

A CUT ABOVE THE REST!

Banner Medical offers precision cut-to-length services for bar and flat stock alloys in stainless, titanium and aluminum grades. This value-added service delivers cost savings by reducing the time associated with cutting material to length in-house and sending it back out for additional processing that's commonly required. Medical device OEMs and contract manufacturers routinely realize increases in throughput and reductions in scrap rates by bringing in material in a near-net shape. Material handling, scrap remnants and cutting time are eliminated by ordering cut-to-length material from Banner Medical.



The information below summarizes the value realized when sourcing flat stock material from Banner Medical versus in-house band saw cutting:

Cost Drivers: Increased Cost/Reduced Efficiency		Benefits to our customers	
✗	Scrap Loss	✓	No scrap loss incurred due to material coming in cut-to-length per customer specification.
✗	Cut Tolerance Capability	✓	Up to +/- .005" per cut: Repeatable cut-to-length process. CNC automated.
✗	Material Handling	✓	Material delivered in crates and sent to machining centers for final processing.
✗	Extended Inventory Carrying Cost	✓	No remaining inventory. Material is ordered and consumed to fulfill job requirements.
✗	Outside Processing & Associated Freight	✓	Material comes in to customer specification with no additional outside processing required. No need to send out and receive material multiple times.
✗	SG&A: Issuing and Tracking of Multiple Purchase Orders	✓	Banner delivers material in near-net form, fully processed to meet your needs. One purchase order issued and one shipment received. Single source.



Value-Added Services

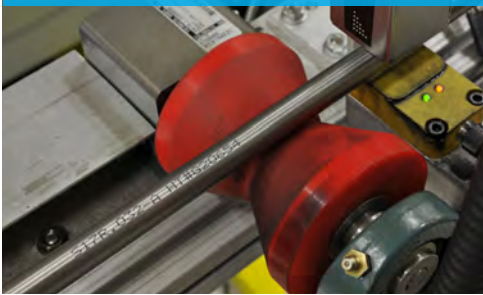
Banner Medical offers a broad selection of common value-added services to improve efficiency, increase throughput, cut down on scrap and reduce risk for our customers. Our services include but are not limited to:

- In-House Ultrasonic Testing
- Line Marking
- Bar End Chamfering
- Near-Net Shape Components & Implants
- Water-Jet Cutting
- Material Composition Confirmation
- Heat Treating & Stress Relieving
- Surface Treatments: Anodizing, Hard Chrome Plating, Passivation

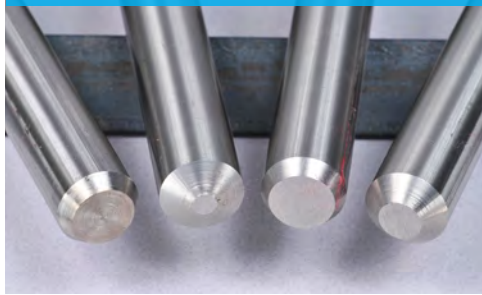
ULTRASONIC IMMERSION TESTING



LINE MARKING



BAR END CHAMFERING



HEAT TREATING



Contact Banner Medical today to learn more about our material and value-added service offerings.

BANNER MEDICAL CORPORATE HQ:
494 East Lies Rd.
Carol Stream, IL 60188
Phone: (800) 323-9732

BANNER MEDICAL WARSAW:
1295 Polk Drive
Warsaw, IN 46582
Phone: (574) 267-1100



WATER-JET CUTTING



MATERIAL COMPOSITION CONFIRMATION



494 East Lies Road, Carol Stream, IL 60188-9425
Toll-Free: 800.323.9732 • T: 630.868.1200 • Fax: 630.653.7555
www.banner-medical.com

