



## ECI Cables finds the right tools for growth

### Highlights

- As a growing company, ECI Cables needed to keep up with higher demand from its customers
- Phoenix Contact introduced ECI Cables to a variety of hand tools and machines that make it easy to process large jobs
- Thanks in part to these new tools and support from Phoenix Contact, ECI Cables has seen tremendous growth and can process much larger projects than it could in the past

### Customer profile

Experience, Craftsmanship, and Innovation: These are the guiding principles behind ECI Cables, a contract manufacturer specializing in cable assemblies, harnesses, and equipment wiring. ECI provides superior products at competitive prices, delivered in less time than most in-house suppliers (Figures 1).

ECI designs products based on the customer's needs. "They tell us what connections they need to hook up to their end product, and we do the rest to make it work. We have customers ranging from medical to automotive and government contracts. We also have customers in the fire safety industry, some that even build fire trucks," said Dan Kundrat, General Manager at ECI Cables.



**Figure 1:** ECI Cables prides itself on experience, craftsmanship, and innovation.

“Our growth in the past year has been quite tremendous, and part of that has been due to the support that we’ve gotten from Phoenix Contact”

– Dan Kundrat, ECI Cables

### Challenge: Large-volume panel builds

According to Dan, “One of our biggest challenges for servicing all these industries is trying to get the product out on time, whether that be through tooling that we need to upgrade or lack of staff.”

He explained, “We had a customer reach out to us about making small panel builds, which is actually how I met Ben Bailer, the local electronic sales engineer, and the crew at Phoenix Contact. The customer was asking for volumes we had never seen before.”

## Solution: Shop floor solutions increase productivity

Phoenix Contact introduced ECI Cables to a variety of hand tools and machines that make it easy to process large jobs. These include hand tools for more precise stripping, automated machines that put on ferrules, and printers for different labeling needs.

“We were able to get the CF 3000 machine and all the required tooling in record turnaround times,” Dan stated. The CF 3000 automatically strips and crimps 22- to 14-gauge wires. It increases efficiency by processing up to 450 an hour. “Within three weeks, we were able to start building at full capacity.” (Figure 2)

ECI also had to process a large number of prewired pigtails. “We had to cut them down to size, strip, and solder them to where they belong,” Dan said.

To speed up that process, ECI relied on the WIREFOX 10 (Figure 3). The WIREFOX range of stripping tools features an ergonomic design and delivers precise results. “Previously, we’d used electricians’ strippers, which made it very difficult to get the length and depth right. Ben introduced me to the WIREFOX 10. You just put it on the wire, squeeze, and you’re done.”



**Figure 2:** The CF 3000 can strip and crimp up to 450 wires per hour.



**Figure 3:** The WIREFOX 10 stripping tool has an ergonomic design and delivers precise results.

## Results: Tremendous growth

“We now have projects that we would not have been able to process in the past, due to our lack of tooling,” said Dan. “But with all these new tools that have been introduced to our shop floor, we can do them efficiently. We can do them without any quality issues, and it just puts our foot in the door for new opportunities.

“Our growth in the past year has been quite tremendous, and part of that has been due to the support that we’ve gotten from Phoenix Contact,” Dan said. “Anytime I’ve needed help with something, whether it’s finding a new tool to help us do a job in a new industry, or support on existing products that we previously purchased.”

He concluded, “I see ECI and Phoenix Contact’s relationship growing throughout the years. Their product specialists have been more than willing to help support me with whatever needs I have, whether that means designing around a new product or giving us tools or options on tooling for new products.”