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September 2019

BOLD
LASER AUTOMATION

**Thinking Down the Line:
The Benefits of Contracting
Manufacturing Processes**

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SEE PAGE 15

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We're trucking right along here at The Gateway HQ. Summer is still in full swing, but as this issue finds its way into your shop, Fall is right around the corner. That's not to say we aren't excited about this. We are. Fall is one of the reasons we reside here in the Northeast. The colors, sights, and smells are well steeped in tradition and an exciting time of year. As September sets in we hope you're getting geared up for the Design-2-Part tradeshow happening in Marlborough, MA. You'll find copies of this very magazine being distributed throughout the show to help spread the word about the fine work you all are doing!

Quick reminder about the launch of our new website www.thegatewaymag.com which adds further visibility into the magazine and each of your respective companies. We're spotlighting all of the magazine's feature stories and sharing them on our social platforms (follow us on Facebook, Instagram, and LinkedIn!). You can also download digital versions of the magazine's archived issues, and each of our advertisers are searchable in our new online business directory – making it easier for the extended Gateway Magazine network to find you and your service offerings.

We'd love to hear what you think about the magazine, the direction it's going in, and what we might be missing that you'd like to see added into fold. We're all ears!

That's it for this issue. Thanks for supporting The Gateway!



THE Gateway MAGAZINE

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BOLD Laser Automation, Inc. was founded in October of 2017 by Todd Lizotte, Orest Ohar, Joe Dagher and Patrick Buckley, the principals of the organization.

Mr. Lizotte and Mr. Ohar have been business partners for nearly 30 years. Their last venture, NanoVia, was acquired by Hitachi Ltd Japan and merged with Hitachi Via Mechanics Japan. They held executive level positions with Hitachi Via Mechanics for 11 years, focused on critical drilling and cutting applications for companies such as Intel, Apple, AMD, and Google.

As engineers and technologists, the BOLD™ team dedicates itself to the fundamental goal of seamlessly implementing laser technology into manufacturing/automation tools to improve the quality, speed,

reliability, and repeatability of laser-based processes that customers deploy within their production lines.

BOLD™ offers laser system design solutions that tailor the laser beam to meet the requirements for optimum material interaction to drive the highest quality, balanced against the fastest throughput. Through their inclusive customer interaction, BOLD™ can deliver solutions to the most complex and demanding projects.

For over 30 years the founders of BOLD Laser Automation™ has worked within the field of applied laser processing technology delivering production worthy tools for industry covering processes for drilling, thin film removal & patterning, micro-machining & microfabrication, micro welding & macro welding, and cutting & marking.

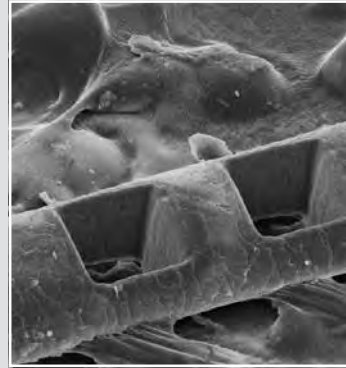
BOLD'S TEAM HAS DEVELOPED LASER PROCESSES FOR NUMEROUS SECTORS COVERING PRODUCTS USED DAILY.

- **Microelectronics:** Drilling printed circuit boards, chip packaging, flex circuits
- **Aerospace:** Carbon fiber cutting, coating removal, wire marking
- **Automotive:** Cutting windshields, heads-up displays, welding, battery, fuel cells (titanium foils and thick plates)
- **Display:** Drilling and cutting thin glass, edge deletion of thin film coatings
- **Medical Device:** Flow orifices, filters, critical drug delivery, atomizer plates, fluidics, heat sinks
- **Solar/Green Technology:** Solar cell edge deletion, wafer cutting, glass drilling, glass cutting, thin film patterning, smart technology
- **Glass Industry:** Automotive, architectural, windshields, thin glass cutting, smart windows
- **Consumer Goods:** Inkjet nozzle plates, touch screen arrays, e-watches, atomizer nozzles

