

CUSTOMER

Toshiba

PART

Spacer that seals out dust and vibration or reduces vibration around speakers

MATERIAL

Non-woven and felt material with PSA

MARIAN ADVANTAGE

Quick response time. In-depth material knowledge. Parts supplied in an easy-to-use way, which increased customer's production rate.

CHALLENGE

This customer manufactures LCD TV monitors. The monitors require spacers that come in many different shapes and sizes and serve two important purposes:

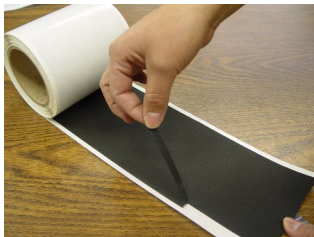
- ◆ prevent dust and moisture from entering monitors
- ◆ reduce vibration around speakers

SOLUTION

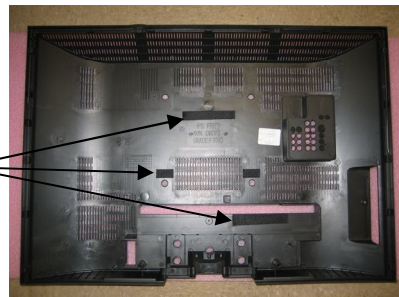
Marian quickly supplied new material samples to Toshiba. These samples passed the RoHS test, and Marian then began working with the customer to create 25 different sizes of spacers that all had to meet very tight tolerances.

CUSTOMER BENEFITS

- ◆ **Fast response time.** Marian prevented the customer's production line from shutting down by developing the spacers quickly.
- ◆ **Material knowledge.** Marian was able to find a material that would work for the application and was RoHS compliant.
- ◆ **Repeatability.** Marian has been able to produce 25 spacers of different lengths, widths, and thicknesses while meeting tight tolerances.
- ◆ **Designed for manufacturability.** Marian supplied everything kiss-cut on rolls, which allowed production workers to apply the strips more quickly and easily.
- ◆ **Local facilities.** Because Marian has a facility in the same location as the customer, we are able to offer a level of flexibility to our customer that other cannot provide.



Felt strips supplied on rolls for easier application



Felt spacers to reduce vibration around speakers

