



 **willsher&quick**
special products business unit

www.willsherandquick.co.uk

Introduction

Willsher & Quick was established in 1956, quickly grew and became one of the premier specialist enclosure manufacturers in Europe. Based in Highbridge, Somerset, the company created an excellent reputation for design development and quality.

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In November 2000 Willsher & Quick became part of Cooper B-Line Inc., a division of Cooper Industries. The Group's annual turnover exceeds US\$4.0 billion and has an ongoing objective to develop products and services in support of global markets, especially serving Europe, The Middle East and Asia.

Cooper B-Line continues to invest in technology and boasts some of the most up to date design and manufacturing systems available. Linked with a strong technical and logistics resource the company is well placed to meet the stringent demands of customers on a global basis.

Special Products Unit

Willsher & Quick still exists today as the Special Products Unit of Cooper B-line. The purpose of having a separate business unit is to ensure that the necessary skills and resources are brought together to ensure that customers get the best design in the shortest possible time at the most competitive cost.

By pooling resources in a Special Business Unit it is easier to "oversee" the introduction of new and customer specific projects.



Visualisation

Concept Design

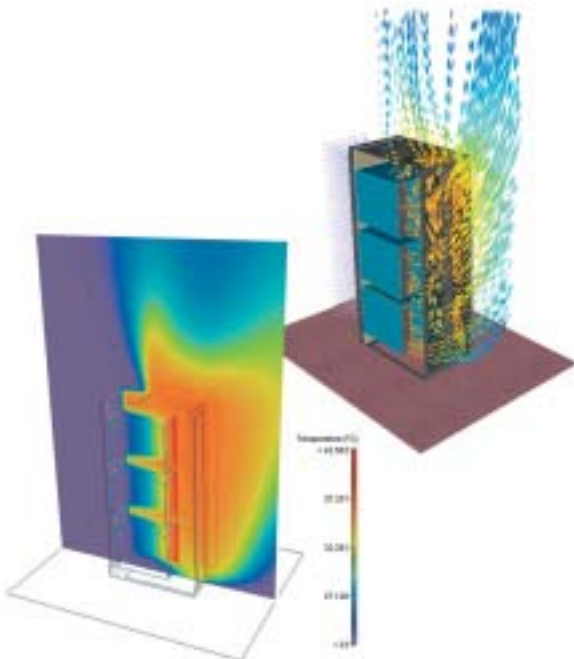
With short life cycles, and the requirement to differentiate a product, from its competitor, the design of an enclosure can be crucial to its success. Willsher & Quick can offer a full product development service. The first part of this process is to create an image for the product. Using the company's Pro – Engineer CAD system it is possible create a number of "concept" models to allow customers to visualise how their product will look.

The concept models can also be rendered in corporate or the intended colour scheme to show the potential of each design. This can then be used to examine cable routings and the layout of equipment mounted in the enclosure.

Willsher & Quick to offer a design service, turning outline into realities. Finally it is possible for Willsher & Quick to provide software to view the various concept designs to enable the customer to make internal presentations.



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Customer Specification

Customers that already have their product designed can easily be accommodated by Willsher & Quick. Most equipment manufacturers use a CAD system and usually it is possible for Willsher & Quick to convert these files to be read by the company's CAD system. The key CAD systems employed by Willsher & Quick are: Proren 3D, Pro- Engineer 2001, Wildfire 2 and Solid Edge v9.

Once the design is known, it is possible for Willsher & Quick to offer a "thermal" modelling service. The "heat load" of a product can be evaluated and the ability of the enclosure to maintain the product at the correct temperature can be assessed.

Outdoor Enclosures

Manufactured in stainless or galvanised steel with a thermal management capability. Typically used in CATV or Telecom Network applications.



Workstations

Used to house specialist test equipment in a manufacturing environment.



Rack/Consoles

Combining the storage of a 19" inch rack with the ergonomics of a console. This kind of enclosure is used in control rooms for traffic, air traffic and power station applications.



Data/Telecomm Cabinets

19" Inch Enclosures designed for housing equipment for Mobile communications or Data applications.



