K-Tube Technologies Expands Sales Representation Through Agreements with MER-Europe and Medical Metals, LLC.

K-Tube Technologies [1] is now working with two companies that will provide sales support and technical knowledge to customers. This collaboration with Medical Engineering Resources (MER) in Europe and Medical Metals in the United States will help all three companies reach more clients.

K-Tube makes more miniature stainless steel tubing than any other company in the United States. It is a Cook Group company whose primary customers are medical device engineers, designers and manufacturers.

“We’ve been focused on how we can give our customers more support,” said Greg May, president of K-Tube Technologies. “We wanted more than technical expertise. We wanted partners that share our core values. Both Medical Metals and MER-Europe were the right fit.”

MER-Europe is bringing K-Tube products to customers for the first time in every country in the European Union. MER-Europe provides a technical link between the customer and K-Tube. This helps engineers in the medical device industry find the right process and material for their designs.

“We are very proud of this new relationship because K-Tube’s specialty is a great complement to our existing portfolio of products,” said Tim Noppert, president of MER. “They and other Cook companies are like a big family. They work together and listen to one another.”

Medical Metals will expand K-Tube’s presence in New England, New York, New Jersey, Pennsylvania, Maryland and Delaware. Medical Metals specializes in machining and welding of tubing components, and it is highly respected in the nitinol community.

“K-Tube is ready to grow, and Medical Metals specializes in identifying trends in the market that will support its efforts,” said Rich Gordon, president of Medical Metals. “We’re excited to grow this agreement into a long-term relationship that benefits us both.”

About K-Tube Technologies
Founded in 1974, K-Tube developed Laserweld technology to bring lower cost needles to the medical device market. K-Tube is now the largest U.S.-based manufacturer of miniature stainless steel tubing. K-Tube provides its customers with custom manufacturing, online ordering and a collaborative R&D process for engineered tubing. For more information, visit www.ktube.com [2].

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Links:
[1] http://www.k-tube.com/
[2] http://www.ktube.com