

CUSTOMER

Large manufacturer of glass and glazing products for building, automotive, and related technical markets worldwide

PART

Foam dam (adhesive-backed closed cell sponge strip)

MATERIAL

Closed cell sponge with 3M adhesive on one side, with tab on each end of part

APPLICATION

Foam strips placed on both sides of windshield to prevent epoxy sealant from penetrating viewable areas of window

CHALLENGE

The customer needed a reliable supplier of foam dams to protect windshields when they are sealed. Past supplier to the customer had proved inconsistent for the following reasons:

- ◆ Adhesive coverage on the foam was **patchy and uneven**
- ◆ Dams were **too short or too long**
- ◆ Parts had **missing tabs** or **torn liners**
- ◆ Only **one liner tab** could be provided to aid in manual placement
- ◆ Original foam was an EPDM, which was **inconsistent in thickness and density**.

SOLUTION

Marian offered to design a new part and machine process for the customer that would provide consistency and cost savings. It included:

- ◆ Using **closed-cell sponge**—a better, more inexpensive product
- ◆ Developing a **new process** that allowed for reliable foam width, length, and thickness; there was no apple coring
- ◆ Providing **two tabs** on either end for easy application

CUSTOMER BENEFITS

- ◆ Customer is utilizing a **higher quality material** and a **precisely cut product**, which leads to fewer rejections of windshields.
- ◆ The two tabs on either end of the dam leads to an easier application of the product, which increased production efficiencies for the customer.

Automotive Windshield

