

# laser's edge

The Rapid Prototyping, Manufacturing and Product Development Newsletter

## in this issue

*Laser Reproductions Goes "Green"*

*Inc. Honors Laser Reproductions*

*Laser Reproductions Acquires ProtoCall LLC*

*Laser Reproductions Honors Employees*

*An Interview with Tom Marciniak of Pro-Tec Equipment*



*Where Innovation and Technology Merge*

## learning curves



# Laser Reproductions Goes "Green"

*In recent years environmental issues have jumped to the forefront of discussions, both nationally and globally. In the U.S. nearly 45% of consumers have been incorporating environmentally-friendly products and practices into their lifestyles to live healthier and preserve our planet's natural resources.*

Recognizing that eco-conscious practices not only benefit the environment, but reduce long-term business expenses, Laser Reproductions joined an emerging group of companies dedicated to green business practices. In 2007, the company purchased a state-of-the-art recycling unit to minimize the amount of propylene glycol and alcohol used when cleaning prototypes produced by the stereolithography (SLA) machines. Once used, the chemicals are transferred into the recycling unit, which extracts all of the impurities produced during the cleaning processes. The pure propylene glycol and alcohol that remains can then be re-used to clean another batch of prototypes. The cycle continues until the recycling unit is no longer able to produce pure chemicals. Paint thinner used to clean paint guns and finish prototypes in the company's in-house model shop can also be recycled through the same process.

all companies using environmentally-hazardous chemicals, federal and state regulations require proper disposal methods for each empty drum. Since contracting a certified waste removal service provider is costly, the company's monthly drum removal expense was equal to its purchasing expense. Laser was faced with the challenge of reducing operating expenses. The new recycling unit helped Laser achieve just that.

In one year, the recycling unit has allowed Laser to considerably decrease the number of drums purchased and disposed of per month. Thus, the unit has literally paid for itself and will continue to save the company and its customers money for years to come. In addition, Laser is able to conserve valuable energy and resources while maintaining a high-level of productivity.

**Laser Reproductions has an extensive variety of processes and a vast range of materials to accomplish your rapid prototyping, manufacturing or product development goals. Call 614.552.6905 or visit [www.laserrepro.com](http://www.laserrepro.com) to learn more.**

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*Where Innovation and Technology Merge*



## behind the scenes



### Profile: David Evans

**David Evans**, Model Development Lab operations manager, joined the Laser Reproductions team in October 2004.

David was originally hired as a project manager to oversee projects as they made their way through the production process, as well as managing client communications. In January 2006, he was promoted to his current position.

As Model Development Lab operations manager, David is responsible for supervising and directing team leaders, quality control and on-time delivery of projects. His hard work and dedication continue to make him an integral part of the Laser team.

David graduated with a bachelor's degree from Otterbein College in 1979. He currently resides in Westerville with his wife Jamie and daughter Alyssa.



Ready, Set, Go... Laser Reproductions' **Pinewood Derby** was held on November 30. Five Laser employees—Paul Bordner, Michael Boyce, Nick Boyce, Matt Vannelli and Kevin Turner—took home trophies for their winning cars.



During Laser Reproductions' **White Elephant Gift Exchange** in December a rubber lizard, a toaster and some old ice trays were some of the unique items employees gifted to one another.



Whether you crave mild and savory or a four-alarm fire in your mouth, Laser Reproductions' **Salsa and Dip Cook-Off** in January had flavors to satisfy any palate. Mark Jones won a Home Depot gift certificate for "best taste," Jason Lukacsko took home a Best Buy gift certificate for "best salsa," and Bill Lucas won "best other dip."

## in production



**client** Tim Marciniak  
**company** Pro-Tec Equipment, Inc.  
**project** Underground Equipment Models

Pro-Tec Equipment Inc. contacted Laser Reproductions for 1/12th scale models of its equipment to showcase at the AgriCon conference in Las Vegas. Pro-Tec challenged Laser to produce durable, functioning models that would withstand constant handling from conference attendees. Laser utilized its Metal Clad Composites (MC<sup>2</sup>) process, a process that combines DSM Somos<sup>®</sup> resins with electromagnetic characteristics of nickel-plating to provide durable parts that perform like metal, without costly and time-consuming die cast and metal machining.