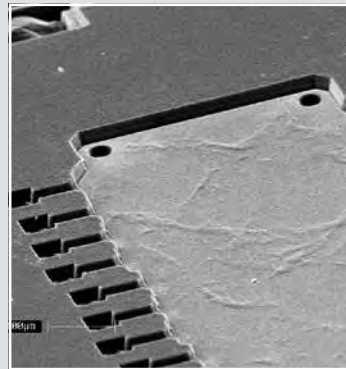
CORE TEAM

The core team has a history together from prior ventures and organizations, so they know how to work together, as well as independently – efficiently and effectively. This provides for unparalleled management of larger, more involved projects such as entire process/production lines that might include upstream and down-stream processes in conjunction with BOLD™ laser process tools. Since their team is built with automation engineers, laser process technology is seamlessly integrated into a host of material handling technologies that the team has vast experience with.

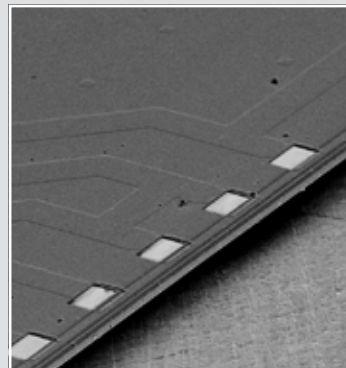
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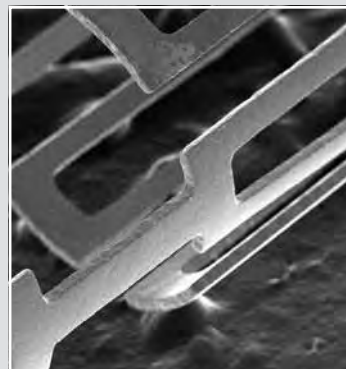
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COMPANY SHOWCASE: BOLD LASER AUTOMATION



STANDARD PRODUCT OFFERINGS

BOLD Leading Products are within its Digital Laser Stamping™ and Digital Laser Processing™ line.

LPC1006 Series – Laser Precision Cutting System is a narrow coil and foil fed cutting platform for precision laser stamping / blanking of products for quick turn and pilot production runs. Tolerances of ± 0.001 " (0.025 mm) stainless and titanium foils down to 0.003" (0.075 mm) thick.

LPW1224 Series – Laser Precision Welding System is a pallet fed platform for critical seam welding of devices. THE LPW was developed for critical applications involving titanium welding of foils and plate <2 mm in thickness.

LGC1212/1224 Series - Laser Glass Cutting System is a smaller platform for cutting thin glass <2 mm, for wafering, cutting out sensors and filters.

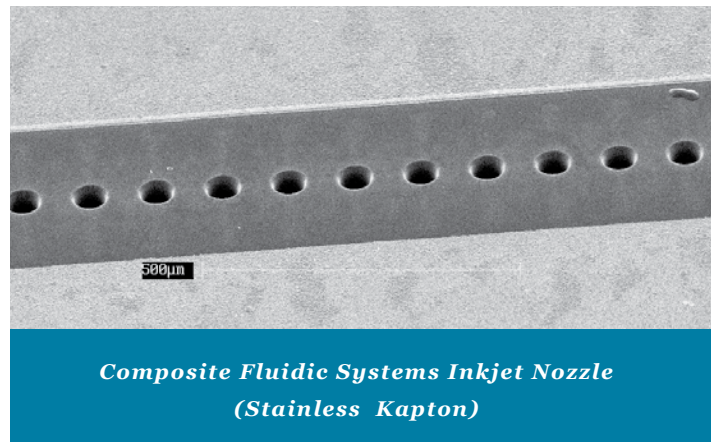
LPD1212 Series – Laser Precision Drilling System is a platform for critical orifice and nozzle applications such as drug delivery, atomization, and inkjet nozzles. Sheet and roll-to-roll material handling options.

