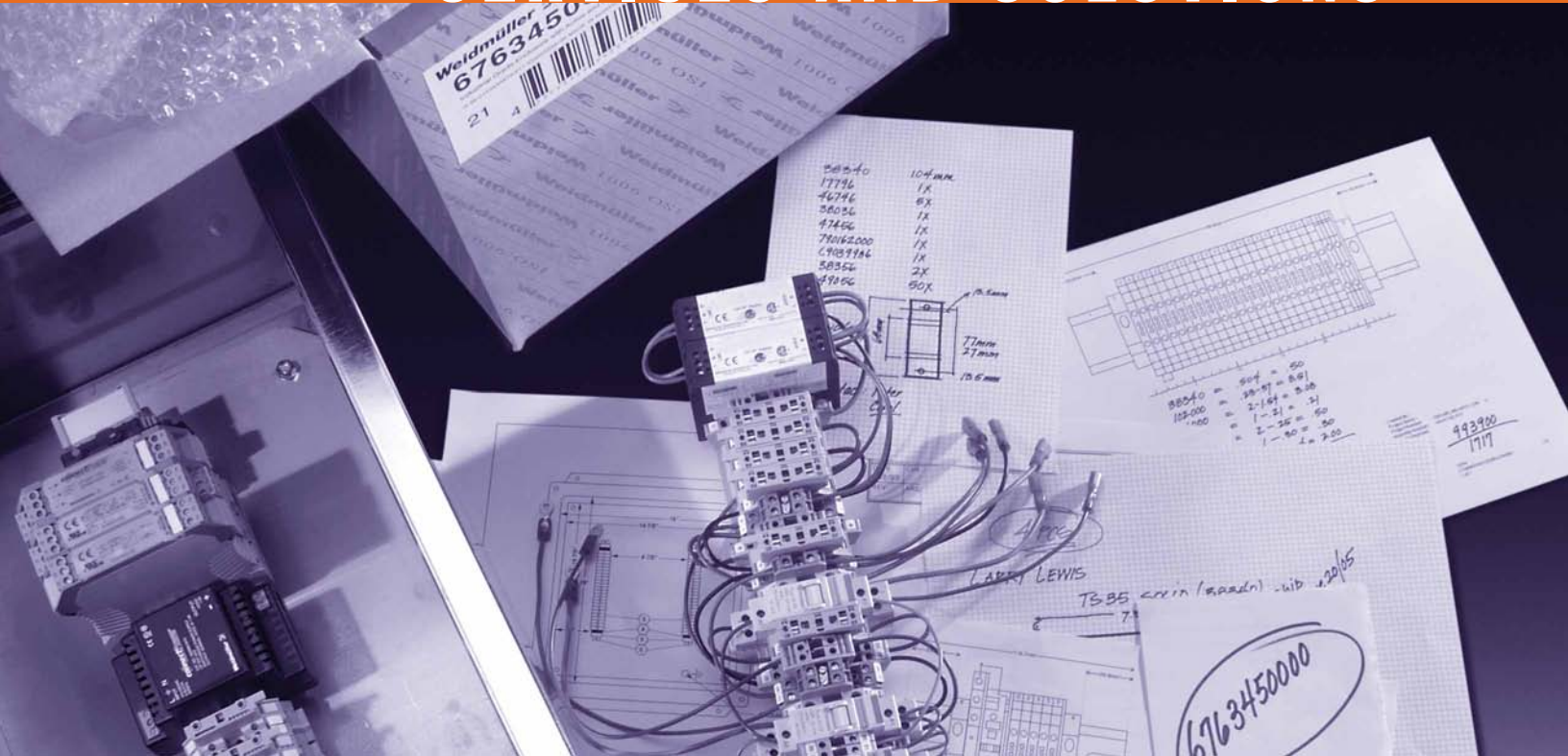


# DESIGN-BUILD-DELIVER SERVICES AND SOLUTIONS



COMPLETE DIN-RAIL ASSEMBLIES  
CUSTOM ELECTRONICS  
SPECIALTY ENCLOSURES

When good enough just isn't good enough

**Weidmüller** 

# SIMPLIFY STREAMLINE AND SAVE



## DESIGN

Weidmuller is well positioned to provide fast turnarounds on designs with a department solely dedicated to Design-Build-Deliver Services and Solutions.

