

Talking to EIC's President Pratish Patel

Dan: Pratish, thanks for taking part in Dan's Six Pack. First, tell us about your company Electronic Interconnect.

Pratish: Electronic Interconnect is a reliable manufacturer of high quality PCBs – up to Class 3. We specialize in and focus on the design and manufacture of PC boards, not surface mount assembly. Therefore, we do not compete with our assembly or contract manufacturing customers.

With nearly 30 years of experience, our customers have benefitted from our unique technical advancements and distinct advantages, such as thermal management, use of metal cladding, heavy copper and outstanding solderability.

Dan: So, let's talk a bit about your technology and capabilities.

Pratish: We have a complete range of PCBs to suit your needs

- Single, double sided or multilayer
- Variety of polymer, metals and other materials – in stock
- Metal cladding, metal bases and other capabilities for Thermal Management

We are experienced in the use of a large variety of raw materials, such as ceramics, foams, polymers, and metals. And many of these materials are kept in stock, ready to use for the next PCB project.

At Electronic Interconnect, we use a wide range of laminate materials, enabling us to provide rapid response to your prototyping and other requirements. As PCB experts, we can help you with the correct choice of thermal dielectric and base metal, both of which are key factors in maximizing PC board life and reliability. We also provide scalable solutions from prototype to production quantity. Both stages of manufacturing utilize the same process, whether for prototype or production, ensuring product consistency.

Dan: I know you build a lot of high tech boards; can you talk more about EIC's technology? What would you say is your specialty?

Pratish: Greater Thermal Management and Metal Capabilities

As PCB specialists, we have become experts in the use of metals and Thermal Management. As a result, our PCBs exhibit faster heat dissipation, longer life and reduced energy needs. We manufacture boards with optional metal bases, provide metal cladding and use heavy copper weights (up to 20 oz. on the same plane with an FR4 base) where needed.

The combination of our knowledge and dedication to thermal management in PCBs, our expert process and the use of many thermal laminates, allow us to optimize the performance and reliability of metal clad PCBs and provide the best solution to our customers.

- Metal Clad PCBs (MCPCB) - UL approved up to 6 oz.; capabilities to 10 oz.
- Flexi-Thermal PCBs – conformable MCPCB
- Direct Thermal Exchange (DTE), thermal conduction path operates as a heat sink
- Power link PCBs (PLPCB) with heavy copper - UL approved up to 6 oz.; capabilities to 20 oz.
- Stablecor material increases the stiffness with low in-plane CTE
- PPE resin CCL material with low Dk /Df, High Tg and low moisture absorber

Dan: What do you have for industry qualifications and registrations?

Pratish: ISO/TS 16949, AS9100 certified, and ITAR registered.

Dan: And of course, you use Taiyo solder mask, can I ask you why you use Taiyo when it comes to your coating needs?

Pratish: Yes, Taiyo is our preferred solder mask for the following reasons:

- Only Taiyo mask holds 3 mil mask dams without any special process,
- Exceeds the IPC solderability test and has better wetting than any other solder mask,
- Exceeds the IPC pencil hardness test,
- Operating parameters fit with our current equipment, no need of special equipment,
- Great technical support, and
- Quality product with great services.

Dan: So Pratish, as we wrap this up let me ask you what you see for the future of our industry?

Pratish: Our growth concurs with the 2018 IPC outlook. High mix with low volume will continue to thrive in the US PCB market. Since there are not many PCB fabricators left (supply /demand) and there are more PCB brokers than PCB manufacturers, this means brokers will have more challenges than manufacturers. Also, Amazon and Alibaba will impact the brokers and distributors not the manufacturers. US manufacturers have direct access to the other manufacturers (B2B) without distributors and brokers. I see a better future in our industry.

For more information about Electronic Interconnect Circuits go to: www.eiconnect.com