

Manufacturer of Specialized Equipment and Medical Coatings

Northeastern United States

Est. 2012 Sales: \$9.6 Million

EBITDA: \$1.97 Million

Business Overview

Our client is a physical research organization engaged in the development and manufacture of specialized equipment, systems, and medical coatings. Although the company's products have multiple uses they are often used in the medical device, semiconductor and research industries. The following is an overview of our client's main product lines:

Medical Coatings: This division of the company produces patented surface coatings designed to provide effective lubrication, anti-microbial / drug-controlled release or increase the wetting properties of medical devices.

Video Contact Angle Equipment: As economical replacements to goniometers, the company's VCA equipment utilizes CCD cameras and personal computer technology to measure the contact angle of a drop of liquid resting on a solid surface. This equipment is used for materials surface analysis relating to wetting, adhesion and absorption. Common uses include semiconductor quality control.

Plasma Reactors: Using cold gas plasma technology, this equipment, manufactured in roll-to-roll and batch formats, can effectively clean and treat surfaces without changing the material's bulk properties.

Business Description

With an ISO 9001 and FDA Good Manufacturing Practice compliant facility our client has been able to develop and manufacture a line of multi-use, proprietary devices and products. The company's medical coatings are compatible with a large number of materials and result in a dry, easy to manipulate instrument that becomes extremely slippery upon contact with water. These properties result in substantially reduced patient trauma making the coating perfect for catheters, endoscopy / angioplasty equipment, drainage tubes and pacemaker leads. The company's VCA equipment is currently in use by major semiconductor manufacturers for destructive quality control testing. In addition to this end-market, VCA equipment can also be used in the printing, adhesives, lubricant, cosmetics, polymer and biomedical industries. Using no harmful chemicals during processing and providing residue-free surfaces after treatment, our client's plasma process systems are ideal for final cleaning, etching, adhesion improvement, surface activation and deposition of thin film and coating.