

## LESSONS IN LEADERSHIP



### Leading the Way in Product Solutions

As leaders in tubing and dip molding, KEP knows what it takes to get a project done right—the first time! There is a process behind each of our material recommendations and prototype creations, tackled by teams of our experienced employees.

When we were approached by our OEM medical device customer who had to update a component within one of their devices, we pulled together a cross-functional team to tackle the project. Our challenge was a tight timeline, 60 days, and recommending and sourcing a material that would comply with FDA regulations.

The customer now required a non-latex material to replace an existing latex one. Previously the part was sourced as a shelf item from an off-shore supplier. It functioned well enough, however it was clear that part wasn't engineered for this specific device.

To provide production quantities of 100,000 per month within 60 days, we had many tasks ahead of us. Our cross-functional team recommended, sourced, qualified, and documented the new part and process. We specified using our K440 synthetic polyisoprene, a reliable and highly durable alternative to natural rubber, which is widely used in the medical industry because it meets strict biocompatibility standards. Within 6 weeks we successfully supplied the first 100,000 production parts, updating an existing product with a better part and material.

Are you interested in a non-latex part replacement, or just want to discuss how we can make your product even better? KEP will work within your industry's regulations to source the best material and create the most efficient product.

**Let's chat — we love a challenge!**

## ABOUT KEP

### Find KEP on Facebook

Over the last 57 years, KEP has grown from an American-made rubber latex tubing company to one that also produces high-quality thermoplastic, PVC tubing, dip-molded products and more — Now we want to grow our followers on Facebook! Follow our new Facebook Page [@KentElastomerProducts](https://www.facebook.com/KentElastomerProducts) to stay up-to-date with our leadership blog, upcoming events and more.

## THIS MONTH'S KEP CHALLENGE



## We helped a team make it to a robotics world competition!

Earlier this year KEP worked with a high school robotics team who was building a robot for the upcoming *FIRST* Robotics Competition. This international competition gives high school students the opportunity to show off their skills and gain real-world engineering experience.



Our challenge was to help their team find the best tubing solution for their robot—we understood their parameters and made the appropriate recommendation! The team won a district competition in Greensboro, NC, were in the finals for another district competition, as well as the state competition. Then they qualified for the world competition in Houston, TX. Excellent job team!

Have a unique project you want to get started on? We'll help you find the best solutions for whatever you have in mind.

Call us at 800.331.4762 or [contact us here](#).

## TEAM MEMBER SPOTLIGHT

### Going and Growing Strong, Thanks to Our Employees

KEP employees show their dedication and work ethic on a daily basis and we're grateful for all they do to keep us running efficiently and growing into the future—and sometimes we're lucky enough to have them working with us for almost thirty years. Our employee Dave Martin has been with us since 1989 and since the start of his career he's always been a top performer.

Early on Dave earned the nickname "Super-Dave" because he worked day in and day out—and he hasn't missed a beat since. Dave has the respect of his fellow employees because of his knowledge, leadership and work ethic. Not to mention his relaxed and good-natured personality makes him a favorite of everyone.

Dave is a weekend shift leader and has anchored this shift for twenty years. He is counted on to get the job done each and every day while focusing on employee safety, customer service and quality. He has never disappointed, and we know he'll continue the great work. All of us at KEP thank you, Super-Dave!





## You Can Find Us in this Groundbreaking Product

We love to see our products in action, especially when they benefit our customers. In the medical industry, our products are used in a unique device that uses lidocaine to treat the site for pain, instead of administering the medicine to the whole body. The uniqueness of combining two of our custom TPE tubing products make this possible. This device gives people with chronic pain pre and post surgery a better solution than taking habit-forming opioids. This device is a great alternative for safely treating patients during our nation's current opioid epidemic.