When a standard product doesn't address the particular needs of your application, or you can't commit the internal resources required for a quick turnaround, Weidmuller's Design-Build-Deliver Services and Solutions is your answer. Design-Build-Deliver involves a multi-tiered relationship between Weidmuller's Design Engineers, Quality Engineers, Application Engineers and you. This unique relationship—design engineer to design engineer—ensures that every aspect of the project meets your requirements and is designed, built and delivered according to your specifications, budget, and schedule. Our Design-Build-Deliver Services and Solutions provide you with:

- Detailed engineering support for applications
- Expert design and engineering services
- Machining and installation of both Weidmuller and third-party products
- Rail assembly design and production
- Custom enclosures (industrial and ATEX)
- Custom marking for rails, cable and conductors



## BUILD

Weidmuller uses a state-of-the-art production planning system to ensure that the needed components are available to meet the production schedule.

Weidmuller guarantees 100% quality control on all Design-Build-Deliver solutions, and all solutions are 100% inspected and tested.

In addition, Weidmuller has a UL508 in-house approval program for engineered solutions.

This is part of the design process and is provided to you at no added cost, so you'll take delivery of a fully approved UL solution. We are also a certified ATEX installation house.



## DELIVER

Weidmuller can provide custom bar coding, labels and packaging to your specifications, including assigning your own product numbers to your completed solution or assembly.

At Weidmuller, we have 50 years of experience working in a wide range of industrial and process applications. Simply put, we have the product quality, technical expertise, experience, and resources to respond quickly and effectively to your unique application needs, giving you the time you need to concentrate on your core business.

# APPLICATIONS SOLUTIONS VALUE

"We had a critical part missing from a rail assembly order worth hundreds of thousands of dollars. It was a considerable amount of product—900 units, of which 750 had to be built and shipped quickly. Where someone else may have said 'this is the best we can do', Weidmuller bent over backwards to get the product from Germany and make sure we were able to get it built, tested and out the door a week early. That's the kind of cooperation we've always had with them."

Senior Buyer, Bristol Babcock, Inc.



*Bristol Babcock, Inc. is a leading manufacturer of innovative measurement and control instruments and systems, specialists in flow computers as well as SCADA systems.*

"We were producing an ATEX motor domestically for shipment overseas. This was something that was new, even to the European community. We needed someone who had been over there and understood the European definition of a quality product, and could provide us with training, meet our lead-time and be cost effective. Weidmuller sent experts to our engineering department and told us things we didn't know. They explained all aspects of ATEX, evaluated what we were doing, and gave us solutions to produce a quality product that met European specifications. A product of this caliber affects the reputation of our company. Weidmuller's training and advice greatly increased my confidence and made me more comfortable with the product."

Mechanical Engineer, Reliance Electric™



*Reliance Electric is a leading manufacturer of industrial AC and DC motors.*

After converting to Weidmuller terminals two years ago, it would have been easy to continue with the same design, but Weidmuller came in, looked at the application and because of the awkward position of the rail, suggested that the Z-Series line of terminals would save us a lot of time and aggravation. They also offered to manufacture our complete rail assembly – all under one part number! It has been so successful that we are currently looking to see what other services they can provide us.

System Integrator, SimEx-Iwerks



*SimEx-Iwerks is a leading creator/developer of 3D / 4D-seat / FX / simulation and custom special amusement attractions.*

# THE SOLUTIONS YOU NEED ALL FROM A SINGLE EXPERT SOURCE



RailDesigner Software gives users the ability to quickly specify and design enclosures and component rail assemblies

## COMPONENT PARTS TO DIN-RAIL

The design and application of interface products is our business at Weidmuller. We're experts at managing every detail, including:

- Rail design using our RailDesigner software
- DIN-rail assembly
- Specifying products for a full range of applications
- Custom marking
- Wiring of assemblies
- Packaging
- Special product kitting
- Custom PCB product design and development

