

# NEWSPRENT

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Issue No. 50, 2013

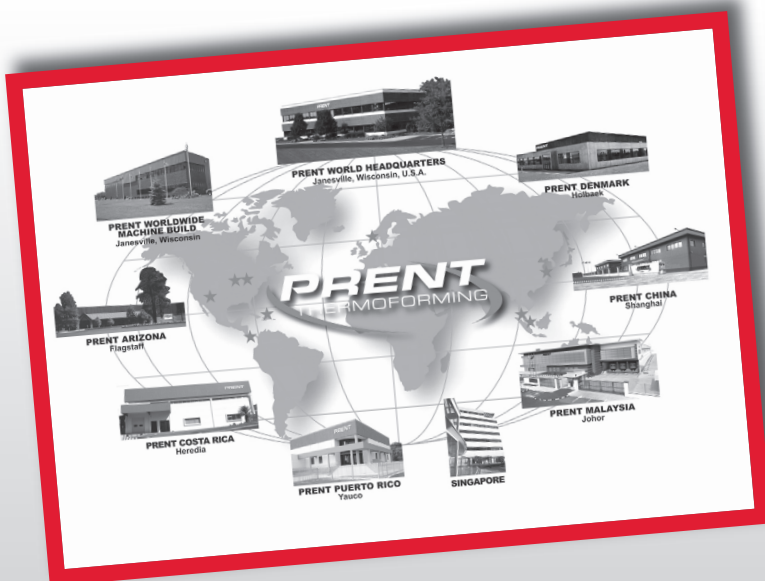


## WORLD HEADQUARTERS EXPANDING

To accommodate the continuing growth of our global operations, the administrative offices of Prent's World Headquarters in Janesville, WI, USA is getting a face-lift, plus a 50% expansion. When completed in November, the much larger office complex will accommodate additional space for many of our support departments including Accounting, IT, Manufacturing Engineering, Sales and Human Resources. During construction, some departments have been moved to other facilities on Prent's campus.



## Excellence in International Trade

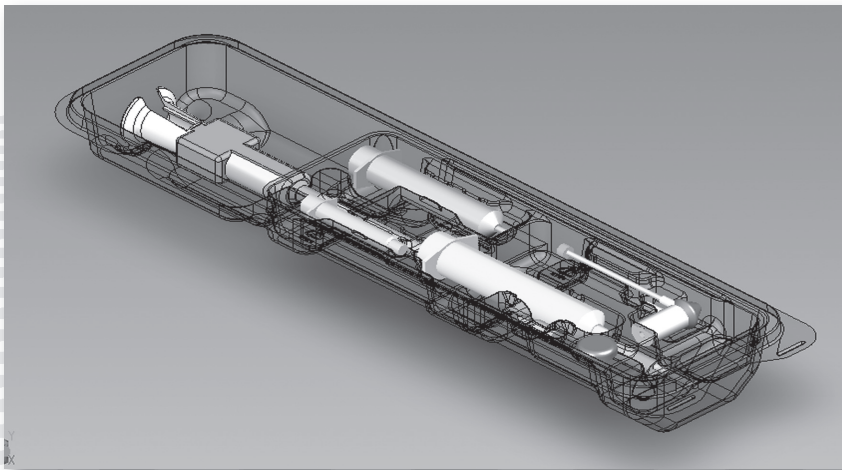


Recently, Prent Corporation was honored by the Stateline World Trade Association with the 2013 International Trade Award for Excellence. The award is given to Wisconsin and Illinois companies with successful international strategies, from which other Stateline businesses can draw inspiration and encouragement. Accepting the Award on behalf of Prent was John MacDougall, our International Sales Manager.