APPLICATION OF TECHNOLOGY

BOLD Laser Automation™ provide customers with solutions to material processing requirements using specific technologies for laser drilling, cutting, micro-welding, and selective material removal (ablative / non-thermal) processes.

With inhouse testing, BOLD™ can test materials and provide customers with samples, and if required, can provide the customer with contract manufacturing as the customer's system is being produced.

BOLD™ has a host of test lasers including ultrashort pulse lasers IR and Vis (picosecond), as well as various CO₂, UV DPSS nanosecond lasers (nanosecond), and IR fiber Lasers.



***Composite Fluidic Systems Inkjet Nozzle
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(CONTINUED ON PAGE 8)

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BOLD™ Laser Automation's staff has a long history of building production worthy automation equipment that is cost effective, meets the demand for high volume manufacturing, pilot production and high-value-added batch processing.

BOLD™ are experts in integration of robotics, lasers and material handling to fit your specific requirements. Our team specializes in the sorting, inspecting, handling and laser welding micro sized components, including ESD sensitive devices and medical devices.



CO2 Laser System For PCB Applications



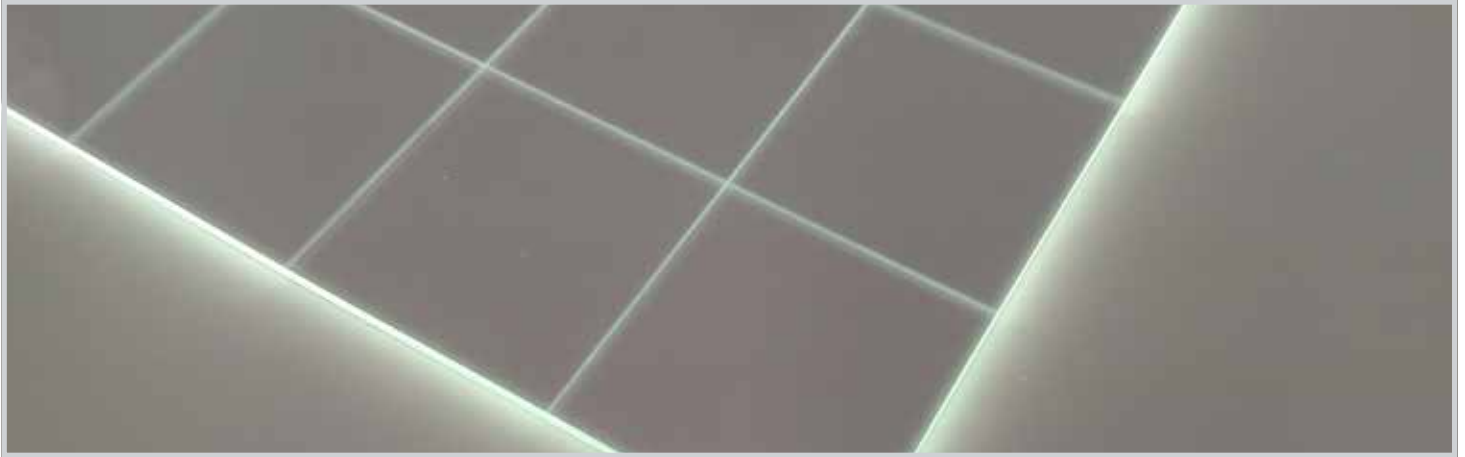
Robotic Laser Deletion System For Automotive Windshields

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SPECIAL SERVICES

Over the last three years, BOLD™ has developed a series of core product offerings, however with the success of system sales, they have begun to offer turnkey process lines for clients; incorporating not only the laser process solution, but also specialized palletizing, fixturing, inspection, material transport, washing, inspection, assembly, and packaging of customer products. They find that by working directly with clients, they can get them to market and scale their processes more quickly. This service also extends to rapid development of tooling and fixtures for clients who need to quickly retool a system for new products.

QUALITY

BOLD™ operates under standard SPC methodologies for its contract manufacturing operations. They are currently working toward ISO9000 certification.

