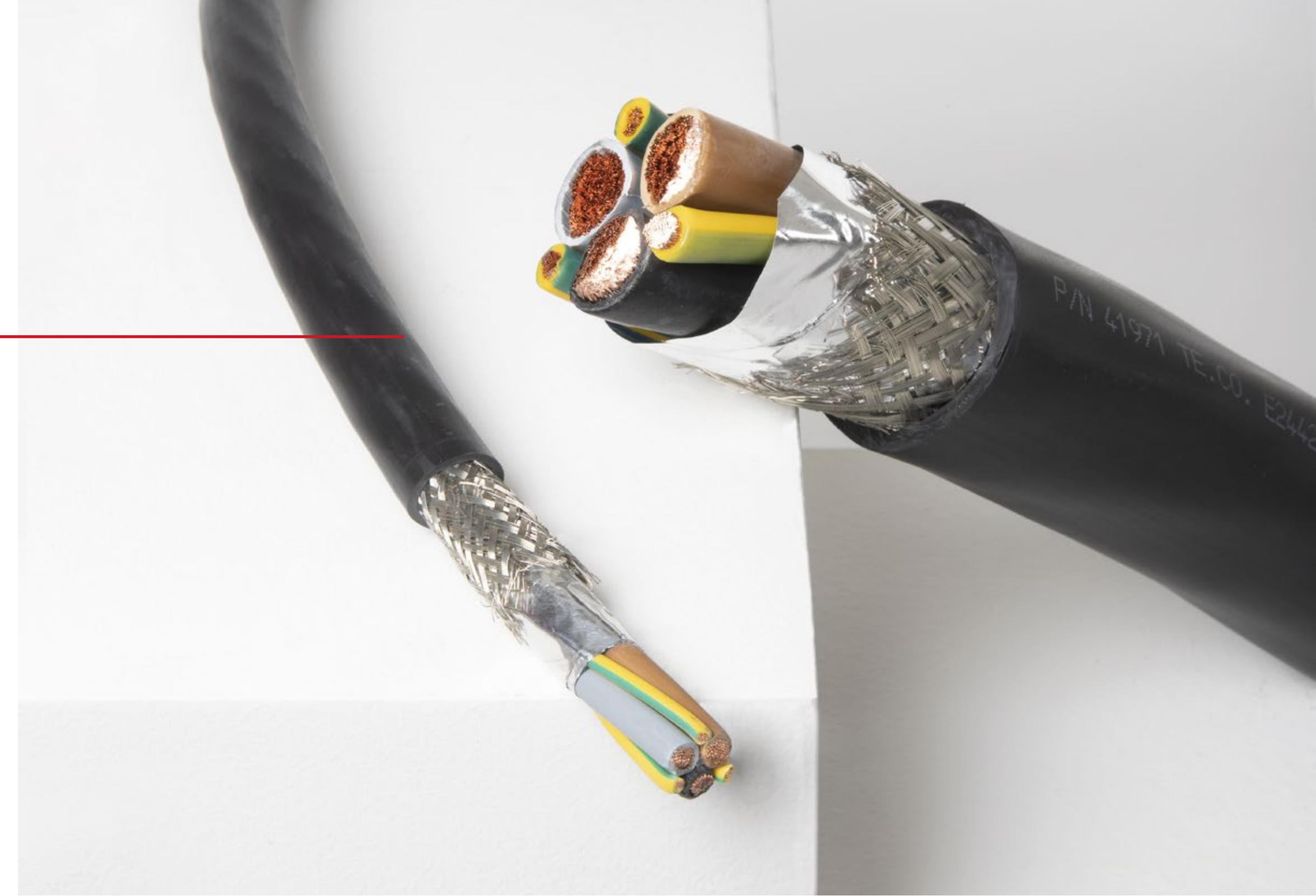
mechanical  
resistance



servomotor



flame-retardant



### CABLES TYPE

SERVOMOTOR

### CERTIFICATIONS



EMC  
2014/30/UE

**Our Driveflex 2XSLCYK-JB cables are certified UL/CSA for connections between motors and variable frequency drives. With a black PVC sheath, XLPE insulations and an operating voltage of 1000V, these cables are used in static installations subject to temperatures as low as -90°C.**

The small-diameter geometric configuration, with the 3 external grounding conductors, is designed to allow proper and balanced control of the motor by the inverter, with a view to greatly reducing electromagnetic noise. It is particularly suitable to the heavy, paper and metalworking, industries and where presses are present.



