

# Perspective



## Teel Plastics Expands Medical Division

With over fifty years of experience, our medical tubes have been used in a variety of lifesaving products including cardiac catheter packaging, IV sets, antiseptic ampule packaging, laboratory pipettes, swabs, and prefilled syringe packaging.

Our medical division continues to develop and extrude cutting edge products that are custom designed, manufactured, and sold to leading medical device manufacturers world-wide. Teel Plastics was one of the first extruders to manufacture multilayer tubing. By using more than one material in the tube we can provide end-use properties that are unique to this type of tubing. Other capabilities we have developed at Teel include multilumen tubing, flex PVC tubing and alternatives to flex PVC. We also have invested in a class 100,000 clean room (See article on page 3).

Teel has a history of working closely with our medical customers to develop new products and applications. We have become a one stop shop for many customers that have needs for tubing as well as secondary operations or assembly.

We have also seen a trend where many medical customers who extrude are now looking at a make-or-buy decision on their tubing. We recently took over the extruded tubing manufacturing for a major medical account. The feedback from their assembly operation has been that the tubing from Teel is the best tubing they have ever seen.

Quality is critical in medical tubing applications. We have installed computerized SPC workstations at our medical manufacturing facility which allows us to focus on improving our extrusion process and products. Our impressive quality record has enabled us to be a certified supplier for many companies and our repeat quality has earned us ship to stock status with most of our major customers.

At Teel we are committed to growing our Medical Division through creativity, hard work and the dedication of the amazing group that makes up our medical team. As the diagnostic and interventional medical products industry continues to grow rapidly, our experience makes us uniquely qualified to meet this demand. We will always stay focused on our number one priority- our customers! If you would like more information on any of our medical products contact Jenny Hovde at 608-355-4545 or [jhovde@teel.com](mailto:jhovde@teel.com).



### Inside this Issue

President's Message .....2

Trade Show Update.....2

Teel Plastics Receives Rave Reviews.....2

Pultrusion Division Continues to Grow .....3

Clean Room Increases Capabilities .....3

In the Spotlight ....4

Did You Know .....4

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## Message from the President



### Staying on the Leading Edge

Teel is experiencing the growth that we have planned for. Growth creates opportunities. To help support that growth I am happy to introduce our new business development manager and the three engineers that have recently joined our team. Please join me in welcoming our new additions to the Teel Team:

Bob Anderson, our new Business Development Manager, joined the

Teel sales team in June. Prior to coming here, Bob was responsible for generating sales for another custom extruder within a four-state territory. Bob's other experiences include managing accounts for a manufacturer of welded stainless steel tubing and sales for a distributor of imported specialty plastic products. Bob has a Bachelors of Arts in Communications from the University of Wisconsin-Whitewater with an emphasis in public relations and a minor in marketing.

In March we added two new Process Engineers. Fred Roeder has his Bachelors of Science Degree in Chemical Engineering from Ohio University. He is a Six Sigma Black Belt proficient in AutoCAD design and has had experience working within a variety of quality standards (ISO 9000, QS9000).

Erik Beam, our second Process Engineer, has his Bachelor of Science Degree in Mechanical Engineering from the University of North Dakota - Grand Forks, ND where he graduated cum laude. He is responsible for manufacturing improvements related to reducing tooling costs, reducing machine cycle times, designing and testing machinery, and programming logic controllers.

Finally, this month we welcomed a new Plant Engineer, Doug Endres, who has over 30 years of manufacturing experience. Doug graduated from the University of Wisconsin-Madison with a Bachelors of Science in Mechanical Engineering. Previously, he coordinated production equipment maintenance and championed multi-million dollar capital improvement projects.

We are optimistic about the future of our engineering capabilities and the addition of our new Business Development Manager. It is key to us that customers have access to our sales and engineering expertise to better our product's execution and design. Our investment in the Teel Team will keep our already high standards soaring.

## Trade Show Update

Don't forget to stop by our booth at the following trade shows:

### West Pack MD&M

January 10-12, 2005  
Booth # 301  
Anaheim Convention Center,  
Anaheim CA

### CMM International

April 18-21, 2005  
Booth # 4239  
McCormick Place, Chicago IL

## Teel Plastics Receives Rave Reviews

We've been asking our customers what they think of our products, quality, and service. The results are in and it's official: you like us, you really like us!