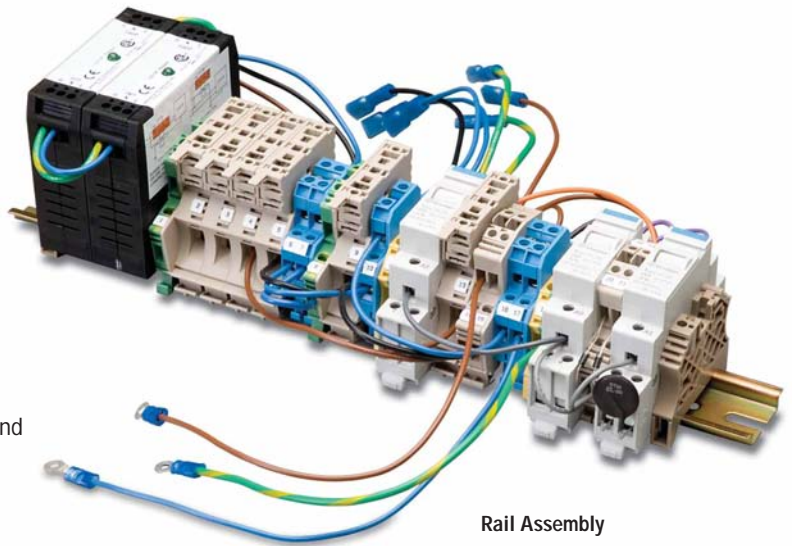
We even customize the rail itself if necessary—our services include custom holes, studs and threaded nuts as well as surface treatments and special packaging.

"Weidmuller is very knowledgeable about their product and came up with solution for our application problem. As a result, we kept our customer and can now offer a good, quality product that nobody else can match"

