



Inj ectech

Trusted Biomedical Components

Inj ectech, LLC was founded as a custom molder and assembly enterprise. Since then we have become a trusted partner for medical device OEMs, biomedical/ pharmaceutical manufacturers, veterinary suppliers, and industrial businesses worldwide.

Our Team

Inj ectech, LLC's management team created Inj ectech in 1998, after multiple years of experience working with custom molding shops and suppliers to medical OEMs.

Inj ectech specializes in the development and manufacture of medical, pharmaceutical, and biomedical components and assemblies. In addition to our standard line of catalog fittings, Inj ectech offers specialty and custom manufacturing based upon our customers' specifications.

Inj ectech has collaborated with many large medical device OEMs in fulfilling their engineering, design, and assembly requirements. Give us a call, they did - and they are satisfied!

Company History

Injectech, LLC was founded in 1998 as a custom molder and assembly enterprise in Fort Collins, Colorado.

In the beginning, Injectech was a “part-time” venture as we all worked for another component manufacturer during the daytime. Our primary focus was performing manual assemblies and molding.

Injectech had two machines in a rented garage unit and three very motivated owners. Our main projects were molding a line of regulator components as well as assembling a flu-vaccine introducer for the veterinary market. We did not have a clean room at that time. We were not ISO certified either. If we needed additional help, we would bring in contract labor/friends. We were in our infancy!



Our next steps involved creating our initial business strategy which included:

- Build a clean room
- Get ISO certification
- Implement a sales/marketing/promotion plan

Over the next year, we would have the clean room built. We became ISO certified. We also were very creative regarding our sales and marketing plan strategy.

During this time, we also welcomed our first employees. It was a very challenging financial period. At some point, each one of the owners did not take salaries for a while.

The investment in time and salary deferrals finally paid off as we closed our first “Large Customer”. We had left a sales call with only a promise that orders would come if we invested in the molds first. There was an element of risk, however, we had trust in this customer. The molds were built and the first orders came in. By this time, we had moved to our Loveland facility and had four machines operational.

The only machine large enough to run the molds had an error code one day and would not run. Panic mode! Unfortunately, the machine was an older model. The machine



manufacturer had stopped making replacement circuit boards for it. We found ourselves in a serious situation.

We looked at our financial leverage and found that the scenario was even more dire. The three of us contacted our parents for a bridge loan to cover the down payment on another machine. Luckily, the replacement machine was ready by the time the next customer shipment was due. And yes, our parents were paid back in the next two months.

We displayed at MD&M East in 2005 and closed an additional three projects with customers that are still with us today. In fact, they have become close friends. We also

met new colleagues in the medical device industry. This led us into our relationship with Elcam Medical.

In 2009, Elcam Medical acquired shares of Injectech. Injectech proceeded to build our product offering during this time. We also had an influx of international business through Elcam. We are proud to say that we now service the medical device and bioprocess industries globally. These were exciting times as the sales/marketing plan was in full force and returning the results we had expected.

In 2016, Elcam decided to focus more on their core markets and sold their shares in Injectech as part

of a strategy change. During this time, Injectech was experiencing significant growth numbers during our relationship.

Since 2003, Our core team had been managing the day-to-day operations of the company. This news had little change on the company. We simply continued what we feel Injectech does best – listening to our customers and providing quality products the medical device and bioprocess industries require.

We have learned a lot on this journey! We instill the hunger, drive, and urgency our customers expect to every employee on staff. We look forward to continued success in the future through our service mind-set.



Company History



What we have learned and are grateful for:

- A special "Thank You!" to each one of our employees that have believed in our vision. We appreciate all that you do!
- Injectech is saving/enhancing people's lives. We are proud of this! We have had family members that had Injectech products used in their surgeries. We are very proud of this.
- Injectech always provides open, honest communication with each of our customers. We know that manufacturing is imperfect. Things will go wrong. Dates will be missed. Many companies add us to their ASL/AVL list as they appreciate the relationships we build. We have been told that our communication and honesty are unmatched.
- Persistence in our core values and a service mindset will continue to be the building blocks for our future.
- We have invested in a management team that we are truly proud of. We will continue to invest in molds and machines to provide our unique style of service to as many customers that we can.
- We are very grateful for our customers. We are grateful for the relationships we have built. We are seriously committed to building relationships. We give thanks to our past and present customers. Thank you for believing in several guys that wanted to provide a better service. Thank you for believing in us!

Dave Splett
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