



Winter 2009-
2010

Valtronic View

Volume V, Issue III

Company Currents

Shhh---the secret is out. Over the past few years many of our customers have requested us to assemble their entire product in addition to the electronic packaging. While we have been doing this for years for our customers it is something we have never really promoted. When asked by a customer why we didn't talk more about this capability we didn't have a good answer



So we are not going to keep it a secret any longer Valtronic does complete box builds for customers. Valtronic's box build capability starts with our engineering department who are experts in design for manufacturing. Assembly capabilities include prototype builds as well as full production. We have the ability to do everything from micro-electronics to mechanics to pneumatics and final testing. This also encompasses supply chain & inventory management complete with shipments which are packaged and ready for the final customer.

Examples of these products cover a broad spectrum include the CommPort Ear Microphone System used by emergency first response personnel, a miniaturized high power laser system for pain management and physiological monitor designed to be used by the military.

If you have a question or would like more information on this "New" capability give us a call and we'd be happy to go into more detail. Contact us at 440-349-1239 or e-mail us at inquireusa@valtronictechnologies.com.

Industry Update

2nd Annual Survey of the Medical Device/IVD Industry

According to the 2nd Annual Survey of the Medical Device/IVD Industry by the Emergo Group the outlook for the medical device industry is improving for 2010. 71.7% of survey participants expected an increase in sales for 2010 and 61.2% had an increase or the same level of sales the three months prior taking the survey. To learn about all the results go to the [Survey](#).

Conference Corner

Beacon Alliance Seminar - January 27, 2010 UConn Health Center
"Smart Implants" presented by Jim Ohneck, Director of Sales and Marketing, Valtronic

Technologies USA, Inc., Solon, OH. Learn what a smart implant is, how they work, the challenges of manufacturing them and successful examples already in use. The seminar will be held in Patterson Auditorium at UConn Health Center, Farmington, CT beginning with a networking reception at 5:30pm. Free to attend.

[For more information on the Seminar](#)

MD&M West - Anaheim California February 8-11, 2010

Visit Valtronic Technologies at MD&M West **Booth 435**. Learn more about our box build capabilities and the things we are doing with sensors!

Use promo code BB for free entrance to the exhibition or e-mail us for a pass pklavora@valtronictechnologies.com.

Ohio Economic-Education Summit III - February 22-24, 2010

A summit for business and education to work together to help develop emerging growth industries and Ohio's economic future. Don Styblo, VP of Technology at Valtronic is a member of the BioMedical Panel which will be held on February 23, 2010 as part of the BioScience Session. [For more information on the Summit.](#)

Bio Ohio Suppliers & Service Providers Expo - March 16, 2010

Visit Valtronic Technologies Table to learn more about our miniaturization and box build capabilities.

Tech Check

Get Smart

Medical Product Manufacturing News recently reported on Smart Implants and their ability to not only communicate with a doctor who could be miles away but also their ability to react to changes in a patient's condition. All made possible due to advances in miniature electronics. [Smart Implants Article](#)

Meet the Staff



What is a typical day like for you?

As the Director of Sales and Marketing for Valtronic Technologies, the most important part of my job is to make sure that both the customer and Valtronic personnel involved with a project share the same expectations when it comes to project outcomes, product function, quality, and delivery schedules.

What is the most important part of your job?

A typical day includes talking with new potential customers about the benefits of working with Valtronic, talking with existing customers and employees about project status and in many instances talking with Doctors and Researchers about how to make their product ideas into real, tangible, reproducible high quality products. Often times I am having discussions with our customers on new medical breakthroughs, technologies or products that may not come to market for five or more years but when they do, they will be life changing for the patients. In addition, as I go about my day to day management activities I always make sure to convey to our employees the medical benefits of the projects they are producing and their importance to improving people's quality of life.

How did you get into working with sales?

I moved from a technical position in an ophthalmic company early in my career to a

product management position and have been involved in sales, marketing and product management positions both domestically and internationally for the past twenty-five years.

What is the most important lesson you have learned in your career?

MBWA - Management by Walking Around (and traveling around too). Maybe considered an old fashioned concept by today's standards with all our electronic communication but I have always learned that going to talk to someone face to face, that includes traveling to visit existing customers, or just walking across the production floor to talk to employees is always a good way to stay in touch with what is going on.

Lastly, what do you look forward to doing that is not work related?

In my spare time I sing with a choir. We traveled to Europe in October and sang at Salisbury Cathedral in Salisbury, England and at Notre Dame in Paris.

Academic Relations



Six Sigma Project with Case Western Reserve University

Valtronic Technologies had the opportunity to work with Dale Flowers's Six Sigma class for their Six Sigma Course project. Six students formed a team who were asked to reduce rework time by at least 20% without the purchase of new equipment.

The students asked to analyze and reduce rework time. The students provided a complete report and presented their findings to Valtronic company representatives. We appreciate their hard work and look forward to implementing their recommendations.

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