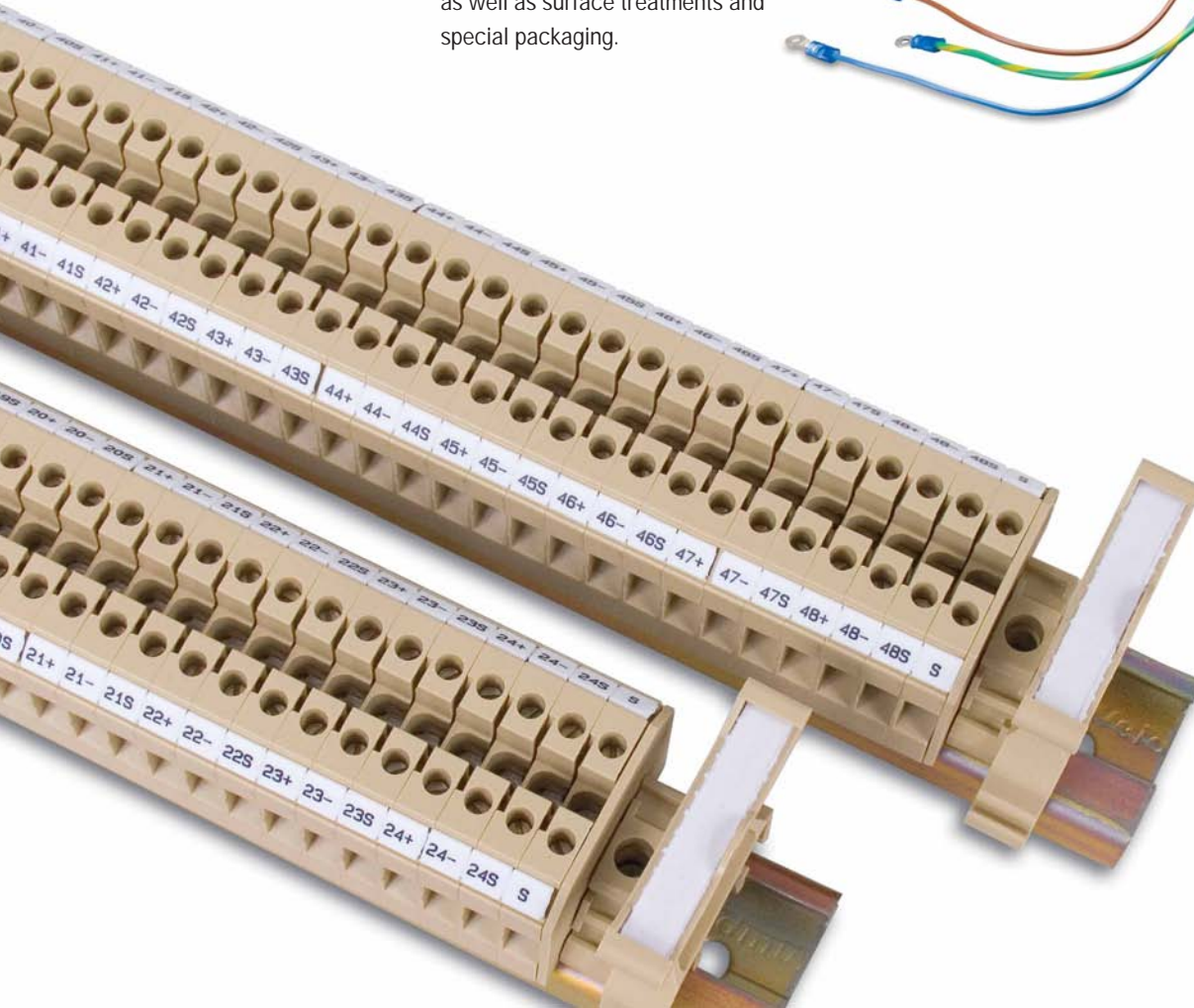
Reliance Electric™



Rail Assembly: Product placement built to customer requirement



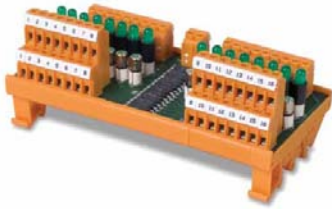
Rail Assembly incorporating single sourced components



Rail assembly which incorporates a standard sequence of terminals

# CUSTOM ELECTRONICS

Weidmuller has earned the reputation and certification as an ISO 9001 inspection point. Our experienced engineers and technical support staff can design and produce assemblies according to the highest quality standards and certifications, and because we provide 100% test and inspection on all assemblies and enclosures, you don't have to invest in costly test equipment.



Custom Interface:  
LED and Fuse Module



Custom Relay Interface:  
Utilizing slim-line terminal housing (6mm)



Custom Interface:  
IDC to field wiring with  
proprietary fuse and circuit  
breaker protection, UL  
recognized approval



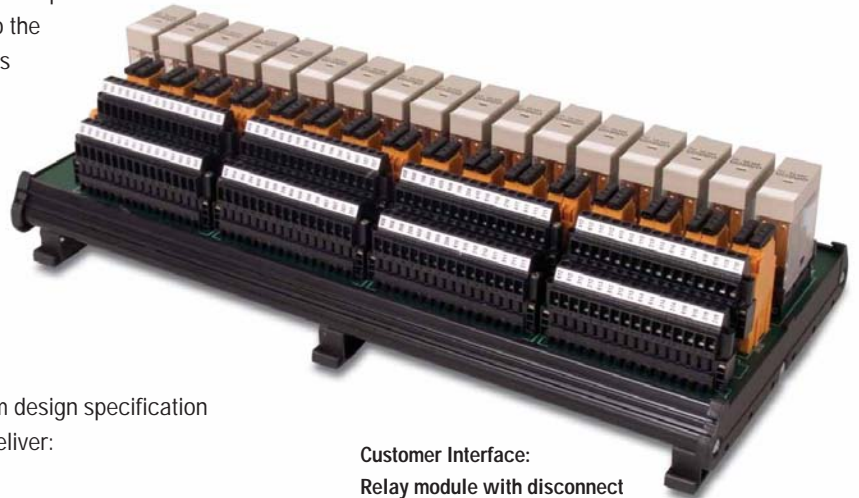
We'll work with you from design specification through production to deliver:

- Top quality pre-assembled electronics modules
- Design and production prototypes
- Custom printed circuit board products

We specialize in short runs and quick turnarounds on custom electronics, and our use of an auto-router to layout PCB traces eliminates human error on circuit layouts.

We also have a sourcing staff dedicated to acquiring products for our Design-Build-Deliver solutions, and if necessary, we'll procure specialty third-party components for your application requirements.

