



Help your Customers

More possibilities than just a box, with a FIBOX Enclosure.

When you receive a call from a customer inquiring about enclosures, remember these few questions to help you help them make the best possible choice about the application.

These questions should help create a more meaningful dialogue and position you as the knowledgeable solution provider they need.

You can ask, "Can Fibox modify these for your application?" If yes...

1: Are you using a Back Panel or DIN-Rail for your components? If Yes, suggest Back Panels or DIN-Rail frame kits and DIN-Rail frames, and ask; "Will you need the back panel modified?"

1a: Are you aware Fibox offers adjustable depth kits to stagger the position of the components within the cabinet.

2: Are you using an HMI, display, or other read-outs that requires a front panel? If yes, suggest a Front Panel, and ask, "Will you need the enclosure or panel modified?"

2a: Will you need to readily access the internal components behind the front panel? If yes, suggest a Fibox IPW protect the HMI.

3: Will the temperature vary in your product's site location? If yes, ask; "If they will require ventilation or pressure stabilization?"

4: How many holes or cut-outs will your project require?

4a: Did you know Fibox can CNC machine your enclosures and panels.

4b: Are these all-around holes or other shapes? And what size cable gland will you require to maintain the enclosure's water tightness?

To better understand your customer's needs and provide thoughtful solutions, here is a quick primer to prepare you to discuss most potential enclosure requirements.

Size: Fibox uses L x W x D (length by width by depth) to measure enclosures and LxW for panels.

NEMA Rating: The NEMA Rating denotes how much protection the enclosure provides to its components (See Fibox NEMA chart).

Back Panel: Back Panels (AKA, Mounting Panels, Back Plates, Sub Panels, or) are used for installing electronics to the walls of the cabinet. The panel eliminates the need to compromise the enclosure's integrity by drilling directly through the enclosure's back wall or sidewall. Most Fibox panels are available in Steel, Aluminium, and Plastic.

DIN-Rails: DIN-Rails are metal strips designed for securely attaching electrical components inside an enclosure, similar to a back panel. Fibox ARCA - IEC and ARCA-JIC cabinets require a DIN-Rail mounting Kit.

Adjustable Depth Kits: Depth Kits allow a designer to place either the back panel or DIN-Rail frame closer to the front of the enclosure, allowing for air circulation or staggering components placement to maximize the enclosure space.

Front Panels: Front Panels (AKA Fixed or Dead Front Panels) are commonly used to mount read-outs, displays, or other HMIs while protecting other internal components in the enclosure.

Front Swing Panels: Unlike fixed front panels, swing panels are hinged and permit access to the internal components.

Customize Cut-Outs and Holes: Fibox offers CNC Machining for cutting custom holes, cut-outs, and recesses in your enclosure (Contact Fibox for minimum order quantities).

Ventilation Kits and Pressure Stabilizers: Vent Kits and Pressure Stabilizers ensure proper ventilation and airflow for critical electronic components and minimize the chances of condensation housed in your NEMA enclosure.

Cable Management: To maintain your NEMA rating, you must use a product with a higher NEMA rating once you cut or drill a hole into an enclosure. Fibox provides an excellent assortment of cable glands, membrane glands, flanges, and cable entry solutions to manage cables while maintaining high ingress ratings.

For more information, contact your local Fibox representative.