



**Flambeau**<sup>®</sup> INC.

# TECH report

## Shaping the Products of Tomorrow... in Plastic<sup>®</sup>

### Flambeau Corporate Office

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### Flambeau USA

#### Manufacturing & Sales Facilities

Baraboo, Wisconsin, USA  
Columbus, Indiana, USA  
Madison, Georgia, USA  
Middlefield, Ohio, USA  
Phoenix, Arizona, USA  
Wadsworth, Ohio, USA

### Flambeau International

#### Manufacturing & Sales Facilities

Plásticos Flambeau S de RL de CV  
Saltillo, Coahuila, Mexico

### Flambeau Europlast, Ltd.

Ramsgate, Kent, England

### Flambeau Trading (Shenzhen) Co., Ltd.

Shenzhen, Guangdong, China

### Flambeau Engineering Services

#### Flambeau Technologies Tool Group

Baraboo, Wisconsin, USA

## Benefits of Diversification - Medical

Flambeau Medical Markets Group is in a unique position to fulfill your medical component requirements. Flambeau represents three quarters of a century of built-up accumulated expertise in thermoplastic molding. Customers experience for themselves the breadth and depth of knowledge acquired by the people of Flambeau when deployed on their project.

### ▼ Flambeau is well suited to support the medical industry's unique requirements for new applications and projects needing solutions.

While serving a variety of markets and customers throughout its 75 years, the company's knowledge base has expanded exponentially. Meaning, Flambeau has worked on a wide range of applications across diverse markets and gained learning that could not have been acquired if the company were working in a silo of applications. This makes the company well suited to support the medical industry's unique requirements with its deeper understanding gained from working with a multitude of customers and products.

### ▼ Flambeau is continually adding diverse experiences to the company's knowledge base.

Since the company's founding in 1947, Flambeau has been able to pass forward all that it learns. With solid, family-owned leadership, the company transfers the gained experience to products that are seemingly dissimilar. From one plastic part to another, certain shared principles in design and tolerance are frequently identified, with contrasting or similar materials serving as vital reference points.



Injection Molding in Cleanroom Environment

Whether these various projects mirror each other or contrast, Flambeau is continually adding diverse experiences to the company's knowledge base.

Whether it is applied to a precision injection molded part or a carefully tuned blow molding process, the input from experienced Flambeau engineers is applied to each customer's project. The distinct disciplines of injection and blow molding present unique benefits by way of design, functionality, and cost. Medical blow molding, for example, is a unique option Flambeau customers may consider due to the breadth and depth of experience Flambeau possesses.

### ▼ Flambeau's medical team distinguishes itself with its experience validating medical parts and components.

Flambeau Medical contributes parts and components to key medical industry devices. Examples include a precisely molded infusion pump cassette to ensure functionality; a pedicle access needle assembly, providing crucial accuracy for spinal procedures; and a fluid centrifuge base with containment, allowing reliable blood analysis.

With molded parts designed to be in contact with the human body, there are requirements for additional testing. A robustly experienced plastics company will properly and expertly prepare parts for the medical marketplace. Building on the basic principles of plastic molding, Flambeau's medical team distinguishes itself with its experience validating medical parts and components, allowing quality assurance for its customers and their products.

Flambeau's diversity safeguards the customer's ability to weather the ups and downs of any changing economic climate.

For more information on diversification at Flambeau:

1-800-352-6266  
oem@flambeau.com

*"One-stop" shopping and turn-key support with Flambeau helps companies large and small consolidate their supplier base and run more lean.*

Flambeau's experts offer cleanroom packaging and other capabilities and services required by the medical industry. "One-stop" shopping and turn-key support with Flambeau helps companies large and small consolidate their supplier base and run more lean.



Quality Testing in Cleanroom Environment

▼ **Flambeau derives no more than 30 percent of its revenue from any one market and no more than 10 percent from any one customer.**

Financially speaking, Flambeau stabilizes itself by serving a diverse and wide variety of markets. As a result, customers rely on Flambeau's longevity despite the inevitable challenges arising from declines or downturns in any given market. The company is planted firmly on a solid financial base due to the self-imposed guideline founder, W.R. Sauey, called the company's "30/10 rule." To build and maintain a strong, reliable revenue stream, Flambeau derives no more than 30 percent of its revenue from any one market and no more than 10 percent from any one customer.

Adopted early in the company's history and continued to this day, Flambeau's 30/10 principle has repeatedly bolstered the resilience and staying power of the company and proven itself a benefit to its many customers. In other words, Flambeau's diversity in plastics manufacturing enables the company to withstand negative impacts occurring from economic disturbances, such as the mortgage meltdown recession and automotive downturn of 2008 or the COVID pandemic of 2020-21.

▼ **Flambeau was classified as an essential business during the pandemic.**

As a diverse plastics manufacturer with an active medical products division, Flambeau was classified as an essential business during the pandemic. The world's vital need for medical goods and other essential industry products provided Flambeau with unique opportunities directly tied to pandemic relief. While many other companies shut down, Flambeau continued operations to support each of its customers and further expand its breadth of experience.



Packaging in Cleanroom Environment

▼ **Flambeau can design, develop, and deliver plastic products for virtually any marketplace or industry.**

In the face of challenging times, Flambeau's diversity ensures it is in position to serve its customers in any economic condition, and safeguards the customer's ability to weather the ups and downs of any changing economic climate. Flambeau is uniquely positioned to fulfill its role as a valued partner for customers' contract manufacturing solutions. With seasoned engineering, quality certifications, program management, and manufacturing capability, Flambeau can design, develop, and deliver plastic products for virtually any marketplace, industry, or application.



Configuration of Computer in Cleanroom Environment