BOLD systems conform to ANSI, FDA/CDRH, UL, NFPA, CE and ISO standards.



(CONTINUED ON PAGE 10)

AWARDS

BOLD Management team including Todd Lizotte and Orest Ohar, both have over 22 patents covering various applications within the field of laser processing, optical beam delivery, automation, and motion control technology. Mr. Lizotte has contributed numerous chapters within four different laser technology text books, covering subjects of laser beam shaping, laser material processing, and integration of lasers into robotics.



Todd Lizotte,
Co-Founder

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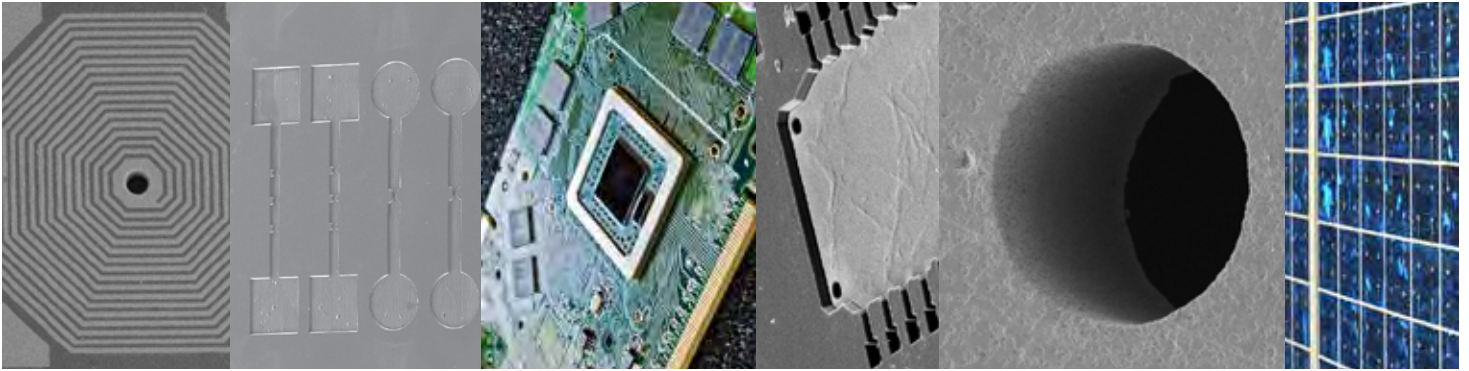


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CONTRACT MANUFACTURING

BOLD™ provides contract manufacturing for quick-turn prototyping and volumes upwards of 100,000 units per year. The company currently contract manufacturers glass substrates and precision mechanical assemblies in its Bedford, NH facility.

OUR MISSION:

BOLD Laser Automation™ provides laser-based solutions as an enabling tool for innovation within the microfabrication and micromachining industry. As a leader in the marketplace their mission is to continue to identify opportunities where their laser systems and applications expertise can offer innovative solutions to their loyal and expanding customer base, allowing them a distinct advantage as they seek breakthroughs in the development of cutting-edge environmental, consumer, industrial, and medical applications.



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THINKING DOWN THE LINE:

THE BENEFITS OF CONTRACTING MANUFACTURING PROCESSES



At the end of the day, we're all in this together. Strong manufacturing facilities with loyal roots to the good ol' US of A. What we're striving for is to keep industrial practices within our home country and serve up the best fabricated pieces, parts, and applicable features of the highest quality, stemming from the latest and greatest in technological advancements.

That said, there are times when a single shop can't do it all. And that's okay. That's why we have each other. Brothers (and sisters) in arms sort of speak. Forging bonds and creating lasting impressions on the customers we collectively appreciate and serve.

When you find yourself in need of a helping hand – be it a bandwidth issue caused by an overload of orders, or an operative tooling / service solution you don't readily have available at your disposal, turn to “the network” of shops that are available to get you across the finish line. Collaboration matters, and, in the end, can lead to better results.

