



EXPERTS AT PRODUCING DIFFICULT PARTS QUICKLY

CUSTOMER
Telecommunications network equipment manufacturer

PART
Sponge for dual band

MATERIAL
Rubberlite EV45CN electrically conductive EVA foam and Polymer Science PS-0299 electrically conductive adhesive

APPLICATION
Electrically conductive foam part that also acts as an EMI/RFI shield

CHALLENGE

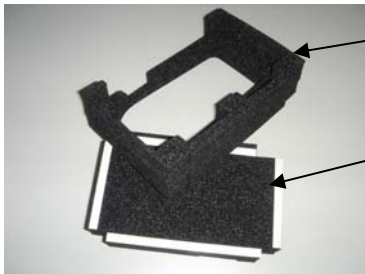
Initially, this customer required a molded EMI/RFI shielding part for their final product, a communications network base station. The **part design was complicated because of its three-dimensional shape**, and the customer assumed most converters would not be able to die cut such a difficult part. However, as the customer began to shop around for suppliers, they realized that a **molded part would not work** because the quantity they needed was too low to warrant the **expensive tooling costs**. So, the customer began searching for a different solution.

SOLUTION

Marian offered the customer our **unmatched expertise in creating new processes** to find a unique way to die cut the geometrical part. Because we do not have high tooling costs, the low quantity of parts was not a problem. We **developed the process quickly and cost effectively**.

CUSTOMER BENEFITS

- ◆ Despite the low quantity of parts, Marian was able to develop a new process to make the 3-D parts **inexpensively and efficiently**.
- ◆ Marian helped to design the parts to fit inside one another, which **reduces the shipping bulk by 50%**.
- ◆ The customer **saved 30% to 50%** by going through Marian rather than an extruder because the Marian part only cost a fraction of the extruder tooling costs.



Top part of sponge

Bottom part of sponge with electrically conductive adhesive



Both sponge parts nested together for shipping



Telecom network base station



011007

Flexible Solutions for Industry
sales@marianinc.com
www.marianinc.com

