



Quality at a fair price is standard at Robinson.

What began as a research project became a highly successful relationship between Holland Company and Robinson Custom Enclosures.

As a pioneer in the railway supply industry for freight car components and track maintenance, Holland produces a quality product line of mobile track welders with dual-purpose highway and railway chassis. When the company began testing the viability of selling mobile rail welding equipment to European markets, Holland found stringent sound levels, strict weight restrictions, and tight railway tunnels.

Its product line at the time was simply too large to fit in tight European railway tunnels.

What Holland needed was a special enclosure for its welding equipment, one that would fit the size and sound restrictions of the European markets, and also could be easily mounted on a highway chassis equipped with high-rail running gear. Holland re-



alized early on that the typical fiberglass reinforced plywood style body would not be the right fit for this enclosure. Not only did the body need to protect the generator, electronic controls and Holland's compact welding head, but it also needed to be constructed of a lightweight material that could be formed to adhere to the limited weight and tight height requirements of European railway tunnels.

Although Holland had previously rented generators for which Robinson had made enclosures, it had only recently begun to take a closer look at the DePere, Wisconsin company.

What it found was a manufacturer that fit its needs perfectly.

Building a box isn't hard; but building it just right requires a special approach. At Robinson, custom has been the standard long before we officially grew into Robinson Custom Enclosures. It's the way we've treated our custom metal fabrication customers for over 25 years. And it's what makes a difference in our enclosures, packages and tanks today.

Our roots are in the custom business – we're a division of Robinson Metal, a progressive custom sheet metal fabricator committed to constant technological improvement, skilled craftsmanship, and dedication to a belief in the importance of outstanding customer service. Unlike most enclosure manufacturers, we founded our division for the sole purpose of building custom enclosures in 1995.

When we say "custom is standard" at Robinson, we mean it – from the way we build our products to the way our dedicated teams approach every challenge with our-of-the-box thinking.



WHERE CUSTOM IS STANDARD

ROBINSON
CUSTOM ENCLOSURES

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“Robinson met all of our demands without question,” said Dennis Gibbs, senior mechanical engineer for Holland. “They came through on their promise to deliver, from timeframe to budget.”

“Once we have a good solid plan, the production aspect almost runs itself,” said David Oshefsky, Robinson’s National Sales Manager. “Last year we shipped several hundred enclosures from our facility.”

Robinson Custom Enclosures specializes in turnkey products – such as enclosures, containers, UL tanks and trailers – for the power generation industry and is a division of the custom sheet metal fabricator Robinson Metal Inc., which was established in 1975. The enclosures division employs its parent company’s extensive fabricating knowledge and expertise to manufacture top-of-the-line enclosures.

“We came to them looking for quality work at a fair price, and that’s exactly what they gave us,” said Gibbs.

Gibbs added that a combination of factors dictated the enclosure’s customization, most notably the unit’s height, which, due to Europe’s low-ceilinged rail tunnels, is only seven feet, three inches from floor to ceiling – unlike enclosures used for similar purposes in the United States, which are usually about eight-and-a-half feet in height. Holland also wanted the enclosure’s roofline to be slightly angled, in order to allow the largest unit possible to fit through the tunnels.



Robinson met both requests, while designing and manufacturing an enclosure that is constructed of one-eighth inch aluminum to ensure that the entire vehicle easily meets any highway or railway weight requirements. The project’s goal was to manufacture a vehicle whose total weight was less than 30 tons; that target was easily hit when the finished product was weighed in at 25 tons. The enclosure’s formed panels are completely seam-sealed to prevent leakage, and the unit is sound attenuated to achieve a 20-decibel overall reduction, satisfying stringent European sound standards.

“We really do a great job when it comes to specialty equipment,” Oshefsky said. “The entire package needed to be very robust in order to handle rail transportation, yet also be light enough to meet the weight requirements of the highways. With some hard work and well-engineered plans our design team was able to accommodate all the requirements.”

Holland knew that because of its numerous special requests the assembly of the enclosure onto the custom chassis would be a tight fit. In most cases, the company would have estimated that the assembly might take up to two weeks.

Instead it took three days.

“All they really had to do was set the container over the locks and attach the fuel lines,” said Gibbs. “In a matter of three days, it went from a stack of several parts to one unit that was very functional. They picked it up, put it on the truck, and it fit.”

“It was a job well done on Robinson’s part – everything



was custom-made, fit together and complete. They’re very professional. Everything we’ve asked for, if it’s been in their power, they’ve helped us attain it.”

Holland’s European customer, a Hungarian-based company, was so pleased with the project – which took about five months from the initial request to assembly – that it has featured the vehicle in its most recent sales brochure. While working with the Hungarian company was a new venture for both Holland and Robinson, they expect the market for their products in both Europe and Asia to continue to expand.



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