

## Breathing Easy

### How Marsh Medical partners with major respiratory/ anesthesia equipment maker.

Marsh Medical is a contract manufacturer that serves as a single access point for medical device manufacturers seeking greater convenience, faster service, and streamlined procurement. The company is a trusted name, delivering more than four decades of experience powering critical medical devices with instrumentation, timing and control devices, and gasketing seals, each custom-made and then mass-manufactured to facilitate an OEM's medical device innovation.

Here is how we work with a major manufacturer of respiratory equipment and anesthesia machines.

#### Setting the standard

These machines have stringent standards – they need to work 100% of the time. They are hooked up to mothers, fathers, children, and other loved ones; failure is not an option. Marsh Medical's fully staffed engineering department and on-staff chemists develop innovative answers to complex medical device dilemmas. Together, we collaborate with our customers on product development and



continuous quality, working with the different arms and segments of their organization — including procurement, engineering, and research and development teams — to maximize the performance and value of the manufactured components while helping to ensure all standards are met.

To this point, there are hundreds of different international standards governing this type of equipment, covering everything from cleaning protocols for individual parts to torque requirements on bolts to non-carbonized oxygen pathways. We work directly with the customer to help ensure all standards are met and their products get to market as flawlessly as possible.



### **Custom-engineered solutions**

Marsh Medical's engineering support and application expertise can create efficiencies for customers in a realm where off-the-rack solutions are rare. Parts customization is second nature to our team.



We start with off-the-shelf parts that form the basis of the parts the customer needs, but then our engineers make application-specific changes. We test, adjust, and test some more. The result is a new part.

This saves time and money on the development of what is essentially a brand-new part that is exclusive to our partner's application, with their own part number. It's the best of both worlds: proprietary products with minimum R&D. Our customer believes having this expertise on their side is very important, especially as they constantly challenge their own excellence, making new product development a continuum.

### **U.S.-based manufacturing, domestic shipping**

Our global reach expands sourcing opportunities and minimizes supply chain issues. However, we maintain headquarters in the heart of manufacturing country — West Virginia, USA. Here, we solve our own challenges, bring partners to our manufacturing floor, and can control inventories.


The partnership with this particular manufacturer thrived through the COVID era, when supply chain issues were plaguing virtually every industry. Through it all, Marsh Medical was able to keep up with demand and supply components, even as production of breathing-assistance machines made by our customer skyrocketed.

## In their own words

Our customer explains the totality of the Marsh Medical value proposition: “What sets Marsh Medical



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apart as a great partner is a commitment to innovation and efficiency, as well as a willingness to explore cost-saving measures that result in operational improvements for all of us. Being U.S.-based with in-house engineering has reduced lead times and delivery times, which has enormous benefits for us. Another aspect is responsiveness to quality concerns. The Marsh Medical team is able to quickly identify and assess risks and go all-in to make sure we address any concern as quickly as possible.” 



A Division of the Marsh Bellofram Group of Companies

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### About Marsh Medical

Marsh Medical brings nearly a half-century of experience in the design and manufacturing of medical device components into a single access point. Marsh Medical's dedicated team shatters the limitations of the past with new designs, improved performance, unmatched adaptability, and innovative materials. In-house engineers and chemists develop custom solutions to the challenges facing manufacturers of today's medical equipment. Gain greater convenience, faster service, and streamlined procurement from a trusted name. For more information, visit [www.marsh-medical.com](http://www.marsh-medical.com)



### About The Marsh Bellofram Group of Companies

Headquartered in Newell, W. Va., USA, The Marsh Bellofram Group of Companies is an AS9100D and ISO9001:2015 certified global manufacturing collective. Its portfolio comprises high-performance OEM, industrial, and process control instrumentation, including timers and counters, digital controllers, RTDs and thermocouples, pressure instruments, FRLs, cylinders, natural gas and propane pressure regulators, valves, air pressure regulators and transducers, tank and liquid level measurement systems, pump and motor protection switches and alternating relays, as well as sensors, industrial diaphragms, and specialty silicones. For more information, visit [www.marshbellofram.com](http://www.marshbellofram.com).