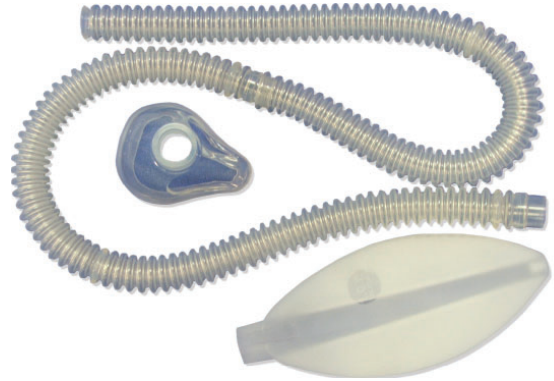


Momentive Performance Materials Helps Bever Medical Deliver New Silicone-Based Ventilation Hose for Oxygen Therapy

Liquid Silicone Rubber Materials from Momentive Performance Materials Support Efficient Manufacturing Processes, Enhancing Bever's Competitive Advantage

Established in 1980, Bever Medical Industry Co., Ltd. is a well-established provider of disposable medical products for customers in Thailand and other Southeast Asia countries. Key products include catheters, intravenous sets, oxygen therapy hoses, urinary drainage bags and medical sundries. The company built its business by offering products based on the use of polyvinyl chloride (PVC). As global trends continue to dictate the move towards reusable devices and pressure continues to mount on use of PVC in medical devices, Bever Medical developed a strategy to expand its product line to include higher-performing silicone rubber-based products.



The Challenge: Expand the Bever Medical line of ventilation hoses for oxygen therapy to include a new, innovative reusable product

Bever Medical wanted to improve its competitive position and prospects for growth by expanding its successful line of PVC-based disposable ventilation hoses for oxygen therapy to include an innovative new, reusable product. Because of concerns over PVC-based materials degrading over time combined with regulatory concerns over plasticizing agents, Bever Medical needed to identify a new material that could meet biocompatibility performance standards and also be easy and cost-effective to manufacture.

"A few years ago, we had a situation where we had not developed many new products," explains Martin Lee, General Manager, Bever Group. "We were faced with increasing competition from companies offering low-priced PVC products, so we needed a new, long-term product development strategy that would deliver higher performance products to our customers and help us grow."

Because polyvinyl chloride degrades in functionality if it is re-sterilized and reused, Bever Medical chose to focus on silicone rubber which has a demonstrated track record in reusable medical devices. Traditional silicone respiratory hoses used high consistency silicone elastomers that were extruded to meet desired application profiles. Bever chose liquid silicone rubber instead to enhance the design of their application and improve processing capabilities. But in choosing to incorporate liquid silicone rubber (LSR) into its product line, Bever needed a strategic supplier with both a portfolio of advanced LSR materials and the commitment to work closely with Bever to develop applications that would help fulfill the company's growth strategy. Momentive Performance Materials met their criteria.

The Solution: Create a new product line based on the use of Momentive's liquid silicone rubber

Bever Medical worked with experts from Momentive to identify an optimum liquid silicone rubber (LSR) for its purposes. "We were being supported by an excellent team from Momentive Performance Materials," Mr. Lee says. "Momentive's

LSR 2670 product offered us more flexibility in our design and manufacturing processes, in addition to yielding a high-performing, reusable health-care product."

"As with other customers in the Asia-Pacific region, we were able to make our technical experts available to work closely with Bever to help Bever identify the right LSR material for their needs," says Christian Requena, Pacific Elastomer Marketing Manager, Momentive Performance Materials. "Based on this collaboration, Bever realized that it would be best served by using a material that offered the high temperature stability of silicone elastomers as well as the sterilization performance needed for their oxygen therapy application."

According to Mr. Lee, the Momentive team was able to provide an LSR material that met his company's need for product design flexibility, in addition to outstanding performance. "For example," Mr. Lee says, "by using the Momentive LSR, we can now more easily design and manufacture more customized, irregular shaped products to meet our customer's needs."



Liquid Silicone Rubber / Bever Medical Case Study

The Benefit: A versatile new product that benefits Bever's customers and positions the company for growth

Bever Medical is delivering to the Healthcare marketplace a novel, reusable ventilation hose for oxygen respiratory equipment, making oxygen therapy more convenient and less costly for caregivers and patients.

"We believe our new ventilation hose for oxygen therapy is a major advancement for the Thailand healthcare industry," Mr. Lee says

"Just as important, it represents a major advancement for our company in terms of business opportunities, manufacturing efficiency and environmental control."

Mr. Lee cites a number of Momentive product capabilities that enable an efficient manufacturing process for their new oxygen therapy ventilation hose. "The high tensile strength of the Momentive's materials makes it possible for us to use a manufacturing process in which the product pushes itself out of the mold," he says. "In addition, the material supports low temperature curing so we are able to produce products with less risk that a micro air bubble will impact quality."

He also cites the environmental advantages of using silicone in their manufacturing line as another benefit. To offset the strong smells associated with using PVC, Bever has invested significant resources to ventilate the manufacturing facility for employee comfort and safety. "When we work with silicone, there is no problem with odors so we can save money on our operations by avoiding costly ventilation measures that are required with other materials," he says.

With shipments of the new ventilation hose underway, Bever is expecting the new product to add to the company's near-term profitability.

Bever also is finding that working with Momentive Performance Materials is helping to build trust in the marketplace. "Our customers are very interested in the fact that we are working with Momentive," Mr. Lee says. "The strong support we globally receive from Momentive gives our customers confidence that we will keep delivering innovative new products that meet their needs."

"At Momentive Performance Materials, we're committed to delivering innovative materials and technical support that

help our customers meet the rigorous requirements for serving the healthcare industry," says Sharon Shatto, Healthcare Marketing Manager, Momentive Performance Materials. "Our support for Bever Medical illustrates how we are helping companies in the healthcare industry worldwide leverage our advanced material solutions."

Future Plans

With collaborative help from Momentive, Bever is moving to continue its product line expansion to serve other global geographies as well as expand its product line to higher-end products based on its use of LSR materials, including working with some customers on make-to-order manufacturing projects.

Mr. Lee is optimistic about the future and about the company's relationship with Momentive. "We are very comfortable working with the Momentive Performance Materials team and their products and we look forward to a long-term, collaborative relationship that will benefit both companies," he says.

Details at:
<http://www.bevermed.com>

Momentive Performance Materials is a premier specialty materials company, providing high technology materials solutions to the silicones, quartz and ceramics markets. The company is a global leader with worldwide operations, a robust product portfolio, industry-leading research and development capabilities, and a long tradition of service excellence.

For further information, contact our Worldwide Hotline at 800.295.2392 in North America, +607.786.8131 everywhere else. Or visit us on the web at www.momentive.com.

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(1) USP Class VI equivalent test were tested according to USP Class VI methods: Intramuscular implantation, intracutaneous injection, and systemic injection. ISO 10993 for <29 days contact duration only - products tested for: Systemic Injection, Intracutaneous Injection, Intramuscular Implantation, Hemolysis - Rabbit Blood, Kligman Maximization, Ames Test, L929 MEM Elution & Agar Diffusion.