



ADVANTAGE CONVERTING

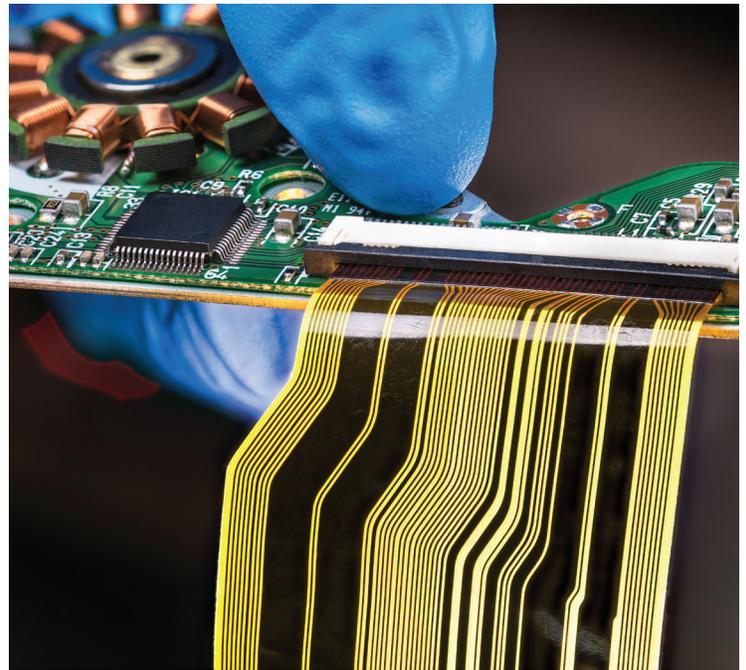
## Advantage Converting Meets Stringent Quality Control Requirements, Enabling Manufacturer to Expand Business

**Industry:** Electronics

**Application:** Electrical Insulation

**Services:** Slitting & Rewinding

**Materials:** Films & Plastics



# Case Study

### Challenge

A major manufacturer of electronic components produces a multi-conductor ribbon cable that is used in various aerospace and electronic applications. The cable must be slit to various widths, each with a specific number of conductors. Because of the very sensitive nature of the cable, strict and manageable tension control is required during processing. The manufacturer tried to slit the cable in a lab, but this approach was unscalable. The company also needed a quality control process to verify the integrity of the cable after slitting.

### Solution

The manufacturer approached Advantage Converting to provide slitting services and quality control. We developed tooling and a process to split the very sensitive cable while removing all voids in the fragile insulation on the wire. This involved the use of spark testing equipment to find and remove voids in the insulation wall. Advantage Converting also designed and produced custom reels on which to wind the cable after slitting. The reels ensure that the pliable cables maintain their integrity.

### Results

- Advantage Converting's scalability has enabled the manufacturer to expand its business into new use cases for the multi-conductor ribbon cable
- The quality control process provides assurance that the product consistently meets all requirements, enabling the manufacturer to maintain output
- The long standing, trusted partnership with Advantage Converting brings peace of mind

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.