

**NEW ELECTRICAL INSULATOR SOLUTION SAVES LARGE ELECTRICAL OEM 50% COST & SOLVES SUPPLY ISSUES**

**OPTIMIZED TO MEET THE MOST DEMANDING EV REQUIREMENTS**

# MAR-BAL HIGH-VOLUME ELECTRICAL INSULATORS

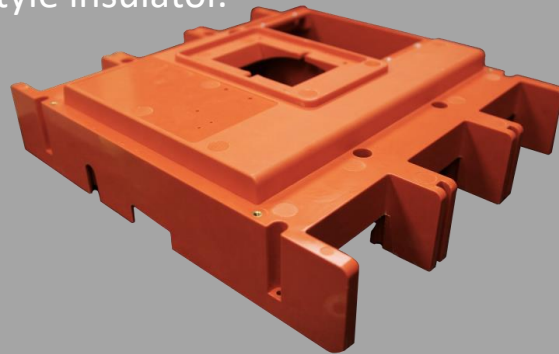
- Mar-Bal, Inc. is the largest manufacturer of BMC molded Standoff Insulators in North America
- Standoff Insulators are molded from a flame retardant and track resistant glass reinforced thermoset polyester molding compound recognized for current carrying devices by UL.
- Insulators combine high mechanical strength with high arc resistance and dielectric properties at elevated temperatures and humidity.
- These shatter resistant insulators meet the most exacting standards for a variety of applications including electrical connectors for Hybrid & Electric Vehicles and EV charging stations.



# NEW ELECTRICAL INSULATOR SAVES LARGE ELECTRICAL OEM 50% LESS COST & SOLVES SUPPLY ISSUES

## Problem:

- A leading electrical manufacturer of switch gears, transformers, panel boards, and data center power distribution components was struggling with the high cost and long lead times for an epoxy-style insulator.



Able to mold parts with complex geometries

## How Solved:

- By working as not only a design and manufacturing company, but also as a sourcing partner, we were able to understand and address the full scope of needs from the outset of the project.
- Mar-Bal worked with the electrical OEM to create a new BMC thermoset standoff insulator utilizing Mar-Bal's high track material.
- Mar-Bal also created a custom stock- and-release program to solve the lengthy lead time issue.

## Benefit:

- The result for the OEM was a new BMC insulator which exceeded the performance of the costlier epoxy insulator.
- Because of Mar-Bal's innovative approach to solving this manufacturer's needs, the manufacturer received a superior product at over 50% less cost than the epoxy counterpart, and eliminated the risk of supply shortages.