



# 7 Smart Things To Know About Buying Enclosures



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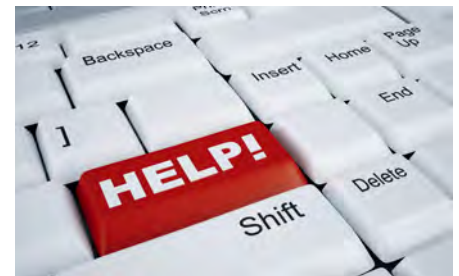
## 1. Insist On Direct Contact With Enclosure Designers

You have an important question about an enclosure that needs to be answered before you can proceed.

Does your enclosure builder give you direct access to their designers or is it more like this...

You contact your electrical distributor, who call their vendor's sales contact, who sends your query to the design department who reply to the salesperson who forwards it to the electrical distributor who eventually gets back to you with an answer.

Really?!?



Why endure that when you can call toll free – **1 888 217-8177** or email

**[contact@prometalcraft.com](mailto:contact@prometalcraft.com)** and speak directly with a designer to have your questioned answered on the spot?

more to learn...

## 2. Changing An Enclosure's Size Shouldn't Eat Away At Your Profits

You've quoted and been awarded the project. Now that the design is complete you find that the subplate in your catalog enclosure is just a little too small.

Upsizing to their next "standard size" can mean adding six or more inches to an enclosure's width or even a foot to the height. All that wasted space comes at a much higher price too.

As custom builders - we can fine-tune the size of the enclosure to accommodate the exact subplate size you need. Adding a couple inches rarely impacts the price. Your customer also benefits from added space in their facility.



## 3. Selecting The Correct Materials Matters



Ensure that your enclosure builder has a comprehensive understanding of how metals respond in a variety of environments.

Most people are surprised to discover that even stainless steel and aluminum will corrode. Different environments call for different metals and coatings. We have supplied control enclosures for use in fresh water and salt water environments, food production plants, salt mines and even hydrofluoric acid production facilities.

Some enclosure manufacturers are not even aware that processes they rely upon can cause underlying corrosion. A major culprit is the introduction of foreign elements like oxygen which is used as an assist gas for laser and plasma cutting. Our clean-cutting and finishing processes help to ensure long life expectancy for every product we ship.

## 4. Quality Hardware Matters

Most enclosure manufacturers outsource their hardware. Who they choose is one of the most important decisions they can make because these are moving parts that have to stand up to wear and tear.



The cost of hardware is a significant part of the overall cost of an enclosure. Enclosure manufacturers can increase profits by cutting corners on hardware at your expense. If you don't know what to look for, hinges, fasteners and latches all look pretty much alike. But they're not.

I've been in the enclosure building business for over 30 years and I'm pleased to say that, in that time, we have replaced only two handles and one set of hinges.

The reason for our success is our commitment to source only rugged hardware products from reputable manufacturers. We prefer to spend a few extra dollars up front to protect our reputation (and yours) rather than have you remember us for faulty hardware.

## 5. Time Matters

As custom builders, we understand your time is valuable. Our objectives are to deliver your enclosure as quickly as possible AND make it as "installation ready" as possible when you receive it. This will save you time and money.



The majority of our business is custom crafted enclosures so we are used to operating in rapid-response mode all the time. To have your build as ready for you as possible upon delivery we'll include mounting provisions for your HMIs, pushbuttons and lights.

Your subplates can ship in advance and arrive pre-punched and tapped. Your sliding keyboard tray, windows and feet will already be installed and functional.

This all adds up to more of your valuable time saved, which, of course is money saved.

## 6. Specifications Matter

Did you know that in a common #12ga steel constructed enclosure **only** #10 (5mm) to 1/4" (6mm) threaded holes\*\* for screws can be used?

**"WE HOPE NOT!  
It's your enclosure builder's job  
to know this, not yours!"**

We take CSA, UL, NEMA and IEC specifications seriously. We do not want our product (your project) to not be approved due a minor oversight like this. Part of our manufacturing process requires that we scour the specifications to know what is acceptable in various situations. Does your electrical distributor do that?

**\*\* in accordance with CSA C22.2 No 94.1-15 sec 6 sub 1.7-8**



## SPECIFICATIONS

## 7. Branding Matters



In an ocean of contractors and machine builders, standing above the crowd by branding your company has never been more important. Gain Technologies of Michigan incorporated a technique to ensure everyone that sees their product knows who built it. We can also help your company add branding to your builds that will distinguish you from the rest.

## Pro Metal Craft

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