## Check-out These Cost-Cutting Packaging Strategies

*The relentless demand to drive down costs is putting huge pressures on OEMs and suppliers to find ways to squeeze costs out of every package.*



### 1 | SMART DESIGN

At Prent, one of the key techniques we rely on to reduce costs is through Smart Design. Thanks to the extensive thermoform training and experience of our global Product Development Teams, they're able to design complex packages and tooling that are extremely friendly to the thermoforming process while being conscious of overall packaging footprints. Other cost-reducing design strategies include creating parts with acceptable tolerances and multi-functional uses.

### 2 | PROCESS INITIATIVES

In addition, our well-developed process-focused initiatives are continuously—and dramatically—helping us squeeze costs out of the packaging process through:

- Engineering our own proprietary smart thermoformers
- Standardizing operations at all global facilities—including thermoforming, tool building, training and the uniform adoption of best practices
- Integrating identical global IT operating systems
- Lean manufacturing, six sigma
- Developing innovative logistics strategies, and more.

### 3 | DOWN GAUGING MATERIAL

Down gauging material can be one of the many techniques used to cut costs. It's something that can be factored in at the very beginning of a project so the package can be specifically designed for a lower gauge material.

### 4 | USING ALL-NEW MEDICAL GRADE MATERIAL

As an alternative to down gauging—and as a way to help our customers utilize innovative cost-cutting strategies—we developed an all-new medical grade rigid thermoform packaging material—MEDEX® 641. The attribute making MEDEX® 641 so desirable is its low density, compared to traditional materials. Since its 2011 introduction, MEDEX® 641 has achieved outstanding cost benefits for our customers who've used it. •

## MEDEX® 641 is Slashing Packaging Costs

### YEARS IN THE MAKING

Several years ago in a bold move to help our customers reduce packaging costs, Prent/GOEX embarked on an aggressive research and development program to create an all new medical grade material that would provide OEMs with significant yield and cost advantages, excellent clarity and functionality.

"The result was MEDEX® 641—an all new medical grade rigid thermoform packaging material. Since then," reports Joseph T. Pregont, Prent President and CEO, "it's achieved outstanding cost benefits for our customers.

"MEDEX® 641 is an alternative to traditional medical rigid materials. It's a result of our commitment to help customers reduce their overall packaging costs and enhance their sustainability initiatives," he explains.

### MEDEX® 641 ADVANTAGES

★ **Significant Yield and Cost Advantages:** MEDEX® 641 is significantly less dense than other medical packaging materials like XT Polymer, Polycarbonate, PVC or PETG. This

reduces the total amount of material necessary to thermoform a package, thus reducing the total cost of material. MEDEX® 641 is saving some medical device companies significant packaging costs.

★ **Rugged Performance:** MEDEX® 641 is an extremely solid material with enhanced strength and durability.

★ **Excellent Clarity:** MEDEX® 641 provides great visibility to package contents. Tints are also available, including traditional medical Blue Tint.

★ **Part Separation:** For customers wanting to eliminate silicon from their facilities, this is an ideal material since MEDEX® 641 contains no silicone for denestability. It is a co-extruded product, in which the surface contains mechanical attributes that allow for easy formed-part-separation.

★ **Exceptional Thermoformability:** MEDEX® 641 thermoforms and trims exceptionally clean. It has excellent flow, plus forms with

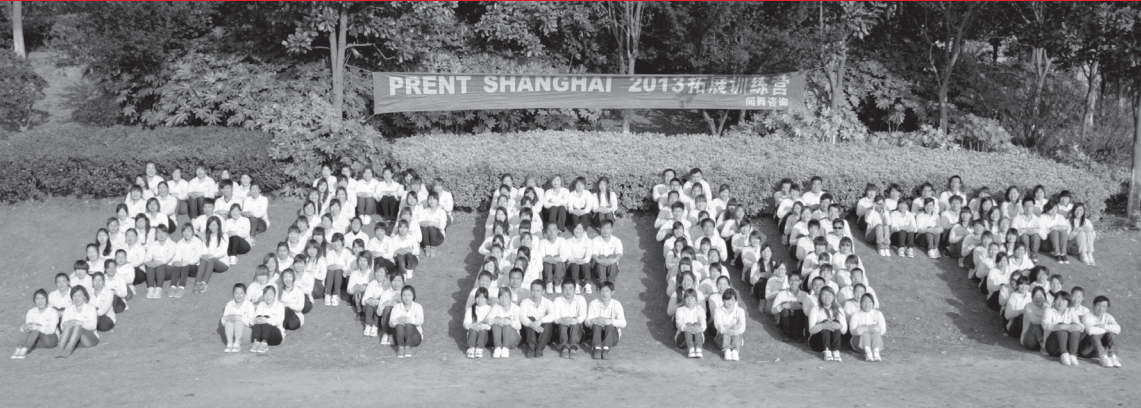
better distribution characteristics than some traditional materials.

