



ADVANTAGE CONVERTING

## Stanford Alumni Team Up with Advantage Converting to Equip Healthcare Workers with PAPR Face Shields During Pandemic

**Industry:** Medical

**Application:** Devices & Disposables

**Services:** Custom Die Cutting, Laminating, Slitting & Rewinding

**Materials:** Films & Plastics, Tapes & Adhesives



# Case Study

### Challenge

Powered air purifying respirators (PAPRs) were the standard PPE used by hospital first responders and during aerosol generating procedures. As hospitals around the world became impacted by COVID-19, they quickly ran out of the replacement face shields used inside the PAPR helmets. A group of Stanford Alumni engineers designed generic replacement face shields that could fit a variety of PAPRs. The engineers had the individual part designs but needed a way to manufacture them.

### Solution

The engineers approached Advantage Converting in March of 2020 to manufacture the individual parts. We worked with them to streamline the manufacturing process and build the face shields to the highest standards. Early stage shields were built using an adhesive lamination. Each piece was individually die cut and assembled. The process evolved into bonding all of the layers together using RF welding. Advantage Converting automated the entire process, eliminating the need for hand assembly.

Advantage Converting packaged and shipped the assembled face shields to hospitals in need.

### Results

- Advantage Converting successfully manufactured and shipped tens-of-thousands of face shields for local hospitals that were unable to buy them from traditional vendors
- The automated manufacturing process reduced materials, improved bond quality, and increased output, enabling us to meet increasing need
- Leveraged industry partnerships to source hard-to-find materials during a period of significant global supply chain disruption

Tell Us Your Challenge: [info@advantageconverting.com](mailto:info@advantageconverting.com)

Call Our Team: 650.802.6800

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

[advantageconverting.com](http://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.