



REDUCE LEAD TIME AND INEFFICIENCIES FOR YOUR CUSTOMERS

► *Standard Electric recently worked with a leading global designer and manufacturer of industrial communications systems to develop a unique, custom enclosure solution.*

The Customer builds systems that are typically installed in heavy industrial applications within the oil and gas, petrochemical, and nuclear industries. These systems require enclosures that must stand up to off-shore, severe, and hazardous environments.



CHALLENGES

The Customer quoted a large oil and gas project for 13 individual refineries spanning 50 sq. miles. The project required a quick turnaround on an industrial communication system containing 85 custom-built enclosures. Traditionally, any projects that demand custom enclosure assembly, require the company to either obtain a new workforce skilled in assembly or train existing workers, costing them valuable manufacturing time and training costs. The Customer could not focus their time or resources on modifying 85 enclosures while meeting the project's deadline.



“We met our dates exactly, we never missed one. From start to finish, the project was never off schedule.”

SOLUTION

Standard Electric's Modification Specialists worked with the Customer to find a unique solution for their large enclosure project. After the Customer placed the order for the custom Rittal enclosures, our Modification Specialists cut holes in the doors and assembled the enclosures with fans, filters, plinths, special handles and backpanel mounting rails. The Customer then installed pre-wired backpanels into the assembled Rittal enclosures.

“This worked very well. The scale of this project would have been very challenging if we would have used our previous manufacturing techniques,” said the Company's Technical Manager. The Technical Manager went on to say, “Once we got moving on that job, it didn't take long for assembly, testing and shipment. We met our dates exactly, we never missed one. From start to finish, the project was never off schedule.”

An enclosure order that used to require a lead time of 2 to 3 weeks, now only required a few hours of assembly. Ultimately, the project took 8 weeks opposed to the 12-18 weeks the Customer originally anticipated for completion.

The Customer's production process became more efficient and streamlined utilizing Standard Electric's Enclosure Modification Services. Instead of ordering, receiving, inspecting, and handling multiple components, they only had to order and receive one single part number. The Customer also provided us with a delivery schedule that allowed us to pre-purchase long lead-time items and manage the build schedule.

“Any reduction in SKUs is cost effective,” said the Technical Manager, “this project had a tight budget and Standard Electric met those constraints.”

Since successfully completing the project, the Customer is more comfortable quoting projects of similar size and scale that that would have proven to be a challenge in the past. As an integrated supplier, Standard Electric is able to not only provide the products and

technology needed, but value-added solutions as well.

“A company like ours is looking for integrated suppliers. The more that a company brings as a single point of contact in value, the more valuable that company becomes. It’s not that you get just the enclosures, you can get the enclosures with all the accessories,” said the Technical Manager.

END RESULT

1. The Customer was able to execute their large enclosure project on time while streamlining production and reducing SKUs for the order.
2. The Customer established Standard Electric as a consistent and reliable resource to go to for enclosure modifications.