# TECNIFLEX® TECNIFLEX®-ST

## CABLES FOR STATIC INSTALLATION



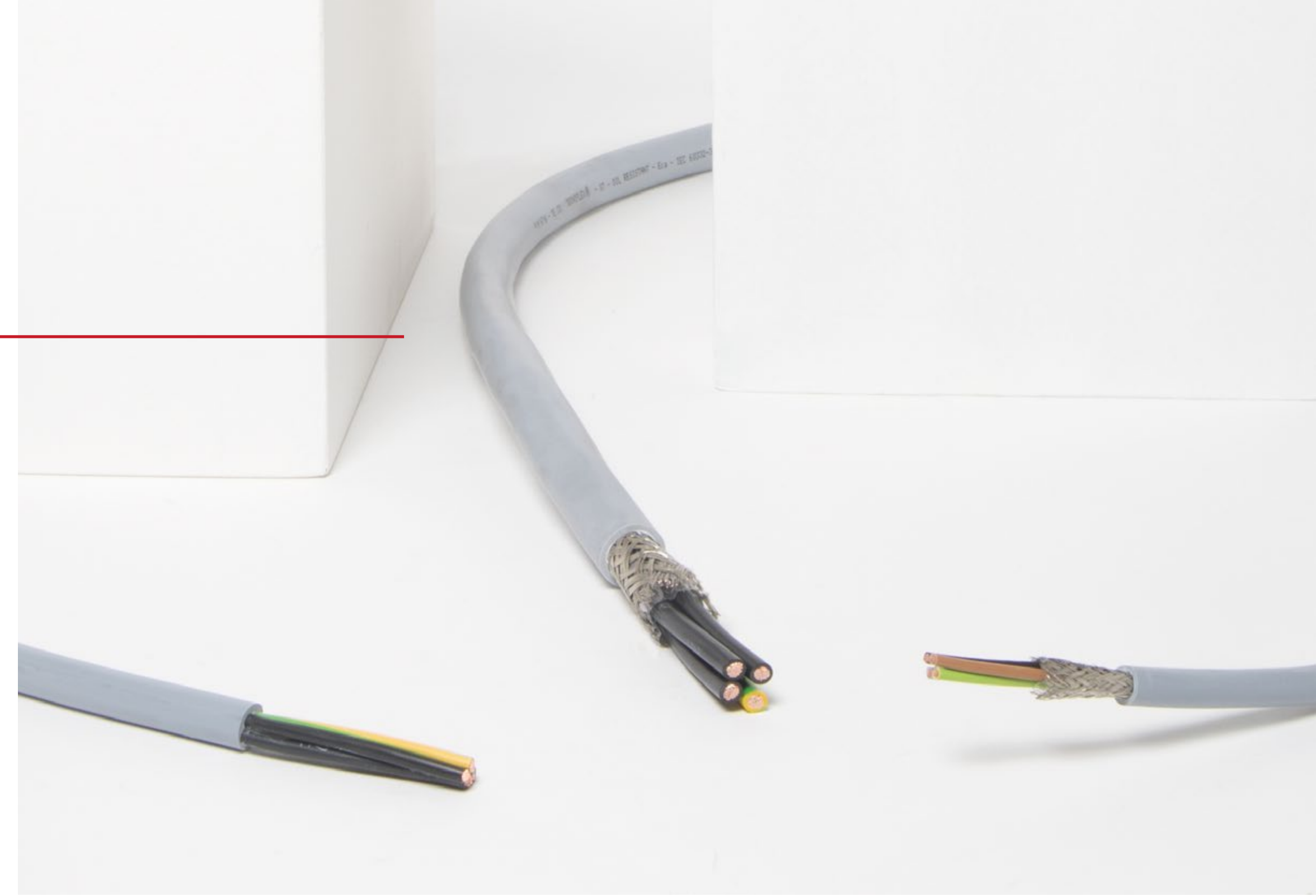
automatic  
machinery



flame-retardant



oil-resistant



**Our Tecnoflex® and Tecnoflex®-ST cables are multipolar power/control Uo/U 450/750V and comply with the CPR regulation, class Eca.**

These may be shielded or unshielded and are suitable for wiring control panel and field application or situations requiring reduced diameters. The sheath is made of gray PVC.

