



ADVANTAGE CONVERTING

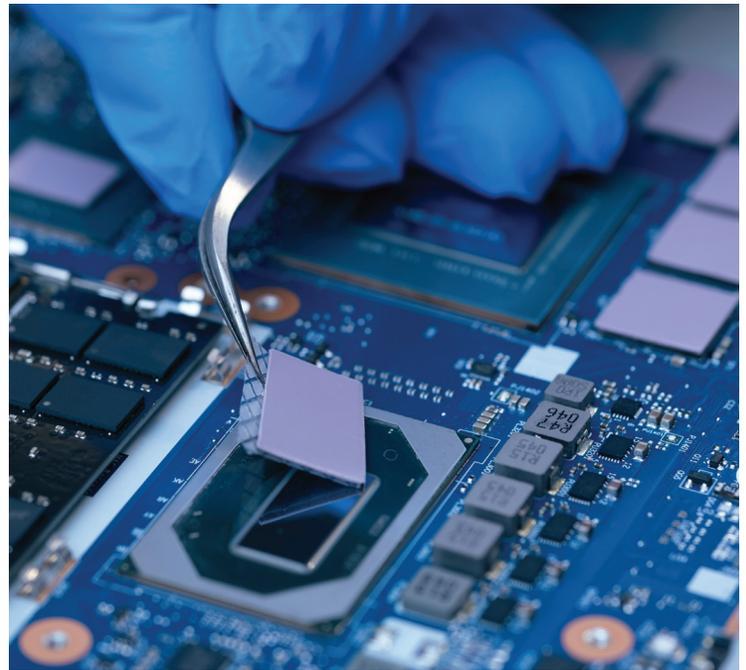
## Advantage Converting Builds Custom Die Cutting System to Process Challenging Polymer with Precision and Consistency

**Industry:** Industrial

**Application:** Electrical Insulation, Gaskets & Sealing, Thermal Management

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

**Materials:** Films & Plastics, Rubbers, Thermal Management



# Case Study

### Challenge

A raw materials manufacturer creates a soft, tacky polymer that is inherently challenging to process. The company produced the polymer in roll form and then processed it further into sheets for die cutting. Because production wasn't continuous or automated, the company was only able to produce the end product - a thermal pad - at low volume and low scale. With demand growing, the manufacturer needed a partner that could process the material at higher capacity.

### Solution

Advantage Converting developed a proprietary process of a roll-to-roll die cutting system that allows the thermal pads to be produced at high volume while maintaining the required precision and consistency. We also developed packaging to keep the thermal pads intact and clean, and prevent them from sticking together during transit and storage.

### Results

- Custom process increased the raw material yields by 30% and output tenfold
- Customer grew its business and became a major producer of polymers that are sold globally for thermal management

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.