**client** Jim Cotugno  
**company** Raffaele Contractors  
**project** The Vadle

One out of every five underground water valves that Jim Cotugno and his team installed malfunctioned due to improper alignment with the curb box. Jim contacted Laser Reproductions to design a device, later called the Vadle, that would solve the alignment problem, reduce re-installations, and save time and money. After finalizing a design concept, a prototype was created and tested in a Blacklick, Ohio neighborhood. Of the 100 water valves installed with the Vadle, not one required re-installation. Now Laser Reproductions is assisting with full production, packaging and marketing collateral to integrate the Vadle into the market place.

## laserworld

### Inc. Honors Laser Reproductions

Every year, *Inc.*, the national publication for entrepreneurs, creates the *Inc.* 5000, a list of the fastest growing private companies in the U.S. In 2007, *Inc.* named Laser Reproductions the 3,722nd company in the country and the 39th in Columbus, Ohio. The company attributes its growth to the hard work and dedication of its staff and is honored to be included on such a prestigious list.

### Laser Reproductions Acquires ProtoCall LLC

Laser Reproductions is pleased to announce the acquisition of the full-service prototyping network ProtoCall LLC based in Waukesha, Wisconsin. Before joining Laser, ProtoCall served as a liaison between businesses with product development needs and regional suppliers specializing in prototyping services. Laser Reproductions was the company's primary rapid prototyping supplier, providing the majority of ProtoCall's SLA and cast urethane work. This existing relationship contributed to the seamless acquisition.

### Laser Reproductions Honors Employees

Each week, Laser Reproductions recognizes one employee with a Helping Hand Award for exceptional work performance. The employee with the most Helping Hand Awards at the end of each year receives a bonus, their name engraved on a plaque that hangs in the main lobby next to other company awards, and bragging rights, of course.

Congratulations to Susan Sanders, our 2007 Helping Hand Award winner, who accrued five awards throughout the year. Thank you for your continuous dedication to and enthusiasm for your work at Laser Reproductions.

#### Congratulations to all other award-winners in 2007:

**Four Awards**  
Kevin Turner

**Three Awards**  
Bill Levings  
Darrel Disbennet  
Karen Bordner  
Rose Moore  
Tyson Bourk

**Two Awards**  
Ray Crabtree  
Ashley Hileman  
Jason Thompson  
John Smith  
Justin Mannon  
Octavia Sias  
Scott Vreeland  
Travis Behara

**One Award**  
Daren Bates  
Dave Evans  
Deann Clark  
John Parsons  
Kenny Davidson  
Michael Boyce  
Jennifer Gillespie-Pazolt

#### Congratulations to the employees who have received awards during the first quarter of 2008:

**Two Awards**  
Bill Levings  
Justin Mannon

**One Award**  
Travis Behara  
Karen Bordner  
Jason Lukacsko  
Deann Clark  
Daren Bates  
Jennifer Gillespie  
John Parsons  
Bill Lucas  
Scott Vreeland



## creating impressions

### Profile: Pro-Tec Equipment

*laser's edge* speaks with **Tom Marciniak** of Pro-Tec Equipment, a leading manufacturer and distributor of shielding and shoring equipment used for underground water, gas and electrical line repairs



#### How did your relationship with Laser Reproductions begin?

Initially, we found Laser through a prototype Web service listing. After researching multiple companies, we contacted Laser to create small scale models of the equipment we manufacture. Laser was not only the most responsive to our inquiries; they were also the most knowledgeable about rapid prototyping services. Our relationship blossomed from there.

#### How has this partnership been beneficial to you and your clients?

Everyone here at Pro-Tec is ecstatic with the final product. These models will be used for mostly classroom demonstrations, but they will also be displayed at the AgriCon trade show. We only anticipate positive feedback for these realistic, useful replicas.

#### What do you value most when working with product development and prototype partners?

I'm not in the prototyping business and neither are my coworkers. It was important to find a company that knew what they were talking about, but more importantly, could explain the process in layman's terms.

#### Would you work with Laser Reproductions again?

Definitely, the process was smooth and efficient, and the customer service was second-to-none.