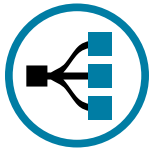
Here's how you might benefit from contracting out tasks/jobs:



REDUCTION OF COSTS.

When you start crunching the numbers, you'll likely find that contracting out a piece of (or the entire) job might actually be fiscally beneficial. For one, you have finite resources under your own roof. From personnel to technology, material, and tooling... Thus, time and energy are the internal currencies you need to be focusing on. Driving demand on your workforce (human and machine resources) yields to the potential of higher labor and utility costs. Efficiency in manufacturing processes is key to not leading both of these entities into overtime (which not only costs money, but adds to the mileage on the ol' internal odometer as well...). If you're over extended on task (A), how does that affect task (B) and beyond?

You know what we're talking about. Time and energy is money, and the more you're spending trying to figure out a part of a job you may not be cut out to accomplish, the more going to lessen your return on initial investment. In some cases, contracting out elements of a job is going to save you money in the end. It's true. Crunch the numbers.



IMPROVED RESOURCE ALLOCATION.

This falls hand-in-hand with the whole reduction of costs sentiment we expounded upon above. The long and short of it is; focus on your strengths. If creating the raw product is your strength, focus on that. If finishing the raw product is left to chance and subject to compromise, farm it out to a shop that specializes in that. The same can be said about myriad applications in manufacturing. Focus on your core areas of strength and understand where you need support. By casting the net and contracting help, all sides of the equation will be making money, and that is what fuels success. To better understand your own internal strengths, use your peripheries as well as what you're looking at right in front of you – costs and potential compromise comes from all angles...



STREAMLINED BUSINESS RELATIONSHIPS.

This is a double sided coin. Establishing sound contract partnerships opens you up to more sales opportunities and greater service times as those jobs come in. If you've got trusted partners in your network, you know you can easily work them into your manufacturing processes/timeline and bolster your ability to provide the other business relationship you're working to impress – your customer. By delivering optimal, streamlined results, you're setting yourself up for the possibility of repeat

business and further word-of-mouth marketing. Both are gold in the manufacturing world.

Further, when you've got a network in place, you've got more channels from which leads may arise.

(CONTINUED ON PAGE 18)



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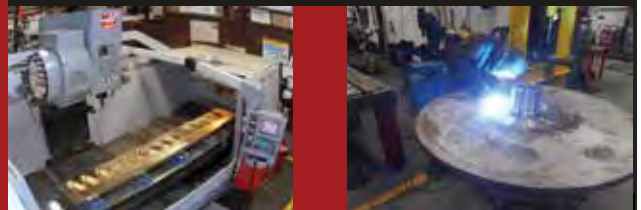


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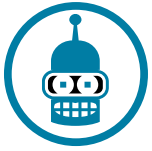
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REDUCTION OF TIME.

Think about it, if you're working on one part of a job, and your trusted ally is working on another part simultaneously, the entire the project is undoubtedly going to come to fruition in a much more timely manner. And, if the job is finished faster, that means it's shipped out to the customer faster. Efficient production mixed with quality standards equals success all around!

No matter where you're at in the process, or what you're in need of to get a project done – from internal pieces and parts, to external coatings, and further, to the tools needed to navigate the different parts of the job (and beyond!); hiring a contract manufacturing partner is a smart option to explore. Developing these partnerships will enable you to get your final product to market more efficiently, of greater quality

standards, with the reward of greater bottom line dividends. To add to this, the potential for repeat/further business will be maximized. In short: it's a series of wins for all involved.

The pages of The Gateway Magazine you hold in your hands contain a vast array of potential partners to help your business and operations on a quest for continued manufacturing success and limitless possibilities!

