

### CUSTOMER

Major manufacturing company of automotive seat heaters

### PART

Seat heater terminal sealing patch

### MATERIAL

3M 4412N- Extreme Sealing Tape

### MARIAN ADVANTAGE

Cutting-edge products; rapid prototyping; production of high volume parts

### CHALLENGE

A major seat heater manufacturer had a problem with a defective leak in the path to the heating circuit in the seat of the Jeep Wrangler. When the seat was exposed to water or moisture, the terminal end that was connected to the heater could potentially get wet and cause a short.

### SOLUTION

In order to save costs and time for the customer, Marian was able to offer rapid prototype parts. These parts were produced on a roll to make assembly easier and more productive for the manufacturer. Marian was able to provide the customer with high volume parts in a short amount of time.

- ◆ Use of 3M 4412N: Tough, yet flexible, soft tape that has both excellent sealing and water resistant capabilities.

### CUSTOMER BENEFITS

- ◆ With Marian's Preferred Converter relationship with 3M, the customer was able to have access to a high quality cutting-edge product, such as 3M 4412N.
- ◆ Met the customer's requirements quickly and smoothly due to Marian's ability to obtain the latest technologies and advancements in the market.