★ **FDA Compliant:** MEDEX® 641 is FDA and USP Class VI compliant. In addition, it can be sterilized by a variety of methods including ETO, Gamma and E-Beam.

For more information about using MEDEX® 641, contact Jim O'Dierno, Prent Executive VP of Sales and Marketing at [sales@prent.com](mailto:sales@prent.com)

**Reducing the Cost of Materials** Because MEDEX® 641 is significantly less dense than traditional medical packaging materials, it takes less MEDEX® 641 to form a package, thus reducing the total cost of materials.





## Team China is Unbeatable!

To strengthen teamwork and cooperation, Prent China organized outward bound-style team activities. Employees had to cooperate with their team members in order to complete the challenging assignments given to them. It was a great opportunity to strengthen Prent teamwork, plus it gave everyone a break from their normal routines.



## JANESVILLE •

### Do You Have What it Takes?

**Mudder Run: It's not for the faint of heart, rather for the Braveheart.**



Join Product Development Director Don Handrow and other Prent employees and tap into your "Right Stuff" by competing in the world's premier adventure challenge series.

It's three to five hours of grueling, extreme competition, encompassing a 12-mile obstacle course designed by British Special Forces to test all-around strength, stamina, mental grit and camaraderie.

To date, nearly a million global racers have participated, while raising more than \$5 million for the many rehabilitation programs of the **Wounded Warrior Project**.

The Wisconsin Mudder will be held September 7 at the Air Venture Grounds in Oshkosh, WI, USA. Men and women at least 18 years of age are eligible to sign up. For more information about the race, entry deadlines and costs, log onto [www.toughmudder.com](http://www.toughmudder.com) or contact Don Handrow in Product Development.

To get through the mud, fire, water and

other obstacles, racers will need teammates to pick them up when their spirits dip. What better team to join than TEAM PRENT!

To climb over 12-foot walls and through underground mud tunnels, you can count on your Prent teammates to give you a boost. The Prent Tough Mudder Team will make sure no one gets left behind because all Prent Mudders are sure to have the "Right Stuff" including teamwork, high ideals and camaraderie; both on and off the course.

To date, Don Handrow reports that eight Prent employees have already signed up. "But, I'm hoping to have a team of at least 10 or more so the competition can also be a Prent team building exercise. It is a run/race that really tests individual toughness both mentally and physically. I did it last year with another team and I think it will be great to do it this year as TEAM PRENT," says Don.



## CHINA •



### NBA-Style Basketball League Generates Excitement

Congratulations to our new Prent China basketball champs: Team B of Factory 1. Sixty employees, including office staff and manufacturing employees, split into five basketball teams for a lively NBA-style league. There was a lot of friendly pressure as fans from both sides cheered their team on to win. The intense competition provided a very energetic atmosphere at work!



### GOAL! Prent Hockey Team Wins Championship

As an avid hockey player, Prent President & CEO Joseph T. Pregont has sponsored a Prent Hockey Team for nearly two decades. This year—like many other years—his team finished in 1st place.

