



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

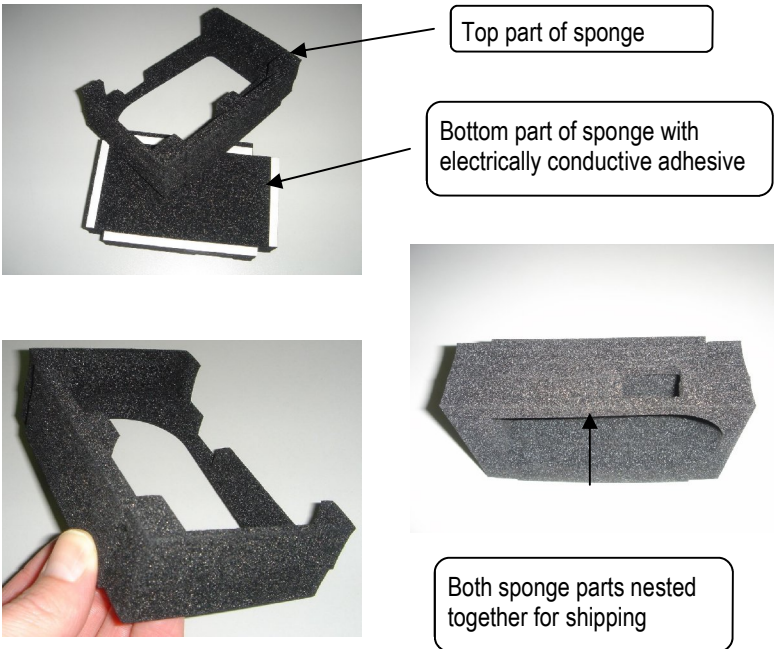
Initially, this customer required a molded EMI/RFI shielding part for their final product, a communications network base station. The part design was complicated because of its three-dimensional shape, and the customer assumed most converters would not be able to die cut such a difficult part. However, 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.



Telecom network base station



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