

POLYMER TECHNOLOGY PIVOTS TO SAVE MANUFACTURING JOBS AND FILL CRITICAL NEED

ABOUT POLYMER TECHNOLOGIES, INC. Polymer Technologies, Inc., manufactures custom solutions for noise reduction, vibration isolation, thermal insulation, and air & fluid transmission that meet customers' specific needs. Their selection of innovative materials includes hydrophobic melamine foams, elastomeric mounts, and custom molded foams that control vibration, noise, and temperature. The company began in 1989, with headquarters in Newark, Delaware.

THE CHALLENGE. At the start of the COVID-19 pandemic, Polymer Technologies found business declining and became concerned layoffs would be imminent unless a new demand could be identified. The company was willing to pivot its talent and resources in other directions to offset the loss of current customer demand. After reviewing company capabilities and market needs, Polymer Technologies became interested in the idea of producing face shields, a critical need for hospitals to support their efforts on battling the pandemic.

In an effort to better understand the needs of the medical industry and to help define the design to produce a quality face shield, Polymer Technologies turned to their local MEP center for support.

MEP CENTER'S ROLE. DEMEP, part of the MEP National Network™, was able to utilize its network to connect Polymer Technologies with the vice president of supply chain for a local hospital. This connection provided direct contact with a potential customer. DEMEP facilitated a clear voice of the customer to help Polymer Technologies finalize their product design and ultimately provide access to a network of health care providers in need of a PPE source.

"We appreciate our relationship with DEMEP and the fact that they connected us with the right source concerning face shields. Ultimately, the added capacity allowed us to keep our workforce intact."

-Jarred Prybutok, Senior Vice President and COO

RESULTS



Retained **8** jobs with new product during pandemic



Produced **7,500** face shields for local healthcare workers

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