

Specialty Manufacturers

Shapes the Future

A Newsletter by Specialty Manufacturers, Inc.

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Specialty Manufacturers Assists in Development of Breast Cancer Diagnostic Equipment

Discovery of a mass in a breast strikes terror in the bravest of women. Only another woman who has faced the same situation can describe the disbelief, shock, and fear that are experienced.

Specialty Manufacturers' engineers, from several divisions, recently teamed with a surgical systems customer to perfect the latest generation in diagnostic

equipment used in the evaluation of breast cancer and other breast masses.

The device has been on the market for just over a year and currently is being used in more than 100 breast centers, hospitals, and physician offices throughout the U.S. The surgical device is an answer to the

medical community's demands for a vacuum-assisted breast biopsy system that is faster, safer and easier to use, and less traumatic for the patient than other biopsy techniques.

Specialty's customer listened to doctors' requests for product improvements over the years and used those requests to develop a fully closed and disposable automated tissue excision and collection device and a stereotactic adaptor unit. The goal was to enable the physician to remove tissue from the breast in a more clinically advanced and minimally invasive manner.

"The customer's engineering staff that helped develop this product has had a long-term relationship with Specialty Manufacturers," said Don Lucas, vice president of sales for Specialty Manufacturers. "We worked closely with our customer to assure they understood all the capabilities

we have to offer."

During the entire process, the surgical device was designed with the end-user and patient in mind. "Those constraints were taken into consideration during the development stage," Don Lucas said, "not only for proper function of the device, but for the aesthetic characteristics, as well."

"Three Specialty Manufacturers' divisions were involved in the development of the automated tissue excision and collection device," he continued. "D&M Tool Corporation met with our customers engineering staff and helped develop the tooling that met the customer's needs.

Specialty currently manu-

factures and purchases seventy-two components for the two devices manufactured for this customer. PRD and Apollo mold and decorate thirteen components for the automated tissue excision and collection device. In addition to molding and decorating, Apollo builds, tests, and ships a subassembly that contains ten purchased components and four molded components.

D&M manufactures twenty-five metal components and purchases an additional twenty-four components for the stereotactic adaptor. The device is 99% assembled by D&M prior to shipment to the customer.

The processes involved in the manufacture of these two products include; molding, finishing, ultrasonic welding, chemical bonding, hand assembly, vacuum and leak testing, CNC milling, turning, drilling, tapping wire EDM, heat treating, and polishing.



Components and subassemblies for the automated tissue excision and collection device (top photo) are manufactured by Specialty Manufacturers, Inc. The automated tissue excision and collection device is held firmly in place by the stereotactic adaptor, (bottom photo) also manufactured by Specialty Manufacturers.

Breast Cancer Diagnostic Equipment (con't.)

By supplying completed inner-assemblies for the automated tissue excision and collection device, and the subassembly for the stereotactic adaptor, Specialty has reduced manufacturing and inventory costs for our customer, and product improvements can happen at a quicker pace," Don Lucas stated. "The final assembly and testing of both devices is handled by the customer."

The automated tissue excision and collection device can be used right in the doctor's office, and the procedure is relatively painless.

"They can go in and not only take a biopsy but extract the majority of the tissue whether it is malignant or benign," Don Lucas explained. An added feature with the

device is that the doctor can also place a marker that indicates where the biopsy sample is located. The automated tissue excision and collection system is not only compatible with the normal ultrasound imaging technique, but for the first time in history it is compatible with the MRI as well.

The manufacturing of this technically advanced device resulted from the successful combination of expertise.

"We can provide many services for our customers that most molders would have to outsource," stated Tom Copeland, vice president of Specialty Manufacturers' Medical Products Division. "This project is a prime example of what we can do for our customers."

Did You Know That...

TOPS IN SALES PERCENTAGE

In sales of plastic injection molding, **Specialty Manufacturers** is rated in the top 20% of sales in Indiana and in the top 25% of sales in North America, which includes Canada, Mexico and the United States.

Our mission is to be a quality leader in the plastics field.

*John W. Lucas, Jr.,
Founder Specialty Manufacturers*

A LEGACY OF EXPANSION AND SUCCESS

Specialty Manufacturers, was founded in 1958 in Indianapolis, Indiana by John W. Lucas Jr. **Apollo**

Plastics was founded in 1963, in Chicago, Illinois and purchased by Specialty Manufacturers in 2000. **D&M Tool** was founded in 1977 in

Bedford, Indiana and purchased by Specialty Manufacturers in 1989. **PRD**

was founded in

1979 in Harrodsburg, Indiana and purchased by Specialty Manufacturers in 1989. **The Medical Products Division** was founded by Specialty Manufacturers in 2001, in Indianapolis, IN.

Divisions of Specialty Manufacturers, Inc.



MEDICAL PRODUCTS

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Medical Products produces plastic and metal components for the medical industry. Medical Products assures compliance with applicable quality system regulations and standards such as cGMP and ISO/EN. Medical Products offers a class 100,000 Clean Room for molding and assembly and will provide modular clean room enclosures as needed for growth.



APOLLO PLASTICS

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Apollo specializes in complicated thin wall molding and secondary operations including assembly, machining, painting, laser etching, silk screening, pad printing, and chemical & mechanical bonding. The company has expertise in building high-speed assembly equipment to reduce costs and improve quality. Apollo is certified to ISO 9002 and QS 9000.



PRD, INC.

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PRD has for over 20 years been a manufacturer of high quality injection molded products. In addition to injection molding, PRD offers machining, assembly and test services to customers in North America, Asia and Europe. PRD is certified to ISO 9002, QS 9000 and ISO 14001.



D&M, TOOL CORP.

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D&M Tool is Specialty's state-of-the-art facility for creating molds for plastic injection molding and die casting. D&M also machines tight tolerance metal and plastic components. D&M Tool Corporation's quality system is certified to ISO 9002 by ABS Quality Evaluation, Inc.