

CUSTOMER

World-leading manufacturer of anesthesia face masks, circuitry, and components related to surgical breathing devices

PART

Head strap that holds anesthesia face mask to the patient

MATERIAL

50 durometer, custom elastomer

MARIAN ADVANTAGE

Designed to maximize material yield, which led to major cost savings

CHALLENGE

The customer, a global leader in producing anesthesia face masks and other components related to surgical breathing devices, needed a new supplier for their face mask head strap. They were looking for a supplier who could offer better service and delivery as well as a cost savings. Having a reliable die cutter was important to them because the estimated volume for the year was very high.

SOLUTION

In order to save costs for the customer, Marian devised a unique process to increase efficiency. This process maximized material yield and produced parts more quickly. Marian proved that we could be a reliable supplier by producing quality parts on-time.

CUSTOMER BENEFITS

- ◆ **Reliability:** The part is quite complicated, but Marian found a way to ensure that all parts could be made accurately again and again.
- ◆ **Cost savings:** By maximizing material yield, Marian saved the customer significant costs.
- ◆ **Innovation and partnership:** When Marian learned about a new material that offered better tensile strength for the head strap, we brought it to our customer immediately. The customer loved the new material and appreciated our expert material knowledge.

