



PRESS RELEASE

DATE: January 2004

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REF: PCML Medical Sector Case Study
Genomic Solutions - Genomic Solutions Hyb Str

SUPPLY CHAIN PARTNERSHIP CRUCIAL IN THE MANUFACTURE OF 'FAST TRACK' DNA RESEARCH INSTRUMENTATION

The opportunity for understanding disease and improving patient care is accelerating with the rapid growth of knowledge of the human genome and this could ultimately lead to the development of personalised medicine to treat individual ailments in the most effective & efficient way possible.

Crucial to the achievement of the above goal is the ability to develop technologies that will enable Life Science Researchers to carry out their work in the most productive way, at the lowest possible cost and with ability to generate consistently high quality data output.

Genomic Solutions Limited, based at Huntingdon in Cambridgeshire, part of Genomic Solutions, USA, a Harvard Biosciences Company, has developed technologies, systems and instruments that enables Life Science Researchers to achieve the above, their products provide high quality research data and fast turnaround time.

Genomic Solutions' mission statement is "Our Mission is to provide life science researchers in biopharmaceutical companies, universities and other research institutions with automated research systems, thereby significantly enhancing productivity and improving drug discovery processes."

Publishable research data has increased five fold using Genomic Solutions fully integrated systems.



One of the instruments supplied by Genomic Solutions is the Genomic Solutions Hyb Stn.

The Genomic Solutions Hyb Stn, which can be supplied individually or as part of a fully integrated system, is used in the hybridization process where DNA identification is carried out.

The Genomic Solutions Hyb Stn, the first automated system of its kind in the world, has significantly increased research efficiency; furthermore with positions for testing up to 12 individual research samples at a time it also offers much greater versatility. Reproducibility is also increased through a reduction in the need for handling, thereby substantially reducing human error. Finally much more reliable data is produced through precise control of the whole process, made possible through the use of ICT and more specifically by programmable temperature control **using thermal module devices manufactured and assembled by PCML.**

'Speed to market is crucial in our sector if we want to maintain our competitive edge and developing long term partnerships with proactive suppliers, like PCML, has definitely given us that edge', says Corin Eaton, Chief Buyer at Genomic Solutions Limited

PCML based at March in Cambridgeshire, are the key supplier to Genomic Solutions Ltd, demonstrated their proactivity recently when a large unexpected surge in demand for our Genomic Solutions Hyb Stn instruments required them to increase their productivity by 400% within 2 weeks, which they achieved with remarkable efficiency.

'Key to making our partnership with PCML work is John Denston, PCML's Key Account Manager, says Corin Eaton. John and I have worked together for many years and with his focus, dedication and experience, we are happy to outsource complete manufacturing & assembly responsibility for the thermal modules to PCML.'

A completed thermal module comprises of 72 different parts, several of which are machined from aluminium and stainless steel materials by PCML.

An important sub assembly element of the thermal module is the clamping assembly, which is used to hold the various thermal plates, pads and sample mounting plates together. Precise control is essential to ensure reproducibility and accuracy of data from the samples tested, consequently very high



tolerances are necessary in the manufacturing process involved in the production of this assembly.

To ensure complete accuracy over its total surface area the main clamp body is machined from solid aluminium tool plate in 3 separate operations and is dry honed finished to maintain an even finish.

Critical to maintaining the very high tolerances during the different machining operations is the use of SMW Autoblok Type TCT Workholding Clamping Equipment.

According to Kevin Miller, Production & Technical Director, PCML, the SMW Autoblok workholding equipment is currently the best available in the market and is ideally suited to the Genomic Solution application. 'The Type TCT workholding clamping equipment offers us many benefits, says Kevin Miller, including the ability to change workholding configurations very quickly, because of its modular construction and patented design. In addition because all sliding & joining surfaces are precision ground and the individual components are subjected to rigid quality control during all stages of manufacture & assembly, repeatability & accuracy of workholding are guaranteed for every individual component machined.

Once all mechanical, electrical & electronic sub assemblies and components are available PCML carries out all final assembly work and testing, in a 'clean room' environment, prior to shipping the complete thermal modules to **Genomic Solutions** for installation into **Genomic Solutions Hyb Stns.**

"When we first set up our contract manufacturing business, we felt that to be truly successful in terms of growth and profitability, we needed to focus on the key strategic areas of reputation, customer & supplier relationships and continuous improvement through investment in new technology, says Gavin Goates & Kevin Miller founder Directors, PCML. Our success to date, particularly in the Life sciences sector and the work we do with Genomic Solutions, confirms how right we were to focus on those key strategic areas.'

PCML was initially set up to fill a niche in the local Cambridgeshire and Eastern Region market for a Contract Manufacturing Service Company capable of providing services to a range of OEMs and major suppliers to the high growth Scientific, Office Equipment and Digital Printing Manufacturing Markets.



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'PCML truly lives up to their corporate aim of being "Your engineering partner from concept through to finished product", says Corin Eaton, Genomic Solutions and with demand for our innovative products increasing from across the world we see PCML as crucial partner in the supply chain to our markets & customers'