



ADVANTAGE CONVERTING

Advanced Slitting Capabilities Enable Manufacturer to Scale Production and Increase Market Share of Exotic Polymers Market

Industry: Industrial

Application: Bonding & Joining, Electrical Insulation,
Surface Protection, Thermal Management

Services: Slitting & Rewinding

Materials: Films & Plastics, Rubbers, Thermal Management



Case Study

Challenge

One of the world's largest producers of electronic components, including various types of exotic polymers, needed a partner that could provide slitting services. The market opportunity for the company's high end specialty polymers was significant, with the polymers sold throughout a variety of industries, including aerospace, electronics, automotive, communications, and construction.

Solution

Due to our extensive experience slitting sensitive and complex materials, the manufacturer fast-tracked Advantage Converting to become a prime partner for slitting large, master rolls of the customer's various extruded products. We were able to meet the volume, dimensional, and quality requirements to supply slitting capabilities across their product line, which serves global supply chains.

Advantage Converting developed procedures to process and package a variety of specialty materials into usable formats for various applications. We processed materials from early stage development to full scale production while consistently meeting strict specifications. Our ability to improve yields in the early stages of development allowed the customer to build market share as they fine-tuned their extrusion process.

Results

- The long-standing partnership with Advantage Converting, which continues today, has allowed the manufacturer to build a multi-million dollar market share
- Yielding very challenging materials and limiting scrap has saved the manufacturer many thousands of dollars
- The company has expanded its product lines to diverse markets and continues to be a major producer of insulating materials for electronic applications across many industries
- Original company was acquired by a global leader in electronic parts

Tell Us Your Challenge: info@advantageconverting.com

Call Our Team: 650.802.6800

Come See Us: 266 Industrial Rd. Suite A · San Carlos, CA 94070

advantageconverting.com



Our Mission

Advantage Converting strives to serve our customers' every need. You're our lifeblood. We value every opportunity to learn about you, collaborate, and build a lasting relationship. From A to Z, our team is dedicated to understanding and realizing your challenge.

Our customer commitment:

- Produce the highest quality products at a fair cost
- Provide exceptional product turnaround time
- Offer unsurpassed customer service and support
- Ensure sensitivity to all customer privacy needs

We want to contribute to your success. By partnering in all steps from product development to delivery, Advantage Converting will make every effort to ensure you accomplish your goals.

Our Services

- Custom Die Cutting
- Precision Slitting and Rewinding
- Multi-layer Laminating
- Thermal Laminating
- Cleanroom Manufacturing
- Controlled Environment Printing
- RF Welding
- Island Placement
- Packaging and Assembly
- Engineering and Prototyping



Our Process

No matter what stage you're at, we can help you. Whether it's a scratch of inspiration on a napkin, or a fully designed and blueprinted idea, our creative engineers will work with you to make your idea a reality.



Building Relationships

Our customers are our lifeblood. From our initial consultation, and through each step of the process, we value every opportunity to learn about you, your business, and your challenge.



Engineering & Prototyping

Our highly skilled R&D team collaborates with your top engineers on the most difficult design challenges and incorporates your application, quality and cost requirements into a streamlined process and solution.



Manufacturing

To meet your quality, cost, and delivery expectations, we use our comprehensive capabilities, from basic assembly to the highest levels of automation and clean room expertise.



Quality Control

With over 30 years of experience, we incorporate the uppermost quality standards and unparalleled process management from initial consultation to final delivery.



Packaging & Distribution

We utilize our broad logistical knowledge and industry resources to ensure we meet your packaging and distribution requirements, regardless of type and scope.



Service & Support

Our customer service team is committed to providing you highest-quality support and satisfaction for every inquiry and request, whether it's broad or specific, about designing, manufacturing, or shipping.