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**power & trends**

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# Once And Right!



Industrial Wire & Cable Corp. (IWC) and Industrial Wire & Cable II Corp. (IWC2), Lake Zurich, IL/USA

**Lake Zurich, an idyllic rural village about 35 miles North of Chicago, is the home of high-tech companies like INDUSTRIAL WIRE & CABLE CORP. and INDUSTRIAL WIRE & CABLE II CORP.**

#### Two companies under one roof

In essence, the family-owned enterprise consists of two companies, Industrial Wire & Cable Corp. (IWC) and Industrial Wire & Cable II Corp. (IWC2), which operate in a 100,000 ft<sup>2</sup> facility with sleek, modern equipment. IWC and IWC2 are directed by Carl Calabrese and have a total working staff of 40 employees. IWC2 is primarily a copper wire fabricator selling bare wire to be insulated by electrical wire and cable manufacturers, and other industries such as electroplaters and OEMs requiring non-insulated copper wire. A portion of the copper wire production is consumed by IWC which manufactures insulated electrical wires and cables.

#### Busy for more than 50 years

The origins of Industrial Wire & Cable Corp. (IWC) date back to the early 1960's, when George Franks (Francaviglia), the great-uncle of Carl Calabrese, founded a company which started distributing electrical wire & cable, and tubing products. In 1977 Raymond C. Calabrese, a nephew and employee of George Franks, purchased Industrial Wire & Cable Corp. IWC was a value added distributor of electrical wire and dielectric tubing. Carl Calabrese, the son of Raymond C. Calabrese, started working part-time in the shop while still in Junior High School and would gain in this way a lot of valuable experience.

When IWC's largest supplier of electrical wire went out of business, IWC acquired some of its equipment including extruders and began the manufacture of insulated wire in 1980. In the following years IWC realized several expansions and modernization projects. In 1999, IWC purchased a 10 acre parcel of land in Zion Illinois, approximately 35 miles north of IWC's then Arlington Heights location, and planned to build a modern new 50,000 ft<sup>2</sup> facility. While plans were still being developed and permits obtained, IWC received news that Horning Wire, a wire company located in Lake Zurich only about 15 miles from IWC, was winding down operations. The company manufactured magnet wire and some PVC insulated wire and cord and had a copper fabrication capability with intermediate and fine wire drawing machines and bunchers. In 2001 INDUSTRIAL WIRE & CABLE II CORP. (IWC2) was formed to purchase the assets of Horning Wire. This would enable the family owned businesses of Carl Calabrese and Raymond C. Calabrese to begin the transformation into the copper wire drawing world.

For a few years there were two production sites; Arlington Heights and Lake Zurich, before the whole production was installed at the Lake Zurich facility. Step by step, the IWC2 wire drawing factory was equipped with modern machines and lines from NIEHOFF and NIEHOFF Endex (NENA) like an MMH 121 type 16-wire multiwire drawing line, an M 81 rod breakdown line which was put into operation in 2006 and 2008 respectively. Also a large number of D 631 double twist type bunchers and other equipment like pay-offs and spoolers were purchased.



Carl Calabrese (President and Owner) with his father Ray Calabrese (Founder of IWC)



Christine A. Graham (Executive Vice President), Carl and Ray Calabrese (left) in front of a NIEHOFF type M 81



Manufacturing hall with NIEHOFF double-twist bunching machines type D 631

### Products and production equipment

The manufacturing process at IWC2 begins from 5/16" copper rod, allowing the company to maintain tighter tolerances within the whole manufacturing process chain. A portion of the copper wire production is used by IWC which manufactures insulated electrical wire and cable with insulating materials like PVC, PE, Nylon, XLPE, and TPE for building, security, machine tool, appliance, tracer, and many other applications. Photovoltaic wire is the most recent product group. Many of the products are certified by Underwriters Laboratories (UL) or Canadian Standards Association (CSA) or built to specifications of the Society of Automotive Engineers (SAE) or the American Society for Testing and Materials (ASTM). The customers for the products of IWC and IWC2 are at home throughout North America, including Canada, Mexico and currently also in China, and in the Netherlands.

### Working and guiding principles

The products of IWC and IWC2 meet the highest standards requirements and are manufactured as efficiently as possible. One of the guiding principles is that "we don't price our products with the philosophy of how much can we get for it or how much are the customers willing to pay", explains Carl Calabrese the attitude which builds customer loyalty. Another phrase he often uses at the company, from filling a work order to repairs on equipment, is "let's do it once and do it right" or now shortened to just "One Time" by some employees.

Another unique selling point is that there are employees with decades of experience working together like a family in a family owned and operated business which is appreciated by the customers. Being family owned and operated companies, committees in far away corporate offices don't exist and it's rather easy to find decisions and realize them. Carl Calabrese summarizes: "When a customer contacts IWC or IWC2 they will not reach voice mail with a confusing menu but always speak to a real live person in Lake Zurich, Illinois."

### NIEHOFF, NENA and Industrial Wire & Cable II CORP. (IWC2)

Maschinenfabrik NIEHOFF, its North American Subsidiary NIEHOFF Endex (NENA) and Industrial Wire & Cable II Corp. (IWC2) have worked together in a mutually stimulating partnership. NIEHOFF and NENA are delighted applying their knowledge and their experience to assist a future-orientated company like Industrial Wire & Cable II Corp. (IWC2) for the further development of its market strategy.

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