

# MARIAN

## FILTER FOR AIR INTAKE FAN ON RESPIRATORY DEVICE

### CUSTOMER

Developer and manufacturer of products for individuals with respiratory conditions.

### PART

Fan Intake Filter

### MATERIAL

Mesh laminated with 3M 467MP

### MARIAN ADVANTAGE

Marian supplied the filter in one part vs. multiple components assembled at the customer

### CHALLENGE

The customer was sourcing various components that comprised the fan intake filter. The assembly team at the customer was manually assembling the intake filter component. This took a great deal of time and more prone to errors. The previous supplier of these components did not offer any other alternatives.

### SOLUTION

Marian met with the customer to assess the challenge they were facing. Immediately upon seeing the application, Marian suggested that they supply this as a single new part. The part would be composed of the fiberglass mesh and laminated adhesive, then die-cut to the specific required shape.

### CUSTOMER BENEFITS

In providing the fan intake filter as a single part, this significantly reduced the amount of assembly time required by the customer. It also improved the quality of their end product. Additionally, in solving the problem for the customer, Marian became a trusted partner. Marian is now the exclusive supplier of die-cut materials for this company.



*Fan Intake filter is manufactured by Marian with fiberglass mesh*