For example, when asked if Teel could do something better to meet your needs, we received the following responses:

*"Nothing! Your staff has been very helpful in a difficult situation with my part!"*

*"Teel remains one of our most satisfactory suppliers"*

Thank you to all of the customers that have completed our new report cards.

*If you are a Teel customer and would like to fill out our Report Card, please contact Brynna Smith at bsmith@teel.com or 608-355-4543.*

# Teel's Pultrusion Division Continues to Grow

[www.teel.com](http://www.teel.com)



Teel Plastics, Inc. started its Fiberglass Pultrusion Division, with one small two stream pultruder in November 1992. Over the last 12 years, our Pultrusion Division has grown to offer six automated pultrusion lines and manufactures a variety of shapes, profiles and tubes.

You may be asking yourself, what is pultrusion? And what benefits does pultrusion offer? Pultrusion is a manufacturing process, which uses fiberglass mats and rovings along with a liquid styrene resin to produce products, which have exceptional strength to weight properties. We manufacture products for

markets including the window and door industry, tool handles, automotive, broom handles, lawn and garden equipment, building products and much more.

There are many benefits to using pultruded fiberglass products. The Top 10 benefits of pultruded products over metal and wood are:

1. Exceptional strength to weight properties
2. Chemical and corrosion resistant
3. Excellent structural properties and dimensional stability
4. Independent of temperature extremes and humidity
5. Water and weather resistant
6. UV and fire retardancy
7. Low electrical and thermal conductivity
8. Very low coefficient of expansion
9. Consistent color throughout the part
10. Easily cut, chamfered and drilled



We also have expert engineering knowledge that we use to produce the complex profiles and resin systems that are necessary to solve our customer's problems. Our Pultrusion Division also provides custom finishing operations including drilling, sanding, slotting, assembly and other machining operations. We have our own in-house machine design engineers who can build the equipment needed to reduce product costs and allow our customer's products to get to market faster.

In summary, our Pultrusion Division has the engineering knowledge and manufacturing expertise in fiberglass products to achieve both low cost production and very high quality. For more information please contact, Tom Thompson at 608-355-4567 or [tthompson@teel.com](mailto:tthompson@teel.com).

## New Clean Room Increases Extrusion and Finishing Capabilities

We are pleased to announce the addition of a Class 100,000/Class 8 clean room to our medical manufacturing facility. The clean room is available for both production and assembly applications.

When used in production the room encloses the cut, packaging, and inspection of the parts eliminating the introduction of foreign materials including dust. For assembly work the entire process is enclosed in the clean room. Adding extra protection is a three layer packaging process which enable the parts to be transferred directly into other clean room facilities without worry of contamination.

Expanding capabilities, just another way that Teel Plastics is staying on the leading edge.





## In the Spotlight...

### Bob Wagner



If experience is one of the most valuable qualities an employee possesses then Bob Wagner is one of our greatest assets.

This month Bob celebrated his 31st year at Teel Plastics. For the majority of his career, Bob has been working in our extrusion production area. In 1973 Bob joined the Teel Plastics team as an extrusion inspector/packer and, over the years, worked his way up to Operator Technician, Production Supervisor and eventually Master Scheduler.

In 2001 Bob changed his career path and became a Customer Service Representative. With his extensive knowledge of our production capabilities, Bob adds a unique and valuable perspective to our sales department.

If you would like to unsubscribe to *The Teel Perspective* please contact Brynna Smith at [bsmith@teel.com](mailto:bsmith@teel.com) or call 608-355-4543

## Did you know...

In 1900, the only plastics materials available were shellac, gutta percha, ebonite and celluloid (and bitumens and amber). The first experiments to bear fruit were those which had been involved with the milk protein casein.

About 1897, there was a demand in German schools for what may only be described as a white blackboard. As a result to obtain such a product, Krische and Spitteler were able to take out patents describing the manufacture of casein plastics by reacting casein with formaldehyde. The materials soon became established under the well known trade names Galalith and later Erinoid. Today casein plastics still remain of interest in the button industry.

Amber is transparent, golden “gem” which has been used for centuries as an ornamental stone. Amber has been found in many parts of the world, particularly in the region of the Baltic Sea. It is a fossilized resin which oozed as a sticky gum from a species of pine tree, now extinct, which grew millions of years ago.

The Greeks called amber “elektron”, and it is from amber that we get our word electricity. Amber has been known, from ancient times, to acquire an electric charge when it is rubbed.

Source: *The Miracle of Plastics*. Plastics Materials.

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