We deliver a complete suite of custom solutions that are built to customer specific requirements. From ATEX approved enclosures to component level builds, Weidmuller has a custom solution that can meet your needs.



Customer Interface:  
Relay module with disconnect  
and pluggable headers



Weidmuller's unique offering of compact component housings gives any manufacturer the ability to create an application specific electronic product.

*"We had a critical part missing from a rail assembly order worth hundreds of thousands of dollars... Weidmuller bent over backwards to get the product from Germany and make sure we were able to get it built, tested and out the door a week early."*

**Bristol Babcock, Inc.**



# SPECIALTY ENCLOSURES

At Weidmüller, we have the resources and capabilities to design and build both industrial and ATEX certified enclosures. We handle every aspect of the process:

- Initial design specifications
- Assembly and installation of box elements
- Design and specification of DIN-rail modules
- Terminal wiring
- Specifying, ordering and integrating third-party products
- Application of special coatings
- Adding elements such as mounting plates and holes or knockouts for cable glands
- Providing full ATEX certification and documentation

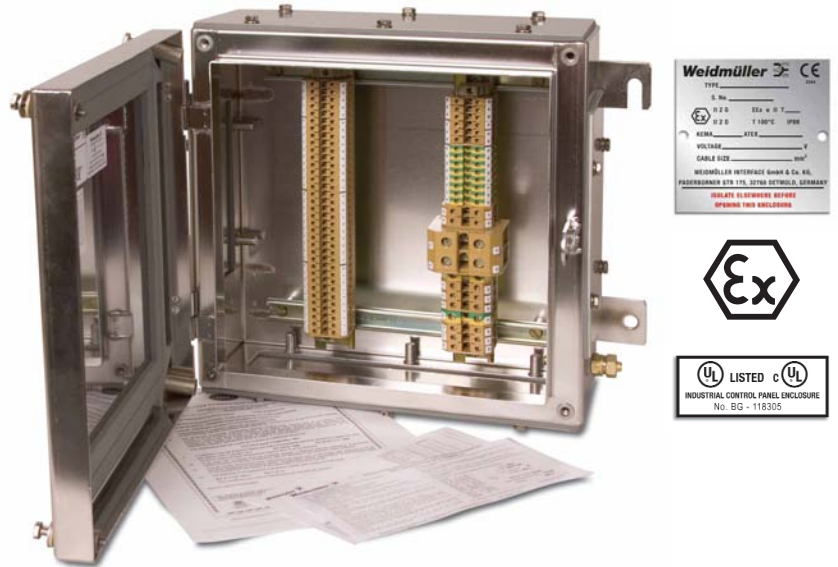
Weidmüller is a Certified ATEX Installation House—ATEX licensed to design and build ATEX certified enclosures, providing you with all the required documentation and certification and reducing your risk in hazardous locations.

All this means that you don't have to spend your time specifying, ordering and managing inventory for your projects. Design-Build-Deliver Services and Solutions does all this, and more.

Upon completion, we'll ship your industrial or ATEX certified enclosure to any location you specify—on time and on budget.

**"Weidmüller sent experts to our engineering department and told us things we didn't know. They explained all aspects of ATEX, evaluated what we were doing, and gave us solutions to produce a quality product that met European specifications."**

Reliance Electric™



Weidmüller is a licensed ATEX manufacturer—our ATEX certified enclosures meet multiple global standards and regulations and ensure that you have certified hazardous location protection.



