Experts in Developing Easy-to-Use Parts

Customer
Large manufacturer of glass and glazing products for building, automotive, and related technical markets worldwide

Part
Foam dam (adhesive-backed closed cell sponge strip)

Material
Closed cell sponge with 3M adhesive on one side, and a tab on each end of part

Application
Foam strips placed on both sides of windshield to prevent epoxy sealant from penetrating viewable areas of window

Challenge
The customer needed a reliable supplier of foam dams to protect windshields when they are sealed. Past supplier to the customer had proved inconsistent for the following reasons:

- Adhesive coverage on the foam was patchy and uneven
- Dams were too short or too long
- Parts had missing tabs or torn liners
- Only one liner tab could be provided to aid in manual placement
- Original foam was an EPDM, which was inconsistent in thickness and density.

Solution
Marian offered to design a new part and machine process for the customer that would provide consistency and cost savings. It included:

- Using closed-cell sponge—a better, more inexpensive product
- Developing a new process that allowed for reliable foam width, length, and thickness; there was no apple coring
- Providing two tabs on either end for easy application

Customer Benefits
- Customer is utilizing a higher quality material and a precisely cut product, which leads to fewer rejections of windshields.
- The two tabs on either end of the dam leads to an easier application of the product, which increased production efficiencies for the customer.