

September 2008

# Valtronic View

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## Company Currents

Valtronic Technologies is always looking for ways to identify, improve upon and expand the services we offer to our present and future customers. For example, we recently purchased a thermal conditioning oven that can perform temperature cycling between -100F and 375F which will allow for greater control and quality for customers who have products exposed to extreme temperatures and pressures when in operation. These conditions allow for zero tolerance of trapped air within the encapsulation and meeting these standards are critical to product success.

On a different front, Valtronic Technologies is pleased to announce we are now registered in the Central Contractor Registration (CCR) database, which is the primary registrant database for the U.S. Federal Government. The CCR collects, validates, stores and disseminates data in support of agency acquisition missions and functions as a centralized, electronic registration process as the single point of entry for vendors that want to do business with the Federal Government.

A new Federal Acquisition Regulation (FAR) policy, published, (Circular 2003-016, FAR case 2002-018), requires that all federal contractors register in the CCR database prior to award of any contract or purchase agreement. We are now registered in the database and are immediately eligible to accept federal contracts.

Consistent growth and improvement has also lead to Valtronic Technologies (USA) Inc., being awarded the 2007 Leading EDGE (Economic Development through Growth and Entrepreneurship) Award for the second year in a row. The EDGE Award recognizes a select group of middle-market companies in Northeast Ohio committed to growth and value creation. Midmarket companies now affect the region's economy as much as Fortune 500 companies.

## Industry Update

By  
William  
Saletan

### **Grandpa's Got a Brand New Hip. And Elbow. And . . .**

According to a US government report over one million surgeries are completed every year in the United States to replace worn out body parts such as hips, knees, shoulders with artificial ones. The demand for these procedures is projected to double in the next two decades," says the report. These advances in technologies allow many aging Americans to continue living an active lifestyle and the companies that make them are some of the largest in the US. Progress doesn't come without cost or

risks. Read the informative and entertaining article recently published in the Washington Post to gain a better perspective of the end user's considerations

[Grandpa's Got a Brand New Hip. And Elbow. And . . .](#)

## Conference Corner



**Jim Ohneck with Connecticut's Governor, M. Jodi Rell and Beacon's Joe Bronzino**

In May Jim Ohneck was a panel member at the Manufacturing for the Medical Market Executive Forum hosted by MAGNET. The panel members were from leading manufacturing companies in Northeast Ohio who have successfully diversified their businesses to include the biomedical industry. The discussion provided insight for manufacturers who are interested in entering this fast-growing medical sector.

Valtronic Technologies has just returned from the MEDi 2008 conference in Hartford, CT. MEDi was sponsored by [BEACON](#) and attracted nearly 1,000 conferees and attendees including the governor of Connecticut who made a visit to the Valtronic Technologies booth. Valtronic Technologies own Jim Ohneck had the opportunity to present "Electronic Circuit Miniaturization for Medical Devices" on the main exhibit floor. Audience members were amazed by the technologies available and how they are adapted. The following day Don Styblo presented "Artificial Spinal Disc Incorporates New Approach" in a breakout session on Advances in Orthopedic Implants and Prosthetic Devices.

Look for Valtronic Technologies Booth at the MD&M Minneapolis Conference and Exhibition from October 22-23 in Booth 1149. We will be unveiling our new Laser Technology at the show, we apply our expertise in miniaturization technologies to build medical lasers for OEM's. Combining these technologies allows us to build extremely compact and portable diode lasers. FOR A FREE EXHIBITION HALL PASS CONTACT PATRICIA KLAVORA AT (888)-291-9422 EXT. 18 WHO WILL BE HAPPY TO PROVIDE YOU WITH ONE.

Don Styblo will also be attending the Science and Technology

Entrepreneurship Program at Case Western Reserve University on Tuesday October 7th and Bio Ohio from October 20-21.

Gerard Hascoet from our Swiss Headquarters has been selected to be on a committee to identify the upcoming and leading top 20+ high-growth privately held medical technology companies in Europe as part of MedTech Summit in Switzerland. November 19-20. The goal is to then work with these growing companies and assist them in forging relationships with investors and professionals who can assist in their global expansion.

## Academic Relations



Valtronic Technologies will be participating in "Cleveland State University's Exciting Careers in the 21st Century Career Day." This event will provide college-motivated students with up-close, interactive engagement using the latest technology and innovations from leading organizations in Greater Cleveland. Students will

have the opportunity to see hands-on demonstrations and learn more about the impact of present and future technologies and what career choices are now available to them in technology fields.

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