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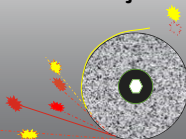
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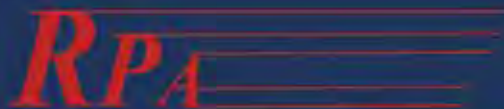


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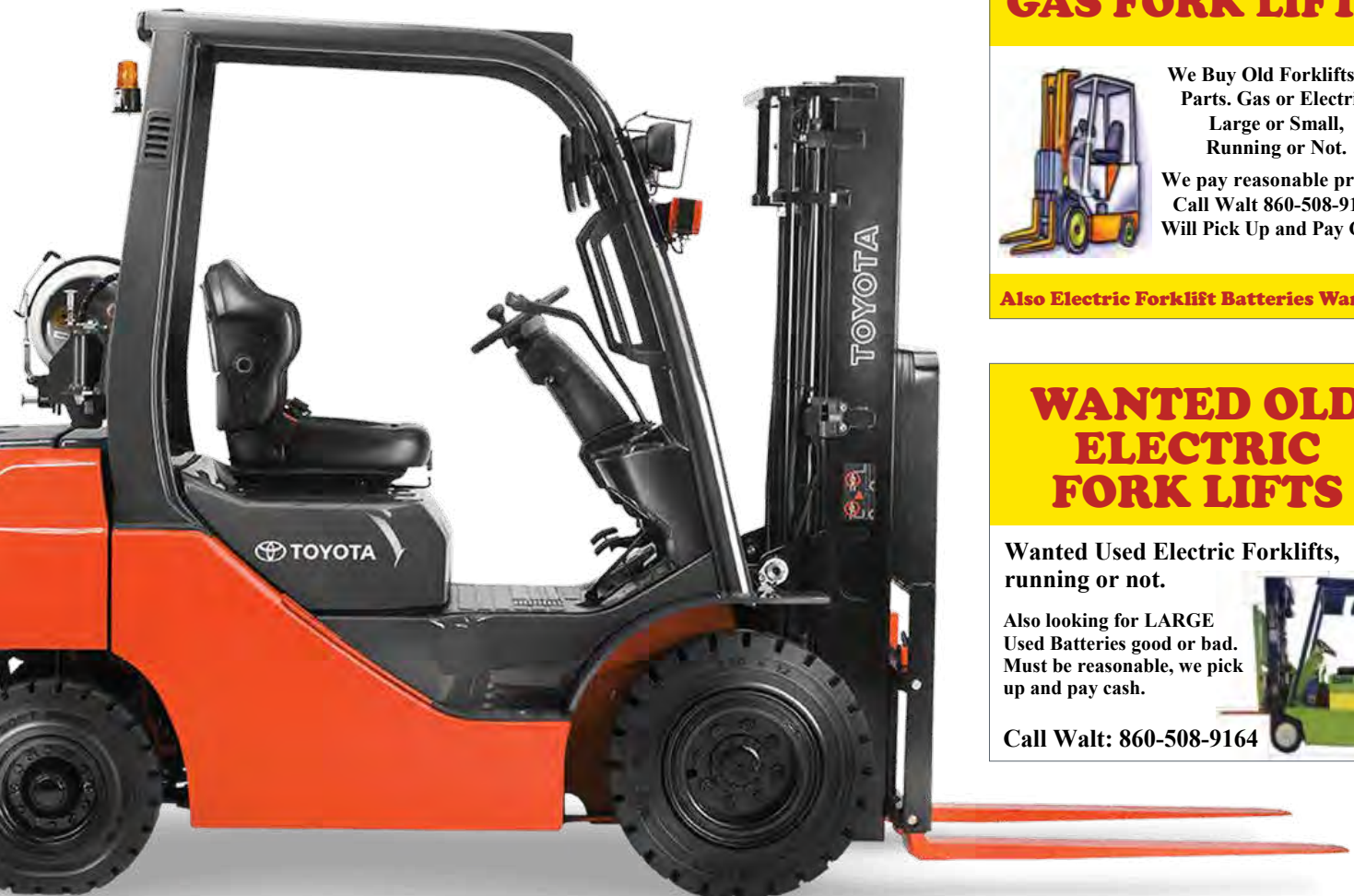
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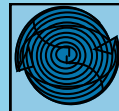


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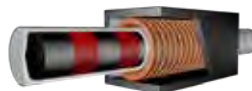


