

Bristol Tape's adhesives expertise helps etching company grow

When the engineers at Tech Etch have a project that involves tape or other pressure-sensitive adhesives, they turn to Bristol Tape for assistance.

"They've always been helpful in finding a solution for what we need," said Ron Scott, principal design engineer with Tech Etch.

Tech Etch is a chemical etching company that specializes in EMI/RFI shielding solutions, flexible circuits and precision flat and formed, thin metal edge parts. For more than a decade, Tech Etch has partnered with Bristol Tape for tape converting services on a range of project types and applications. Some of that work has involved precision tape slitting, die cutting, adding liners and converting pressure-sensitive

adhesives (PSA) to increase manufacturing efficiency in downstream processes.

On one project, one of Tech Etch's customers was building an EMI shielding component for a computer system. The metal part featured a unique design that required selective adhesive in very small areas. Bristol Tape was able to help with fixturing and PSA removal techniques—converting the adhesive and adding a larger backer to the PSA that could be easily removed during application. This helped to ensure the adhesive could be easily applied in the exact right locations with tight tolerances. The custom solution also made it more efficient for the end customer to apply into their final assembly because the larger backer without adhesive was easier to peel versus individual pieces of liner.

Scott said it is this approach—looking to solve problems with custom solutions, not just produce parts—that helps set Bristol Tape apart from the competition.

"They take the time to listen to you and are very up front with their tolerances or any issues that they see so they can address

it right away," Scott said. "Their technical support has been amazing. Any time we need anything, they're right on the spot to take care of it and they're all very knowledgeable about their processes."

Precision services, engineering support, and quality service

Scott said the precision of Bristol Tape's work has allowed Tech Etch to increase automation in their manufacturing processes because they are confident tight tolerances will be met. He also said he appreciates that Bristol Tape can add value to Tech Etch's operation at multiple points throughout the project lifecycle.

"One of the biggest helps has been their design assistance with the PSAs because obviously that's not our forte," Scott said. "They are very helpful whenever we go to them and need to figure out a new solution for any new parts, because we do a lot of custom projects."

After working together on so many projects over the years, Scott said Bristol Tape continues to exceed expectations through their technical acumen, attention

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- Ron Scott, Tech Etch

to detail in the converting process, and value-added services. But he said it's the way Bristol's team approaches each project that keeps Tech Etch coming back time and again.

"I think one of the main reasons we continue to work with Bristol is just the way they run their business," Scott said. "They're up front and they're very honest with you. They work hard to provide everything we need. So, that's one of the biggest benefits is just being a good company to work with."

Scott said he appreciates the transparency and honesty each Bristol Tape team member brings to every interaction. He said Bristol Tape not only responds quickly to questions, but thoughtfully, with knowledgeable representatives that can help solve complex challenges. Scott said this type of quality service and support is why the value of the partnership goes beyond simple converting services.

"Having that relationship is really beneficial because if there's a

process that we may not be fully versed on, we know we can go to them and get quality help whenever we need it," Scott said. "We have confidence going to them that they'll provide what we need to move forward."

Dependable materials sourcing

Tech Etch not only relies on Bristol Tape to convert tape and other flexible materials, but to source them as well. Bristol Tape is a 3M Preferred Converter, providing unique access to 3M divisions, materials and resources. Scott said this relationship has provided significant benefits to their operations and their end customers.

"Bristol's connection with 3M has been a huge help whenever we needed any additional help from 3M or when we had customers select tapes that we weren't aware of, they could connect us with 3M and get the answers we needed," Scott said. "Even with the last few years, they've done

a great job taking care of us and making sure that we have the materials that we need."

Strong partnership instills confidence

After more than a decade of partnership, Scott said he knows he and the rest of the Tech Etch team can depend on Bristol Tape to deliver quality products on-time, to exact specifications. He said such a partnership instills confidence and helps to enhance their manufacturing operation in a number of different ways. With more projects on the horizon, Scott said Tech Etch will continue looking to Bristol Tape for their precision tape converting needs.

"Bristol Tape would be my first recommendation if someone needed a tape converter," Scott said. "I've just really enjoyed working with them and they really have an outstanding team."

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