

From The President's Desk

Continuing the Trend in 2012

Looking back on 2011, we've taken some big steps forward with our services for the Medical and Aerospace industries and we are excited to continue that trend in 2012. We've expanded to two facilities this past year allowing for growth of services, equipment and personnel.

To keep pace with our current growth Litron employees participated in various training efforts. As a company we are continuing to participate in LEAN manufacturing training and 5s training sessions into 2012 and several employees have taken advantage of courses offered by the Regional Employment Board of Hampden County Inc., (REB). At Litron, we understand the importance of building our company as well as our employees in order to provide a complete solution.

I want to thank you for your continued support in making our growth possible. On behalf of Litron, I'd like to wish you a prosperous 2012.



Waves of Change

What's going on at Litron?

- ▶ Litron is officially an ITAR Registered manufacturer.
- ▶ Several Litron employees attended industry specific skills enhancement courses and received their Technical Certificate of Completion.
- ▶ Litron celebrated the holidays by donating to 'Toys For Tots' which provides children in the Western Massachusetts area with toys on Christmas morning. We also helped raise food for Lorraine's Soup Kitchen located in Chicopee MA.

Department Profile

Michael Sacco, Plating Services Manager



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Plating Services Manager

A UMASS Amherst graduate with over 20 years of experience in the plating field, Mike Sacco joined Litron to oversee the development and production of Litron's new plating line. He has held several positions in the plating industry throughout his career including laboratory technician, laboratory manager and operations manager.

Within the last year Mike has been active in the design and development of Litron's new plating line and wastewater treatment area. "Having the opportunity to work with the knowledgeable staff and to be a part of an expanding venture at Litron has been rewarding", says Mike. "The new plating area, which was developed specifically for our customer's parts, allows us to have better control with the final product. I am looking forward to meeting our customers as this area of Litron continues to grow."

Litron would like to welcome Mike Sacco to our team. We are confident that with his knowledge and focus the plating line will meet the demands of our valued customers.

Customer Spotlight:

Reflexite Corporation

Savings Lives, Saving Energy

Not many companies can say their products not only help provide valuable solutions but also help save lives. Reflexite, headquartered in Avon Connecticut, does just that. Customers in the Automotive, Personal Safety, Traffic Control, Marine, Solar and Display markets have grown to trust and rely on the quality and performance of Reflexite's products since they were founded in 1970.

"We are confident in Litron's systems because it is the same systems that we have been using for nine years"

***Dave Jacob,
Reflexite's Technical Manager***

The company is divided into two divisions, the reflective solutions division and the energy solutions division. Within the reflective solutions division Reflexite is able to partner with their customers to develop reflective solutions specific to their needs while increasing visibility and recognition. Reflexite's reflective solutions can be seen on highway roadside signs to alert oncoming traffic of construction ahead, on a fireman's uniform offering visibility in extreme conditions or even on the sides of school buses and tractor trailers, to name a few.

Within the energy solutions division, Reflexite offers products that improve the environment by reducing the demand for energy or increasing the use of renewable resources. Products range from LED lights found in stoplights and pedestrian crossing signs and optics and lenses that enhance architectural lighting to solar concentrator lenses and a variety of custom designed optical components that improve the performance and efficiency of systems and devices.

Creating a Partnership

The relationship between Reflexite and Litron first came about when Reflexite found a need for a laser welding system. They had large reflective belts that needed to be welded and at the time were considering bringing laser welding services in-house. To help offset the cost of such a custom system Litron was able to provide engineering support to build a laser welding system specific to Reflexite's needs that they could use a Litron's facility until they were ready to invest in bringing the system in-house. "We saw an opportunity to partner with Reflexite and offer a unique solution", says Mark Plasse, President of Litron.

"Litron saved us time and cost until we were ready to bring laser welding into our facility," recalls Dave Jacob, Reflexite's Technical Manager. "We are confident in Litron's systems because it is the same systems that we have been using for nine years" says Jacob.

Nearly Ten Years Later

Litron designs and builds laser systems for the Medical, Aerospace and Industrial markets. In addition to building the system we also guide engineers on best practices through training and building each system to unique product specifications. Now that Reflexite is ready to bring laser welding in house, we are looking forward to continuing the relationship through engineering support and technical advice as we do for each and every one of our customers who purchases a Litron laser system.

Reflexite and Litron share a common goal in being committed to working with customers in order to develop solutions unique to meet their needs. "It has been a pleasure collaborating with Litron over the years", says Jacob, "and we are excited to start this new endeavor within our own facility."