### CABLES TYPE

MULTI-CORE POWER OR CONTROL

### CERTIFICATIONS

CPR  
305/11

Eca



EMC  
2014/30/UE



# TECNIFLEX® BK 0,6/1 KV TECNIFLEX® BK-ST 0,6/1 KV TECNIFLEX®-AR

## CABLES FOR STATIC INSTALLATION



automatic  
machinery



flame-retardant



### CABLES TYPE

MULTI-CORE POWER OR CONTROL

### CERTIFICATIONS

CPR  
305/11

Eca



EMC  
2014/30/UE

### TECNIFLEX® BK 0,6/1 KV TECNIFLEX® BK-ST 0,6/1 KV

Our Tecniflex® BK 0.6/1 kV and Tecniflex® BK-ST 0.6/1 kV are multipolar cables with an operating voltage of  $U_0/U$  600/1000V. They are certified CPR, class Eca, and feature high resistance to atmospheric agents. They feature a black sheath and installation temperature range of  $-40^{\circ}\text{C}/+80^{\circ}\text{C}$ . In the shielded version, made for the export market, they are fitted with an intermediate sheath.

### TECNIFLEX®-AR

In this armored version, our Tecniflex®-AR cables have a transparent sheath and physical/mechanical protection of braided zinc/steel armor with coverage of 65% and 80%. Perfect for installation in particularly hostile duct environments. Certified CPR, they are ideal for industrial and other uses.



# SIGNAL TRANSMISSION CABLES

## CABLES FOR STATIC INSTALLATION



automatic machinery



flame-retardant



informatica e telefonia



signal transmission



**TECO signal transmission cables are solutions for connecting sensor/ actuator boxes and can be used to connect photocells and proximity, inductive and capacitive sensors.**

**The conductors and sheath are made of various types of PVC. The insulations are color-coded according to sensor manufacturer standards.**

This category also includes LiYY (unshielded) cables and LiYCY (shielded) cables which ensure optimum shielding from electromagnetic interference. Both fitted with DIN 47100 coloring insulations and external PVC sheath.

Suitable for signal transmission, these cables are used to connect electronics, measurement instruments, control/command and signaling applications. The drain conductor makes cabling quick and easy.

### CABLES TYPE

SIGNAL TRANSMISSION

### CERTIFICATIONS






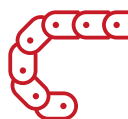


EMC  
2014/30/UE



# FIELD BUS CABLES

## CABLES FOR INSTALLATION IN DRAG CHAIN + CABLES FOR STATIC INSTALLATION

	DRAG CHAIN	STATIC
 flame-retardant	✓	✓
 halogen free	✓	-
 signal transmission	✓	✓
 oil-resistant	✓	✓
 automatic machinery	✓	✓
 drag chains	✓	-

### CABLES TYPE

FIELD BUS

### CERTIFICATIONS



EMC  
2014/30/UE



**Our BUS cables for mobile or fixed installation comply with the most commonly used communications protocols in the industrial sector. All are UL and CSA certified to provide maximum versatility of use in diverse cabling applications.**

**Various BUS cables have 1000V isolation voltage and, where space is limited, conductor pairs may have a four-point arrangement.**

BUS cables for mobile installation belong to the FRX-ST® and PMXX-ST® families for use in cable chains. These cables are essential for simplifying the cabling and management of production lines.