Companies in receipt of our products

HSBC

Unisys

Alstom

Siemens

Comunica

Honeywell

Merrill Lynch

Park Air Systems

BT British Telecom

Westinghouse

McDonalds

BT Cellnet

Motorola

Radyne

Orange

Nortel

Brush

Nokia

Electrical Control Cabinets

Typically used in electrical control applications for mounting PLCs and process control equipment.



ETSI Telecomm Cabinets

Used widely in the Telecomm industry. Cabinets with ETSI mounting are typically used in switching and network applications.



Evaluation

Product Development

Having designed a product to a customer specification or adopted an existing design Willsher & Quick will then begin the development process. This will involve ensuring that the correct bills of materials are available, special tooling is developed and if required, prototypes can be produced for evaluation.

Cost Development

Willsher & Quick understand that it is important to meet critical cost targets for customer projects. By detailing the specific costs for each of the components in the product assembly and using the purchasing power of the Cooper Group Willsher & Quick can also obtain materials and components at competitive rates. This means that Willsher & Quick can offer customers complete control of costs.

By combining the Product and Cost Development the company can evaluate a variety of solutions offering the one that gives the optimum balance between technical compliance and the cost target.



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Realisation

Process Control

Realising a new product, to the correct specification and at the right time does not happen by accident. Willsher & Quick rely upon using the latest in manufacturing techniques. Ongoing improvement is crucial to the ensuring that the company has the most cost effective manufacturing processes. This means that Willsher & Quick can offer timely introduction of new products to the right specification.



Manufacturing

The most important element of product realisation is the Willsher & Quick manufacturing facility. The company has the latest in turret punching capability, which is also supplemented by a laser. The laser offers a very high level of flexibility and allows fast, complex production without the need for special tooling.

Following the turret punching process sheet metal products have to be formed and this is completed using a variety of CNC Press Brakes. Again these machines offer "high speed" production with a high degree of flexibility.

The final element of the manufacturing cycle is finishing. Willsher & Quick can offer high volume powder paint but still have the flexibility to "wet spray" products. This means that a variety of finishes can be supplied to best suit the application.



Integration

Assembly and Test

Willsher & Quick know that simply offering sheet metal components and enclosures is no longer "enough" in today's market.

As part of the product service the company can supply products with thermal management system such as fan units, heat exchangers and air-conditioners. Cabinets can also be supplied with environmental sealing, humidity control and heaters. If required, products can also be supplied with power supply and distribution systems.

All of these can be supplied assembled and tested as a complete "sub- system" ready for final assembly and software configuration. If needed pre-production compliance testing can be undertaken.



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Packaging

Whilst often not part of the "primary" product consideration, packaging has a very important part to play in the development of a product.

Packaging may be simple and sufficient to transport to a customer's facility. It could, however, be used as the main product pack, possibly, used to transport the product internationally.

Implementation

Installation & Logistics

Making the product is not all the service offered by Willsher & Quick. If needed the company offers an installation service. This means that part of our Logistics team will deliver a product to a site, install it to its correct position and finally remove and dispose of the packaging. This means that, once sited, customer installation engineers can visit sites knowing that a cabinet will be pre-installed and that they can concentrate on "fitting out" and installing their own products and not ours.

Customer Services

A critical part of the implementation of a new product supplied by Willsher & Quick is the "interface" provided by our Customer Services Team. Pre-Sales Engineers provide a day to day interface with customers and assist with the technical support required for special projects.

Project Management is also an important part of the Willsher & Quick service. Depending upon the size and complexity of a programme Willsher & Quick will appoint a Project Manager who will oversee all elements of the product realisation. In conjunction with our Technical Field Sales team the Project Manager will ensure that the specification, cost and delivery schedules are met. He will also offer technical support and an interface between Willsher & Quick and its customers.



COOPER B-Line

A wide range of standard products are available from Cooper B-Line.

Contact Cooper B-Line direct using the details below for more information.



Other companies within the Cooper Industries group:

COOPER Power Systems

COOPER Crouse-Hinds

COOPER Tools

COOPER Devices

COOPER Menvier

COOPER Lighting

COOPER Bussmann

COOPER B-Line



Kalkenstraat 91-93 B-8800 Roeselare (Roulers) - Belgium

Tel. +32(0)51/25.06.10 Fax +32(0)51/24.02.57

Email: edp@eldeco.be website: www.rack19.be or www.eldeco.be or www.eldeco-edp.eu