

Company Currents

Get Out Your iPods



According to a study done in 2006 by Mintel International Group Ltd., the MP3 and portable audio player market is worth an estimated \$5.7 billion in manufacturer sales with MP3 players accounting for 88% of those sales. This continuing trend of people listening to and watching media versus reading it was the impetus behind our foray into developing electronic media for our customers. Valtronic Technologies is excited to announce that we have launched our first podcast. We hope you will enjoy listening to them as much as we enjoyed creating them. We find this new media is an important and flexible vehicle which we can use to reach our customers who

are on the go and the students with whom we work. We invite you to take a few minutes to listen. Stay tuned for additional episodes on a variety of topics related to miniaturized electronics.

[Listen to the podcast](#)

Industry Update

It's What's Inside That Counts

The demand for miniature devices continues to grow as the population ages and life spans increase. Fortunately technology is improving as developments in MEMS and extreme miniaturization grow. The growth opportunities are immense and the ability to contribute to the quality of life through technological innovation is becoming even more relevant.

[It's What's Inside That Counts](#)

Conference Corner

IMD Expo International Medical Devices Conference

September 24 - 26, 2007

Don Styblo, Vice President, Valtronic Technologies will speak as part of the "Advances in Medical Microdevices" session. Don will discuss the technologies and challenges of "Manufacturing of Miniaturized Medical Devices & Sensors" on Tuesday September 25th.

MDM Minneapolis

October 17- 18, 2007

Valtronic Technologies will be exhibiting at MDM Minneapolis in Booth 935. Stop by and visit our new booth and learn more about the new Valtronic Technologies.

[For more information on the show](#)

Meet the Staff

Valerie Kalish - Sales and Service Administrator



What is the most important part of your job?

Communication between sales, engineering, manufacturing and the customer. I ensure that projects hit their milestones and that customers receive their product when requested.

What is a typical day like for you?

I am never bored. I have to fit many little things that come along as well as do my scheduled work. Everyday is different though, which is why I am never bored. I process customer orders and make sure they are accurate by comparing them to the customer quote and then enter them into the system for production.

How did you get into the position of sales and service administrator?

The opportunity opened and I was interested in working on the customer side versus the financial side which is where most of my experience had been with Valtronic Technologies up until I started this over a year ago. This is still relatively new for me, although I employ many of the same skills I developed prior to this.

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

Actually there are two important lessons that I have learned, first flexibility is important because in our environment things change a lot and you have to learn how to adjust on the fly. Detail is important as well because you need an accurate record of a project for customer and quality reasons.

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

I enjoy spending time with my family. I have two children with whom I really enjoying creek walking and hiking.

Tech Check

As a result of our merger, Valtronic Technologies can translate your ideas to create a marketable device ready for the medical world, in other words we can build complex medical systems from start to finish. We start with a **concept** and a **feasibility study**, once we see that it is a viable product we move on to the **development stage** where product designs (mechanical, electronic etc) are created. Being a contract manufacturer we are especially adept at design for manufacturing, an approach to product design that systematically includes considerations of manufacturability throughout the entire design process and in the end can save time and money.



Once a design is chosen we move into building a **prototype** - with our capabilities and partner network we can create a prototype with little fanfare. Once the prototype goes through all approvals to meet ISO and other standards, the device will go through several engineering cycles in order to prepare all necessary documentation for production and also to reduce the cost of manufacturing, the **industrialization** phase.

After this is completed we move to full **production**. The key to success here is early on in the project, we document your needs and compile your wish list into one consolidated

document which becomes the basis for all future product development. Some of the products that we have built a complete system for are a surgical robot, auto transfusion device and syringe pump for drug delivery.

University Relations

*Deb Marko
Koeberer*



We continue to introduce Valtronic Technologies' Academic Relations Program and share its mission to engage students and faculty to discover and share knowledge about miniaturized electronic technologies through collaboration and information exchange.

We are actively setting up lectures for the fall quarter of 2007. This year the focus will be on forming relationships with IEEE (Institute of Electrical and Electronics Engineers) and BMES (Biomedical Engineering Society) clubs and providing them the opportunity to see how what they are learning can be applied to miniaturized electronics and how they can be used. Valtronic can provide a speaker for chapter meetings or even host local chapters at our manufacturing facility in Solon, Ohio.

If you would like to be contacted about setting up a time for us to visit you please contact Deb Marko Koeberer via email at dmarko@valtronic.com or 1-888-291-9422 x25.

Keep your eyes open for another way to keep in touch with Valtronic...podcasts! The Academic Relations Program will begin to produce regular podcasts to keep you up-to-date on activities and discuss new projects or other interesting technology related topics. Let us know any topics you'd like covered in a podcast and we'll do our best to include it in our schedule.

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Join our mailing list!