The following protocols are supported:  
 PROFIBUS® – PROFINET®/EtherCAT®/  
 SERCOS III® – Ethernet/EtherNET/IP™  
 DRIVE-CLiQ® – CANopen® – INTERBUS®  
 DeviceNET™ – GND RS-485®





# OUR PARTNERS, ONLY PREMIUM ONES

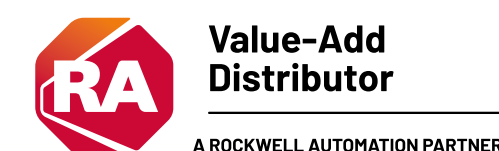
Over time we have become a reference partner for the Italian market of international brands, manufacturers of components for industrial automation. Relationships based on competence, trust and shared values to guarantee clients the best solutions and an excellent service. Our work is rewarded by our partners.



Pushing Performance  
Since 1945



## PARTNERSHIP AWARD







# FROM BOLOGNA TO THE PLANET, OUR SUSTAINABLE VISION

We owe part of our success to where we come from: the institutions, the region, the industrial quarter where we set up, the companies and citizens who have placed their trust in us.

Now we have reached maturity, we want to repay these values with **responsible actions which have a high social impact.**

We are collaborating with the not-for-profit cooperative Eta Beta in Bologna which helps vulnerable people on the margins of society and supports young people with learning a trade and finding a job.

We also work with schools in the area via our sponsorship deal with the Golinelli Foundation, financing study bursaries and laboratories linked to technological innovation.

We are expanding our sustainable vision in TECO with concrete actions aimed at reducing the use of plastics, saving energy in our production facilities and mapping our supply chains.

**Together, we are moving towards a RESPONSIBLE CIRCULAR ECONOMY MODEL** which embraces people, the environment, society and the local area where we are based.



# DESIGNING THE PRESENT, IMAGINING THE FUTURE

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Feeling like we've arrived  
is not in our DNA.

This is why we continue  
to design projects, test  
ourselves and investigate  
new technological and  
organizational solutions.

**Our goal?**  
**GENERATE VALUE:**  
for our business,  
our stakeholders  
and society as a whole.

# OUR TOMORROW IN 3 STEPS

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## 1 GET EVEN CLOSER TO OUR CLIENTS

**We want to EXPAND our INTERNATIONAL PRESENCE,** moving outside of Europe, refining our sales network and partnerships in order to offer clients our cable products and consultancy services which are even more specialized, focused and personalized. Service is at the heart of our business.



## 2 FOCUS ON TECHNICAL SKILLS AND PRODUCT CULTURE

**We intend to INVEST even more IN TRAINING, at all levels.** We aim to improve the skills of our sales account managers, strengthen the technical office and get students and young people involved in order to show them our world. Multiple initiatives to highlight the importance of having the right skills.



## 3 ACCELERATE SUSTAINABILITY INITIATIVES

**We want to REDUCE our ENVIRONMENTAL IMPACT with concrete and measurable actions,** by mapping out our supply chain and opening the path to carbon neutrality. Because this is the only planet we have and we want to do our bit to protect it.





"I look back over the last 40 years with a mixture of pride and astonishment.

Roberto Roversi,  
*Founder and President  
of TECO*

**The TECO team has worked hard, always striving together to serve our clients and partners the best we can.**

However, today my focus is on the future, our origins and values, together with our dreams and the passion shown by our team make me believe that the best is yet to come."

# WE ARE **FOCUSED** **ON THE FUTURE**

**DYNAMIC**

**EXPERT**

**READY**

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## **WE BELIEVE** IN RELATIONSHIPS

as a dynamic rapport  
based on **listening** and **discussion**

## **WE CULTIVATE** TECHNICAL SKILLS

and the ability to **collaborate**  
and **share** goals

## **WE CREATE** CONNECTIONS

a **network of relationships**  
based on trust, ideas, applications  
and integration systems



**YOU DESIGN,  
WE CONNECT**



# WE ARE REALIZING A **DREAM**

be an active part  
of **cutting-edge projects**  
and contribute to  
**ethical and sustainable  
social development**

# WE DEFINED A **TASK**

to offer projects,  
services and skills  
that will aid our clients  
to **improve** and **evolve**





### **LET'S GET CONNECTED**

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