



**The Enclosure & Instrument
Case Designer & Manufacturer**

PERANCEA



Standard Vs Custom: The Real Cost

Do standard cases really cost less than custom made items?

If that question related to manufacturing costs alone the answer would most certainly be "Yes". However, for extremely good reasons the sales price seldom reflects this as other cost areas must be taken into account.

Most standard enclosures require either expensive tooling or sophisticated machinery, the costs of which must be recovered in the sales price. Further overheads such as cataloguing and marketing also form part of the total cost of a standard case.

Perancea has derived many cost histories where by designing an enclosure specifically to suit a customer's needs, significant savings have been achieved on the buying price alone. Add to that the savings through not having to modify standard cases in-house or even worse, from free issuing cases to a sub-contractor that have already incurred ordering, goods receiving, inspection and bought ledger costs, only to go through the same process again once they are returned.

Further savings can be achieved by having an enclosure designed to suit not only your product but also your manufacturing processes and thus saving valuable production time.

The efficient route to cost effective enclosures is to consult a specialist supplier of custom designed instrument cases and housings, such as Perancea, to discuss your particular requirements in detail. Perancea specialises in custom enclosures and thereby offers a choice between fabricated metal cases and either injection moulded, vacuum formed or fabricated plastic housings. All the additional services such as painting, plating and silk screen printing, are all readily at hand. Importantly, taking this approach need not tie up valuable housing design time, however, clearly defined requirements are essential.

By initially providing a budget for an enclosure cost, Perancea's technical engineering staff are able to select suitable and affordable design options. Batch quantities and a broad estimate of annual usage will further act as a guide on whether tooling should be considered as well as the timescale for the recovery of such investment.

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In line with our policy of continuous improvement, we reserve the right to make design or product alterations without prior notice.

Suitable material choice is a main consideration and Perancea is highly qualified to provide help and advice on such parameters as the screening properties of different metals and conductive plastics, suitable gauges or thicknesses and temperature ratings, as well as the strength and flame retardant properties of plastics.

With Perancea's CAD/CAM capabilities, customers are quickly provided with either concept or fully dimensioned engineering drawings for final evaluation prior to production.

Construction and design features of any enclosure will affect price but do consider the benefits:

- ❑ Looking at a 19in case for example, removable top and/or bottom panels can facilitate assembly
- ❑ Hinged front or rear panels with quarter turn fasteners could be an asset for service engineers
- ❑ Features such as mounting bosses in moulded cases and threaded studs or bushes in metal housings can be designed in to suit such items as PCBs, adding only minimally to the initial cost – consider the savings on the final equipment assembly production line
- ❑ Finally appearance - your image is projected by the way you house your product.

By having a case custom made for you by a company with Perancea's experience and expertise, you are able to choose from a virtually unlimited range of styles, materials, colours and finishes to suit specifically your image and product. Perancea, as a matter of course is able to advise on design, undertake manufacture and provide a finished housing complete with silk screening and other finishing if required.

Typical custom enclosures provided by Perancea include 19in cases, fabricated die cast box equivalents, RFI and EMI screening cans with fingered lids and stainless steel wall mounting enclosures. Examples in plastic include vacuum formed keyboard consoles, hand held cases and encapsulating shells.

Although in many instances the prime objective has been to solve design criteria, Perancea customers have also achieved worthwhile savings in both purchasing and production costs.



So, if your enclosure requirements are high cost and low in quantity, low cost and high in quantity or anything in between, consider Perancea first for the best quality and price, high reliability and repeatability solution.

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