

Vinyl Compounds Meet Healthcare Industry Demands

Geon™ HC Compounds solve product and supply issues for growth-focused processor.

Situation

Consistent, reliable supply is critical for processors who face quality control demands and costs associated with regulatory compliance in the medical industry. That's why a Georgia-based custom manufacturer of injection molded and extruded products turned to PolyOne to address quality and supply issues encountered with another material supplier.

Having won a contract from a healthcare OEM to produce medical-grade vinyl catheters for IV sets, the processor hoped to use the opportunity to gain experience and build its reputation in the healthcare industry.

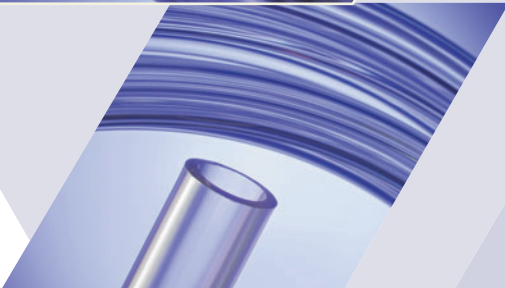
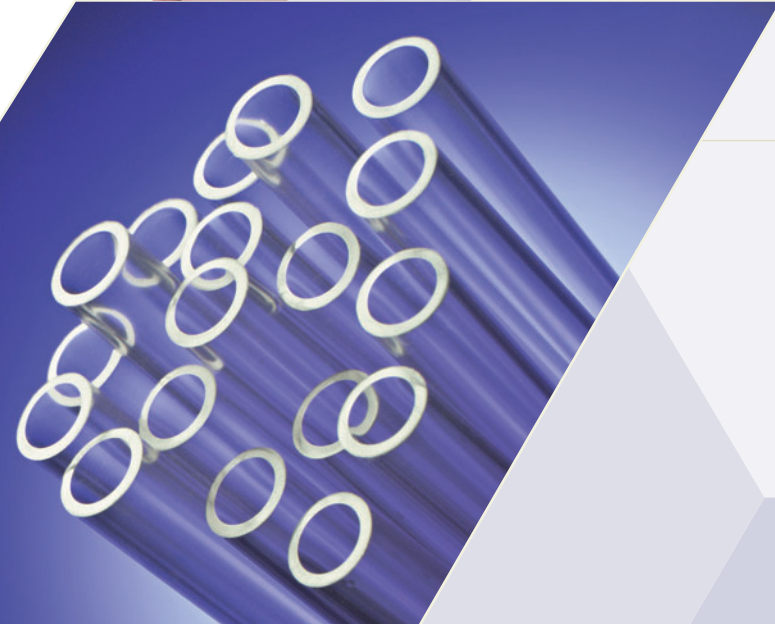
Challenged by late and erratic shipments that caused unexpected production downtime, the processor had to deal with excess material sitting on the floor, tying up precious working capital.

In addition, quality issues made processing difficult, and color and other physical inconsistencies frequently resulted in unacceptable production output. As a result, the processor was wasting time and money and jeopardizing its relationship with the OEM.

The PolyOne Difference

It was clearly time for a better alternative. PolyOne Geon Compounds technical service team thoroughly understood all of the product requirements, including color, "feel," sterilization, and regulatory needs.

Beyond this, the team worked with the OEM to better understand its needs. They also established a strong two-way flow of information that facilitated product selection and helped the processor learn more about medical specifications and healthcare applications. PolyOne met the customer's needs with Geon HC XV3450, a 75 Shore A, FDA-compliant, USP Class VI material.



Delivering a Value-Added Solution

PolyOne helped the customer solve its quality and supply issues in a number of ways:

- Shipments were delivered on time, with no surprises, eliminating shortages and excess inventory and saving over \$5000 in additional labor costs.
- The material ran consistently, and PolyOne produced the same touch, feel, and color that the OEM expected while also cutting processing time and reducing scrap rates by 15%.
- Lead times were reduced and better inventory control was instituted.
- Service and professionalism increased dramatically, according to the processor, who also noted that communications were more frequent, and issues were solved more quickly.
- Finally, the processor solidified its relationship with an important medical OEM, giving them the experience and credibility to grow their business.

Product choices often vary by region due to differences in regulatory and agency requirements, availability and other key factors. Please contact your nearest sales office for assistance in choosing the right solution for your locale.

CONTACT INFORMATION

Americas

U.S. – Avon Lake, Ohio
+1 440 930 1000
St Remi – Canada
+450 454 8010

Asia

Japan – Tokyo
+81 3 6912 9102
Dongguan – China
+81 3 6912 9102

Europe

Belgium – Assesse
+32 (0) 83 660 211



*Beyond Polymers.
Better Business Solutions.™*

www.polyone.com

PolyOne Americas

33587 Walker Road
Avon Lake, Ohio 44012
United States
+1 440 930 1000

PolyOne Europe

6 Giällewee
9749 Fischbach
Luxembourg
+32 (0) 83 660 211

PolyOne Asia

Guoshoujing Road No. 88
Z.J Hi-Tech Park, Pudong
Shanghai, 201203, China
+86 (0) 21 5080 1188

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