

Highlighting Challenges. Producing Solutions.

A series of ebooks that bring you innovative, practical knowledge on converting.



Sourcing Materials:

VELCRO® Brand Fasteners In Medical Devices



VELCRO® Brand Products
in Medical Devices

Providing expertise in products designed for diagnostics, orthopedics, and surgical, respiratory, vascular and ostomy care

You've determined the optimal design, now you have to Source the correct material and adhesive components from a supplier whose processes support yours.

When you begin sourcing a fastener material for a new medical device, you want to have the answers to the questions your supplier is going to ask. Everything from compliance and regulatory issues to patient comfort, safety, sterility and ease of application need to be taken into account and shared with your converter.

The thousands of choices can make sourcing a medical device fastener solution a bit overwhelming. Ideally during the R&D phase of a project is when you bring in a converting expert who is familiar with VELCRO® Brand product families and can ask you the right questions – does your product need to be flexible, durable, adjustable, sterile, non-allergenic? An expert can quickly help analyze which material options best meets your end goal and help you to convert that material for the best outcome.

The guide will help you to pose your own strategic questions, and arrive at the answers that will help you identify and source your options within the fastener families, or develop custom specifications that fit your requirements.

Tap Into the “Custom” Team

In the event the base solution does not exist, Gleicher Manufacturing can help guide your project through Velcro® Industries custom design, fabrication and manufacturing services and specialties.

Together we develop products for the medical industry with orthopedic braces, protective headgear and heavy-duty, reusable straps among the goods we can help you produce.

The Good News:

VELCRO® Brand technology offers a variety of fastener materials that are safe, sterile, with choices of disposable or durable.

And there are ‘Authorized’ Distributor and Converting Partners who can take these advanced fastening materials and turn them into converted products, fabricated sub-assemblies, and finished goods based on your requirements and specifications.

In fact, it’s hard to find a medical environment without at least one VELCRO application. It is used in a wide range of medical device and patient positioning solutions. From disposable products such as closures for patient gowns to durable devices like apnea headgear.

Let's take a step back:

Where your product will be used, and how it will be ‘assembled?’

Your VELCRO Distributor or Converter will ask specifically about the environment, open-close cycles, and end-use processes. These factors dictate which families of VELCRO® Brand materials can be leveraged.

Then the team has to narrow the choices to those that can be converted in a way that supports the specific application and assembly process.

Applications are Unique. Customization is a given. But costs have to be controlled.

Custom design is critical in the medical industry, and a good converter will have significant knowledge of materials choices that will help you lower costs and increase efficiencies.

We recommend you contact a converter as you launch your R&D phase for guidance in finding a material that works for your particular application.

As you consider your choices, here are some key questions that will offer direction in choosing between material families:

What's the surface area, and how thin or thick is the bond line?

The dimensions of the bond line surface area, and the texture of the surface(s) will help you not only select an appropriate coverage, but also determine the adhesive properties required for the respective dissimilar materials.

Permanent or re-positionable?

Is your bond line intended to be permanent? Then your selections will draw from those with adhesives which will cause substrate damage when removed. Bond lines that need to be re-positioned leverage adhesives that will separate from the substrate on demand.

What exposures?

The fork in the road to include or exclude materials options is to evaluate the application exposures – time, temperatures, and pressures. These variables are explained in Technical Data Sheets, but your converter can be of help when more than one option needs to be compared.

What strength?

One sure fired way to unnecessarily increase unit costs is to over-engineer for the application. By matching the exact demands of your application to the performance factors of an individual product solution, you're optimizing the cost-to-performance ratio.

Another avenue businesses have discovered can save money when sourcing is through better inventory management. The best converting partners offers solutions to meet its customers' inventory needs.

Lot Tracking

The Food and Drug Administration Modernization Act (FDAMA) requires that manufacturers track certain devices. Tracking is intended to facilitate notification and recall in the event a device presents a serious risk to health that requires prompt attention. Your supplier should have systems in place to accurately track all component material lots.

Inventory Services

This is an agreement between a Manufacturer and the Supplier to stock a particular item or items. At the end of the agreement the customer may or may not have obligations to purchase any residual inventory. Every relationship is unique so how you negotiate inventory services will depend on expectation of your end customers. Ask your supplier about the options.

Scheduled Releases

Synchronize your inventory with your production through scheduled releases. This enables companies the assurance of stock, reduces the amount of material on their floor, and they are invoiced when a release is shipped. This is an administrative service your supplier will be taking on so be sure to verify their capabilities during your selection process.

As you think about what you need for your application, remember these major considerations in a three-step framework:

Design It:

- ✓ Environment
- ✓ Usage
- ✓ Non-allergenic
- ✓ Compliance
- ✓ Assembly

Source It:

- ✓ Lot Tracking
- ✓ Inventory management
- ✓ Component materials
- ✓ How thin or thick
- ✓ Permanent, re-positionable

Convert It:

- ✓ Production volume
- ✓ Die cutting
- ✓ Laser cutting
- ✓ Perforations
- ✓ Slitting

Connect with a converting team that offers a broad range of technologies, solutions and laboratory capabilities to help with your design and manufacturing challenges. They will be helpful as you move from concept to production by developing a proof of concept and identifying design and manufacturing options.

Gleicher Manufacturing Corp. is a family-owned business with 64 years of experience in converting. We're unique in that we serve as a bridge between customers' development, manufacturing and purchasing departments.

We are proud of the fact that we're a "VELCRO® Platinum Distributor" one of only a handful in the country. We earned this kind of status by meeting high quality standards and through our ability to handle diverse converting methods. We can make sure you feel the swell of pride as well.

Our goal is to make sure you solve your assembly problems while you're still in the research and development phase, not when the assembly line has started to roll. We make sure that the production line will not come to a halt, costing you time and money, by helping you think through how best to convert our materials to meet your needs.

Located in Scotch Plains, New Jersey, we were founded in 1949 as a supplier to the U.S. Navy. Since then, we've established ourselves not only as a dependable, knowledgeable provider of product solutions but also as an innovator for whom "good enough" is never enough. We want your product to exceed expectations. After all, we are putting our name behind it, too.

We're Gleicher. Your partner in innovation.

Chick Gleicher,
President



Additional Resources:

[VELCRO® Medical Industry Solutions](#) (website)

[VELCRO® Medical Solutions Brochure](#) (pdf)

LET GLEICHER'S TEAM HELP

Together we'll help you deliver the right product in the right configuration, and guide you in cutting time and minimizing waste.

Send You Samples: Would you like to see an example of a die-cut fastener? A perforated strip?

[Request a sample or custom prototype](#). (web form)

Review your product assembly challenge. We're your partner in innovation.

[Let's Talk About Your Design](#) (web form)

Call us: (877) 629-0738. Ask for Engineering

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www.gleicher.com