Volume 1 | Issue 4 | 4th Quarter 2009

# Litron en Español

The Litron Website is Now in Spanish Too!

As we continue to expand both our facilities and client base, we're making every effort to accommodate new and existing client needs. With that in mind, we feel it's important to offer our growing Spanish speaking clientele Litron information in their language.

The website is just the start. Over time all of our marketing material will be translated for Spanish, allowing our clients and potential clients their preferred choice of language.

You can view the Spanish version by going to <a href="www.litron.com/espanol">www.litron.com/espanol</a> and please let us know what you think, your input is important to us.

Page Two: Customer Spotlight

Page One: Litron en Español • Waves of Change • Department Profile



visit the spanish site: www.litron.com/espanol

### **Waves of Change...**

What is Litron up to?

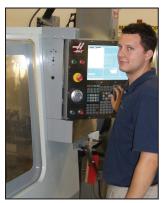
- ▶ The open air welding department has hired two new process engineers, Bob Kobak and Chris Corradino.
- ▶ With guidance from the quality assurance team, Litron has been successfully recertified for ANSI/ESD S20.20-2007 and we are currently in the research and planning phase for ISO 13485 (medical ISO) certification.

Inside This Issue:

- ▶ Our full time controller, Mike Ashe, joined Litron in August to help manage our continued growth.
- Mike Chmura, head of open air welding, attended a week long LEAN Manufacturing course in August.

### **Department Profile:**

Chris Stefaniak Joins the Electronic Packaging Team...



Chris Stefaniak, Mechanical Engineer

A Mechanical Engineer from Webster MA, Chris Stefaniak joins the electronic packaging team to help with the steady production growth as well as to expand upon the capabilities of the department. Chris comes to Litron with a Bachelors in Mechanical Engineering focused on manufacturing from the Worcester Polytechnic Institute in Worcester, MA.

With his extensive experience working with machine tools, machine tool technology and machine tool metrology, the electronic packaging department is poised to reach new heights. Chris has been tasked to help grow the electronic packaging department and also introduce new methods and technology to aid in the efficient production of hermetic packages.

Litron would like to welcome Chris aboard. We are confident that with his knowledge and expertise the electronic packaging department will continue to grow and meet the demands of our valued clientele.

page 1 of 2

## **Customer Spotlight:**

GMD and Litron—Working together to Improve Patient's Lives

GMD, Inc. of Gig Harbor, Washington develops and markets generic medical devices that are equivalent to existing, high-priced products, without sacrificing performance or quality. GMD (Generic Medical Devices) is focusing initially on products used for soft tissue repair procedures—high quality, cost effective devices for standard of care procedures that improve the lives of patients, families and health care providers.

"Working with Mike Chmura and the Litron team is a real pleasure. We've proceeded faster than my expectations on the welding process for GMD's reusable Trocar medical devices, and it's due to the experience and enthusiasm of Litron's staff"

~ Ron Squer

GMD needed a responsive laser welding supplier to assist in the manufacture of their reusable Trocar

medical device line. Litron was on the short list with several other New England vendors—all selected based on their experience working with components similar to GMD's.

#### Why Litron?

Ron Sauer, manufacturing engineering consultant for GMD, said Litron was chosen because it could provide a continuous weld in an open air environment. "Of the different technologies that are available, this was the most economical way to do it, from both a cost and time perspective," said Sauer. "This operation is fairly standard for Litron, so they didn't have to reinvent the wheel. In other words, Litron already does exactly what we needed, so it was a good match from the start."

The reusable Trocars that Litron is working with are used to deliver GMD's female urinary incontinence sling implant. The Trocar needle engages the sling device and allows it to be routed through the female anatomy in a quick, minimally-invasive surgical procedure that can be performed in an outpatient setting. Litron welds the needle sub-assembly together, so it can be permanently attached to the aluminum Trocar handle.

Sauer says that Litron representatives listened carefully to GMD from the start. "Mike Chmura has been great to work with, and the project has proceeded very smoothly since we first sent demo samples to qualify Litron. Mike and his team turned the samples around overnight, and I am very impressed with the entire team—including Pete Gotta and Chris Corradino."

#### The Result

GMD and Litron representatives agree they're still in the early stages, but communication has been a two-way street from the very beginning, with positive results. Litron expects the first production runs in early October 2009. Said Sauer, "So far, the response from Litron has been excellent. We've proceeded faster than my expectations on the process, and it's due to the experience and enthusiasm of Litron's staff. We have every reason to believe that our collaboration will help GMD to better serve its market, and to make a truly positive impact on patient care."