

## Name change brands Mack Medical group

**KEITH WHITCOMB JR.**

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ARLINGTON -- After nine years of gradual development, Mack Molding Co. has officially branded its medical products group, MackMedical.

MackMedical is not a company name change, said Julie Horst, director of communications for Mack Molding. She said it is the name of an entity within the company that specializes in the company's medical products. Horst said the company felt that it needed a number of systems in place before it could begin to market a medical brand, one of those things being a strict quality control system.

"We have been aggressively developing the medical manufacturing sector of our business for the past nine years by refining quality and supply management systems, hiring specialized staff and adding new technology," said Jeff Somple, president of Mack Molding's Northern Division, in a release.

Horst said aside from quality control, MackMedical requires specialized shipping and purchasing systems. She said the people in MackMedical are not sequestered to their own section of the company, but are dispersed throughout the normal departments within Mack Molding's Arlington headquarters. She said people with medical manufacturing experience have been brought into the company on an as-needed basis over the past nine years.

Horst said the unveiling of MackMedical is essentially putting a name to something that has already existed. She said some companies will often

name an entity before they work to build it, but Mack Molding, in this case, did the work before "hanging the shingle."

She said medical products now make for 30 percent of Mack Molding's production. She said the goal is to have that number go up to 50 percent within the near future.

Currently, 50 Mack Molding employees specialize in the company's medical products. Most, she said, have experience within the medical manufacturing field, which makes it so Mack Molding does not have to be brought up to speed when filling orders for medical products.

"We have demonstrated to the medical market that we're in this business to stay," said Somple. "We have developed a robust medical products group within Mack Molding that represents a rapidly growing segment of our overall business."

She said the medical market is really a compilation of other sub-markets. MackMedical makes products for the medical device, surgical instrument, and high-end medical disposable markets. She said the company makes Class III medical devices, which include life-saving and support devices that are complex and subject to strict quality control standards. She said it also makes everything from complete defibrillators to surgical tools with orthopedic grips that combine plastics and metals.

Horst said the decision to move into the medical market was made because the market for computer servers and storage devices was moving overseas. She said Mack Molding had been heavily invested in that market and to keep doing well, had to diversify.

She said the company took a look at its capabilities and looked for a market that was sought out in North America. Horst said Mack Molding had the

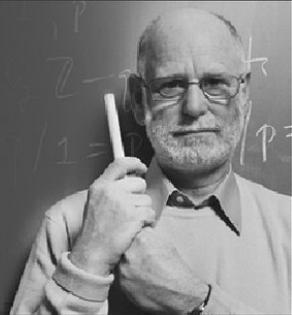
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ability to make complete, complicated parts that the medical industry required and was able to make the transition before many other companies.

Mack Molding is a privately owned business that formed in 1920. It operates six facilities in the eastern United States, two of which are in Arlington. Don Kendall is its CEO and president.

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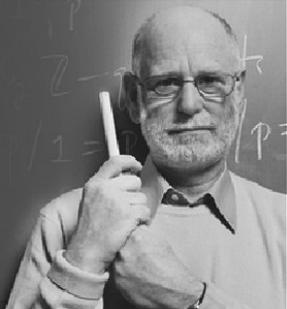
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