# ADDED SERVICES AND SOLUTIONS

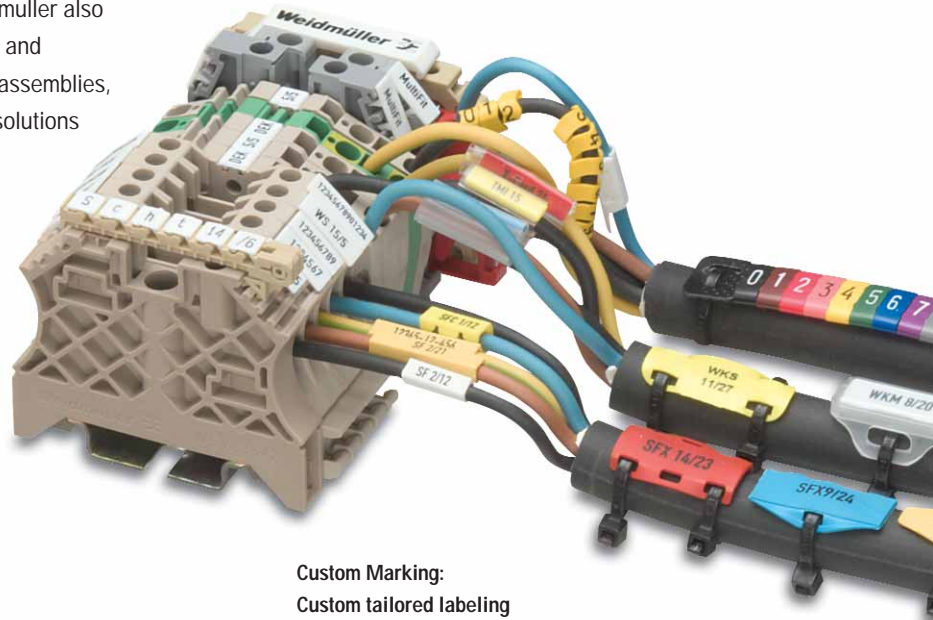
Design-Build-Deliver is not limited to passive terminals—Weidmüller also offers solutions that include active components such as relays and signal conditioners. And in addition to custom enclosures, rail assemblies, and electronics, incorporated into our portfolio of customized solutions is a range of added services such as:

- Kitting
- Custom marking
- Custom cut rail

With these services, some of the added values you'll realize include process improvement, reduced handling time, and minimized stocked inventory. And of course, with Design-Build-Deliver we can provide you with a solution that meets global approvals requirements.

**"We met a tight timeline and supplied a prototype that met our customer's needs...The cooperation between our distributor and Weidmüller makes my life really easy."**

APC



**Custom Marking:**  
Custom tailored labeling sequences when more than a standard stocked sequence (i.e. 1-100) is required.

## SPEC IT ONCE— ONE SOLUTION, ONE PART NUMBER

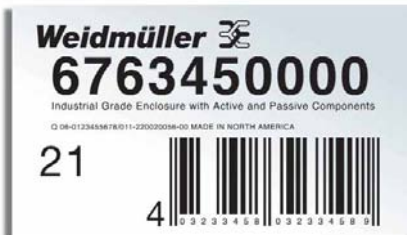
Design-Build-Deliver from Weidmüller is an efficient way to get the solutions you need, when and where you need them. Look to Weidmüller for:

- A lower total cost of ownership for your finished products
- A single order/single part number system
- Minimized inventory management and tracking
- Reduced production overruns—you only take delivery of what is needed
- Assemblies delivered ready for installation
- Reduction in time spent specifying, ordering and assembling components

Specify once with Design-Build-Deliver Services and Solutions and free yourself to focus on your core competencies and respond to the needs of the marketplace.

And as always with Weidmüller, you'll benefit from our extensive product portfolio, high level of product functionality, state-of-the-art standards, and expert technical support.

**Call us at 1-800-849-9343 (U.S.),  
1-800-268-4080 (Canada) or  
01 800 0249343 (Mexico)  
and let Design-Build-Deliver work for you.**



Design-Build-Deliver gives you the ability to assign your own product number to your completed assembly or solution.



Argentina  
Australia  
Austria  
Bahrain  
Belarus  
Belgium  
Brazil  
Bulgaria  
Canada  
Chile  
China  
Colombia  
Croatia  
Czech Republic  
Denmark  
Estonia  
Finland  
France  
Germany  
Greece  
Hong Kong  
Hungary  
India  
Indonesia  
Iran  
Ireland  
Israel  
Italy  
Japan  
Korea  
Luxembourg

Malaysia  
Mexico  
Morocco  
Netherlands  
New Zealand  
Norway  
Pakistan  
Peru  
Philippines  
Poland  
Portugal  
Romania  
Russia  
Saudi Arabia  
Singapore  
Slovakia  
Slovenia  
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Spain  
Sweden  
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Ukraine  
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United Kingdom  
USA  
Vietnam



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