



## CUSTOMER STORIES

# 10X SPIKE IN PRODUCTION PUTS HUGE DEMAND ON VENTILATOR SUPPLIER.



**Isabellenhütte's supply chain ensures the availability of a key alloy in days, not weeks.**

### CHALLENGE

*The COVID-19 pandemic of 2020 instantly threw producers of ventilators into over-drive. Demand increased ten-fold with the utmost urgency in production and delivery. The leading supplier of a critical heating element used to warm the breathing gas for patients needed to increase their annual order for Isabellenhütte's ISOTAN® alloy by 100% in order to satisfy the critical need. And they needed it right away.*

### SOLUTION

Isabellenhütte's extensive inventory and vertical manufacturing capabilities (from melt to fine wire) were quickly enlisted. Production lines in Germany were adapted to accelerate standard production from several weeks to just two days. The customer received their materials and the ventilators were assembled and shipped on-time.

### APPLICATION

Heating element for breathing gas in medical ventilators