While Joe Pregont no longer plays hockey on a regular basis, he continues sponsoring a Prent Hockey team in southern Wisconsin. Employees playing on this year's team were John MacDougall, Prent International Sales Manager, Tom Schaffner, Prent Sales Account Representative, Scott Ward, GOEX, and Duke Damron, former Summer Inspector/Packer.

This year, Prent won the League Championship by beating the opposing team in the final game 7-0; a great ending to a successful season.

The Prent Hockey Team has also played eight times at Wisconsin's annual Olympic-style competition—the Badger State Games—winning the Gold Medal three times and the Silver and Bronze other times.

Prent employees or family members who've played on previous Prent Teams include: Mark Trueman (Machine Operator), Luke Steurer (Maintenance), Sean MacDougall (Winter/Summer Product Development Samples and Tool Room) and Joseph Pregont (Prent President and CEO).



### Retirement Congratulations

Inspector/Packer Shirley Widner recently retired from Prent Janesville after 23 years of service.

*Best Wishes, Shirley!*



**Prent Booth Busy at Japan Trade Show**

The Prent Malaysia booth at MEDTEC JAPAN was extremely busy, with many visitors wanting more information about Prent’s capabilities.



**Product Development Training**

Prent Janesville Product Development Director Chris Bladl (circled) recently traveled to Prent Malaysia to discuss specialized packaging techniques and challenges with Sales, Product Development, Tool Room and Production Planning staff (above). Everyone gained from the valuable knowledge-sharing and training.



**China Staff Trains in Malaysia**

Many Prent China employees visited Prent Malaysia for several weeks of training from the Engineering, Tooling, QA, Design and Production Teams. Our Chinese employees learned about Prent Malaysia’s working procedures, process flow and knowledge transfer for each job function. The Malaysia staff showed off their gracious hospitality by bringing the guests to authentic Malaysian restaurants, tourism spots and even the Desaru Beach! Prent China QA Engineer Seaton Gao (circled), takes time out to join a birthday celebration with Malaysia’s QA Team.

**Intern Focused on Quality Assurance**



Noorashikin Hashim, a student intern in Prent Malaysia’s QA department for the past six months, reports she appreciated the training and experiences gained from her QA colleagues about measurement equipment such as Magna Mike, CMM Machine and ESD Meter.

Shikin had previous QA experience with another company. But, she reports, “Prent is more systematic and has very clear working instructions and process flow. Special thanks to Prent Malaysia management for giving me the internship opportunity.”

**FLAGSTAFF •**

**Prent Poker Power Boosts Cancer Fundraising**

Earlier this year, Prent was proud to be a title sponsor for Flagstaff’s American Cancer Society’s Annual Denim and Diamonds Gala. Since Prent sponsored the “casino” for the evening, all the dealers wore Prent T-shirts and used Prent logo playing cards, helping to raise our profile in the community. Thanks in part to Prent’s contribution, this event brought in over \$90,000 for cancer treatment and research in the Flagstaff area. Pictured at the poker table are left to right: James Shontz (Tool Prep), Mark Rothlisberger (Plant Manager), two players and the dealer wearing a Prent shirt.



**Employees Raise Funds for Kids**

Seven employees from Prent Flagstaff participated in Big Brothers Big Sisters 32nd Annual “Bowl for Kids’ Sake.” A mix of first and second shift employees bowled for one hour of the 10-hour event to help raise more than \$8,000, in addition to helping raise awareness for the important work the Boys & Girls Club does in the Flagstaff area.

**Helping Students Hone Employment Skills**

Plant Flagstaff Manager Mark Rothlisberger and HR Generalist Kristen Whitson have been visiting local High School classes to share information about Prent as a post-high school career option. Students learn tips about applying and interviewing at Prent, hear about working in the “real” world, preview Prent’s job application and practice their interviewing skills with Mark and Kristen. In addition, students have the opportunity to tour Prent Flagstaff. “We believe this student interaction will help us build a stronger base of potential employees in the Flagstaff area, in addition to giving some meaningful life lessons to the youth of our community as they prepare to enter the job market,” says Kristen.

