

## ***Medical market in focus: Sumitomo (SHI) Demag pools competencies and expands team***

*Andrew Sargisson and Bob Brady - two proven industry experts - join the company to further strengthen med-tech team.*

***Schwaig, October 2021 - With the expansion of its medical team, Sumitomo (SHI) Demag Plastics Machinery GmbH, Schwaig, is responding to market developments, pooling its expertise, coordinating global activities in a sector-specific manner and strategically realigning global sales.***

Announcing their appointments, Anatol Sattel, Director Business Development Medical, puts into context the importance of having a responsive, close and collaborative approach internationally and domestically. Already prominent figures in the industry, Andrew Sargisson strengthens the German team to support colleagues throughout Europe, Britain and the USA with the marketing of machines manufactured in Germany. Bob Brady joins Sumitomo (SHI) Demag Plastics Machinery North America Inc. , Suwanee (USA), coordinating sector activities directly relating to products developed by the company in Japan. Both industry experts actively maintain contact with customers globally.

Anatol Sattel explains: "The medical market is growing as a result of the pandemic and we are gaining market share with our all-electric medical technology. Consequently, our key account management and project management teams are expanding. Further investments are planned and are intended to support the consulting expertise and project management of Business Development Medical."

Sattel affirms that Sargisson is a genuine master of all-electric machines and has extensive experience in delivering solutions for the most complex applications and considering all the individual elements, including machine, tool, hot runner and automation. Brady, who took up the new position in the US on 1 May 2021, has acquired extensive know-how managing numerous domestic OEM projects. Additionally, Brady has a lot of process validation expertise.

"Being a supplier in the medical market means more than just painting the machine white," says Sargisson. Our customers expect a competent partner who is able to support several levels of support. In the international context, they expect global support mixed with personal local know-how and the corresponding contacts. The demand for experience and proven competence in the production of certain products is growing. We meet these requirements and therefore see ourselves as having an advantage, because our all-electric machines fit perfectly to the industry requirements due to their direct drives, flexibility and special options."

The 58-year-old Englishman has lived in Germany since 2007 and holds dual citizenship. He has been working in the plastics industry for 34 years, including companies such as Fanuc, Waldorf Technik and Kebo. Sargisson has been involved in the medical technology industry for 27 years. From his home office at Lake Constance near the Swiss border, he is Regional Sales Director (Business Development Medical) for tool manufacturers and automation companies located in southern Germany and Switzerland. One of his tasks involves sharing examples of new regional partner technologies to customers and colleagues worldwide.

As Business Development Manager Medical/Healthcare in the United States, Brady has over 30 years of industry experience working for medical device manufacturers, among them SMC Ltd. and Jabil Healthcare (formerly Nypro), as well as Sumitomo (SHI) Demag Plastics Machinery North America. Additionally, his previous engineer and technician positions have resulted in him gaining extensive know-how about machines, tools and processes, including working at respected companies like Netstal and Injectronics (now part of Phillips Medisize).

**Images/captions:**



**Image 1:** Andrew Sargisson strengthens the German team to support colleagues throughout Europe, Britain and the USA with the marketing of machines manufactured in Germany.



**Image 2:** Bob Brady joins Sumitomo (SHI) Demag Plastics Machinery North America Inc. coordinating sector activities directly relating to products developed by the company in Japan.

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## Sumitomo (SHI) Demag Plastics Machinery GmbH

Sumitomo (SHI) Demag has shaped the development of the plastics industry from its very beginning. As a specialist for injection moulding machines for plastics processing, Sumitomo (SHI) Demag and its Japanese parent company are leading the industry.

The global development and production network of Sumitomo Heavy Industries and Sumitomo (SHI) Demag is comprised of four facilities in Japan, Germany and China with more than 3,000 employees. The product portfolio includes all-electric, hydraulic and hybrid injection moulding machines with clamping forces of between 500 and 15.000 kN. With more than 149,000 installed machines, Sumitomo (SHI) Demag is present in important global markets and ranks among the largest manufacturers of injection moulding machines in the world.

At Sumitomo's headquarters in Chiba, Japan, the company manufactures machines with clamping forces in the small to medium range. Nearly 95 % of all delivered machines are equipped with an all-electric drive concept. Sumitomo (SHI) Demag's German facilities in Schwaig and Wiehe produce the Systec Servo range with hybrid drive as well as the EI-Exis SP and Systec SP range of high-speed, high-performance machines. The all-electric IntElect range for international customers is also being produced in Germany.

As early as 1998, Sumitomo (SHI) Demag set up its first production site in Ningbo/China. In 2015, the Chinese subsidiary Demag Plastics Machinery (Ningbo) Co., Ltd. installed a new facility with a 13,000 m<sup>2</sup> floor space. It is earmarked for the production of the Systec C range with clamping forces of between 500 and 10,000 kN for the Asian market.

In addition to injection moulding machines, Sumitomo (SHI) Demag offers customised and standardised systems for the part handling automation, technical and process solutions for special applications, tailored services and service concepts as well as a range of financial options to support investment in injection moulding machines.

With its comprehensive sales and service network of subsidiaries and agencies, Sumitomo (SHI) Demag is present in all major markets.