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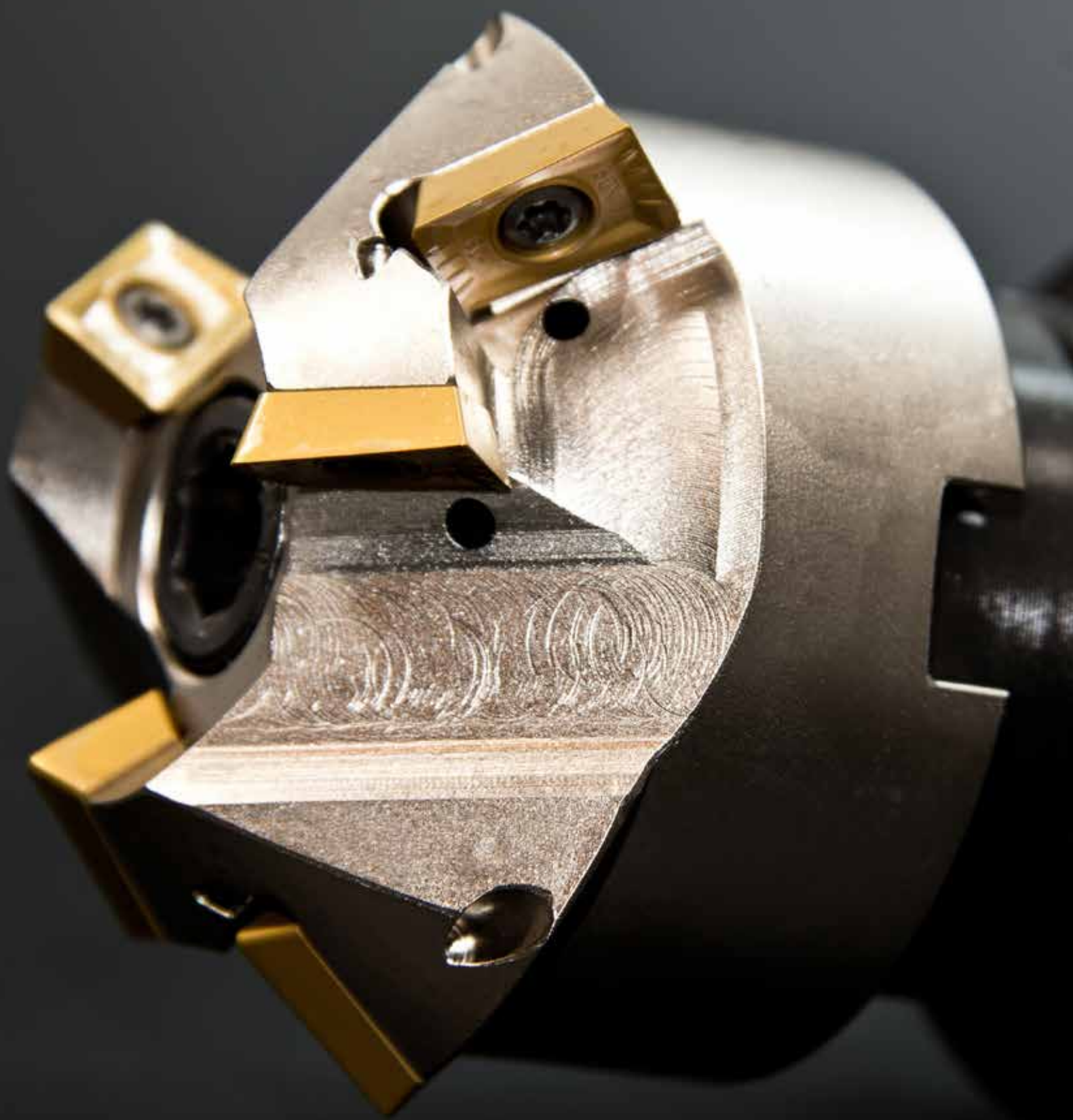
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