

## Trade Shows

### *Displaying Litrons Services Across the Country*

This year Litron will be at several of the countries Aerospace and Medical trade shows. We took a few years off from the "circuit", but feel as our company has grown and services expanded, it's time to let everyone know what Litron has been up to and how we can better serve your needs.

In March we headed down to Puerto Rico for Interpex PR, the leading Medical Device trade show. Coming up in May we'll be on display at IEEE MTT-S in Anaheim (Booth #1812) showcasing our Microwave Electronic Package Fabrication capabilities.

Later on in the year we'll be heading to Minneapolis for the MD&M show in October and possibly IMAPS down in Raleigh, NC. We hope to see you throughout the year at the different shows. Don't forget to stop by and say hi!

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## Waves of Change...

### *What is Litron up to?*

- ▶ Litron attended the Interpex Puerto Rico trade show March 4-5, 2010 in San Juan Puerto Rico.
- ▶ We passed our ISO 9001:2008 Surveillance Audit with no major or minor nonconformities.
- ▶ Litron is headed to the IEEE MTT trade show in Anaheim California, May 25-27th, 2010 Booth #1812.
- ▶ Jarvik Heart joins the list of medical clients that Litron is proud to service (see page 2, Customer Spotlight).

## Department Profile:

### *Brendan Fullam, Sales & Marketing Coordinator...*



**Brendan Fullam**  
Sales & Marketing Coordinator

With over 10 years of internet marketing and sales experience, Brendan brings a unique set of skills to the table. He earned his bachelor's degree in business from St. Joseph's College, in Patchogue NY and has worked with a variety of industrial companies to increase their marketing initiatives over the years.

Brendan's role here at Litron is to help grow our customer base through increased exposure both online and off; while also ensuring our existing customers are seeing the same great service as when they first came to us.

"It's exciting to work for a company that's growing and eager to build their brand", says Brendan. "Litron has so many unique facets to its arsenal of services that the marketing potential is virtually limitless. I'm excited to see where we can take things in the coming year."

We encourage you to contact Brendan with questions or to discuss new projects. Welcome aboard Brendan, we look forward to seeing you help grow Litron.

## Customer Spotlight:

*Jarvik Heart Partners with Litron:*

*Creating Heart Pumps that Provide Lifelong Support*

Jarvik Heart, Inc., founded in 1988 by Robert Jarvik, MD, develops miniaturized heart assist devices for adults and children with severe heart failure. Dr. Jarvik is the inventor of the permanent artificial heart, the Jarvik-7, which was the first heart device to sustain the life of a dying patient.

Jarvik has market approval in Europe and is currently undergoing clinical trials for its J2000 Left Ventricle Assist Device. The J2000 is a rotary pump about the size of a "C" battery that sits inside the left ventricle and provides a boost to the heart's own pumping power. Jarvik is currently at work on a new version of the pump with an innovative new bearing design, which they expect will improve patient performance. They are also developing child pumps (about the size of a "AA" battery) and infant pumps (about the size of a "AAA" battery) as part of their mission to prolong and increase the quality of life for patients with heart problems.

In developing these new products, Jarvik faces steep cost increases in quotations for new parts, especially for tooling and engineering charges. "Most suppliers don't have the flexibility in pricing and production to handle new product development," says John Teal, Manufacturing Project Manager for Jarvik. "Our typical production batches tend to fall below most companies' minimum manufacturing requirements. And many suppliers don't have exactly what we need: a laser weld/leak test supplier with a strong quality system."

### **Why Litron?**

Litron meets these requirements for Jarvik, with the flexibility to handle smaller lot sizes in both development and production, and a more acceptable pricing structure. Litron has also helped Jarvik develop laser weld processing and inspection requirements, and a testing plan for both production and quality requirements.

Teal says, "Mike Chmura at Litron has been instrumental in process development. He has helped us develop a validation and laser processing plan that is custom-suited to our quality needs and our production requirements. Communication is always efficient and to the point, which has led to the quick resolution of some minor hiccups at the outset."

### **The Results?**

Litron is helping Jarvik decrease the time to market for new production lines while decreasing their costs. "We're saving 50- 75% per part, based on estimated production quantities. And Litron is very responsive to our need for small lot sizes and quick turnaround," says Teal. "They have helped us improve quality control, which, in turn, allows us to provide the best in medical devices to our customers."

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*~John Teal,  
Manufacturing Project Manager*