



ROHN ENCLOSURES

CASE STUDY

Groupe Schneider (Square D) Milwaukee, Wisconsin

Many companies talk about providing “value” to their customers, but what does value really mean? For the engineers at Groupe Schneider (also known as Square D) in Milwaukee, Wisconsin, this means picking up the phone and calling Rohn Enclosures. Rohn has been working with Square D for almost 10 years and they understand exactly what they want and what their projects require, from manufacturing standards to quality to specific brackets, hinges and paint.

Rohn views Square D’s enclosure needs as custom, yet Rohn’s experience from engineering through the entire manufacturing process makes the process an efficient, accurate and cost competitive one. The enclosures for Square D’s projects are often not a large component of the overall project. Because of the relationship the engineers have with people like Bernie and the confidence they have in Rohn’s products, they can reduce the amount of time spent on the enclosure portion of the project and focus on other, more critical areas. This is because they know the enclosures will be what they need, delivered when they need it and priced competitively.

While the products for this customer are not standard catalog fare, they are often very similar in the “fit, form and function” categories. With **www.IdealEngineer.com**, the process of modifying previously manufactured customer products has become substantially easier and more efficient. This means the customer will get their product quicker and at an even more competitive price.

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