**JANESVILLE •**



**Best Practices Spreading Around the World**

Prent’s World Headquarters in Janesville continues to welcome key employees from around the globe for critical training in systems and equipment, ensuring every Prent facility operates identically. Recent employees arrived from Malaysia, China, Puerto Rico and Costa Rica for several weeks of intensive training. Visiting Janesville (left to right) were:

**Adrian Morales, Prent Costa Rica’s QA Engineer**, continued his training on Master Control Development and Customer Audits.

**Yesenia Rosas, Prent Puerto Rico’s Production Scheduler/Planner/Buyer** for the past four years, furthered her on-the-job training, this time in PCO education.

**May Pang, Prent Malaysia’s Finance Manager** for the past 13 years, worked on future TES implementation plans and re-aligning work and communication process flow between Janesville and Asia.

**Thye Zhi Lei, Prent Malaysia’s Software Developer** for the past two years, received further on-the-job training with business process flows and its integration into the TES and ROSS systems, software development and deployment best practices, thus ensuring identical implementation in Malaysia.

**Agnes Chan, Prent Malaysia’s Software Administrator**, focused on IT Training, ERP system process flow and aligning Malaysia’s IT direction and implementation plan with Janesville, including software development and deployment best practices.

**Michael Zhu, Prent China’s IT Engineer**, learned about TES and ROSS system development with the global IT Team, in addition to software development and deployment best practices. “It has been very constructive work with the Janesville team,” says Michael. “I especially appreciate everyone’s helpfulness and hospitality.”

# PRENT Corporation

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## TRADE SHOWS

For a free ticket to MD&M East,  
log onto [www.prent.com](http://www.prent.com)  
and click on the MD&M Logo

### ORTHO TEC

June 5-6, 2013  
Orthopaedic Capital Center at  
Grace College  
Booth #303  
Winona Lake, Indiana, USA

### MD&M EAST

June 18-20, 2013  
Pennsylvania Convention Center  
Booth 2119  
Philadelphia, PA, USA

### MEDTEC China

September 25-26, 2013  
Shanghai World Expo Exhibition  
& Convention Center  
Booth 537  
Shanghai, CHINA

### Medical Device Puerto Rico

October 10-11, 2013  
Puerto Rico Convention Center  
Booth 611  
San Juan, PUERTO RICO

### MD&M MINNEAPOLIS

October 30-31, 2013  
Minneapolis Convention Center  
Booth 918  
Minneapolis, MN, USA

### COMPAMED

November 20-22, 2013  
Dusseldorf Trade Fair Centre  
Dusseldorf, GERMANY



## SERVICE AWARDS

NAME	POSITION	FACILITY
<b>25 YEARS</b>		
Charmane Holterman	Inspector/Packer	Janesville
Craig Walker	Sr. Tool Design Engineer	Janesville
<b>20 YEARS</b>		
Lynn Bandt	Inspector/Packer	Janesville
Sheri Miller	Inspector/Packer	Janesville
Jonathan Stumpner	Lead Technician	Janesville
<b>10 YEARS</b>		
Michael Baker	Machine Builder	Janesville
<b>5 YEARS</b>		
Shaun Farrell	Maintenance Utility	Janesville
Faye Kelm	Inspector/Packer	Janesville
Cory Knapp	Machine Operator	Janesville
Jessica Lacen Levy	Inspector/Packer	Janesville
Dalton Peterson	Warehouse Person	Janesville
Thomas Prieue	Sales Representative	Janesville
June Rehse	Inspector/Packer	Janesville
Jodi Scidmore	Inspector/Packer	Janesville
Christine Sweeney	Inspector/Packer	Janesville
Edward VanRyswyk Jr.	Technician	Janesville
Timothy Weis	MO/Mechanic	Janesville
Daniel Wiesenberg	Set-Up Mechanic	Janesville