



## Updated: Mack acquires medical product development company

By PlasticsToday Staff  
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Mack Molding has made a substantial investment in its medical product development capabilities, acquiring Synectic Engineering Inc. (Milford, CT), a full-service product development company that focuses exclusively on the design, research, development and manufacturing of medical devices.

"When [Mack] looks at an acquisition, we're not just looking to get bigger, we're not looking to add sales or capacity," Mack North Operations President Jeff Sample told PlasticsToday. "We're looking for something that would make us a better company. [Synectic] fills a gap that I think exists, and more importantly, our customers think exists. Now we can go from conceptual designs, to working models, all the way through to production."

Synectic's 18 employees include mechanical, electrical, biomedical, materials, chemical, and quality engineers, as well as clinicians and industrial designers. Facilities include 3D CAD platforms, a model shop, an in-vitro tissue lab, and an on-site Class 10,000 clean room for pilot manufacturing.

Sample told PlasticsToday that Synectic and Mack had previously done business together, with Synectic calling on Mack for prototypes. When Jeff Stein and his wife Pam Zeller, who founded Synectic in 1981, recently decided it was time sell, they approached a broker and as part of the process both parties drew up lists of the top 10 companies they thought would be the best fit to acquire Synectic. Those two lists had one company in common, according to Sample: Mack Molding.

"This investment will allow Mack to augment its front-end services with clinically driven product development professionals that focus 100% of their time and talent on product design and development," Sample said in a release.

Synectic will maintain its Milford location, with Adam Lehman, who previously served as VP and chief operating officer, becoming president. Synectic has a fixed pricing model, versus time and materials approach, Lehman noted in a release. "Fixed fee forces a more time- and cost-conscious path," Lehman said, adding that Synectic's senior level staff, each has more than 10 years of medical product development experience.

"What we're buying here," Sample said, "is really good people, really good experience, and a really good process."



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