

## Machine Solutions Inc.

FLAGSTAFF

Dan Kasprzyk and Tom Molsenbocker are living proof there's real value to "happy hour." An after-work drink in 1999 (both were then employed by W.L. Gore) led to a business partnership, and the two never looked back. "We shook hands and off we went," says Kasprzyk.

In 2000, the pair incorporated with \$1,000 in the bank, a corner of Tom's garage and a rented mailbox. They made a great team. Molsenbocker is the master engineer, strong in equipment design and automation. Kasprzyk, also an engineer by trade, brought 16 years of experience with stents and catheters—and a flair for marketing.

The company produces four categories of products: stent crimping, catheter-balloon pleating and folding, swaging, and catheter/stent testing. All are based on a patented system called MSI Radial Compression Technology. "Crimping" is applying pressure evenly to a surface from all sides. In MSI's case, they do it to surfaces which are extremely small and fragile.



Six years after a "happy hour" drink spawned Machine Solutions Inc., co-founder Dan Kasprzyk expects sales this year to reach \$20 million.

Jeff Newton

Stents are small devices implanted in an artery to increase blood flow. The best known application is in coronary arteries, and the impact has been huge: Heart disease is no longer the leading killer; cancer is. Some stents are coated with drug-eluting products, which Kasprzyk says "is a big reason why Machine Solutions has been able to sustain the growth it has."

The company has hundreds of clients, including giants like Johnson & Johnson, Boston Scientific, Medtronic and Guidant. Sales in 2004 were \$12 million, up from \$7 million a year earlier, and Kasprzyk expects

# 10 Biotech COMPANIES TO WATCH

By Dean Meadors

TGen clearly symbolizes Arizona's growing biotech economy, but a surprisingly diverse group of up-and-coming tech firms will ultimately bear the burden of bringing new products and discoveries to market. The state has spawned hundreds of high-tech, high-hope startups thus far, and their origins include everything from TGen itself to Tom's Molsenbocker's garage. From Flagstaff to Tucson, the state's next-generation powerhouses bring to Arizona an intriguing mixture of excitement, ambition, diversity, promise ... and technologies you might never have heard of.

We picked 10 of the best based on their potential, their pedigree and their performance. They offer products ranging from artificial hearts and gene-expression profiling to stent crimping and laboratory software. But they have a lot in common, too—great resumes, traction in the marketplace and the potential to dominate with technology. They're helping lead Arizona to a new economic future.

Meet TechConnect's "Ten Companies to Watch in 2005."