


2003 Hot Growth Companies

# bizAZ

November/December 2003  
bizaz.com

THE MAGAZINE FOR THE HUNGRY BUSINESS MIND

COVER STORY



From golf, to guns, to good old-fashioned ice cream, this year's  
**Hot Growth Companies** run the gamut of Arizona's industries.

# HOT GROWTH COMPANIES 2003

## Machine Solutions

Started with \$1,000 working capital by Co-founders **DAN KASPRZYK** and **TOM MOTSENBOCKER**, Machine Solutions provides top-of-the-line process solutions to the medical manufacturing industry.

### HEART OF THE MATTER

#### Bypassing competitors in medical manufacturing

Segmental compression technology may not mean much to the average person, but for many in the medical community, it can mean the world. The proprietary technology developed by Flagstaff-based **Machine Solutions, Inc.** (MSI) is at the core of the company's offerings, which improve products behind life-saving surgeries like angioplasty.

"Helping companies develop automated processes for manufacturing stents and catheters—that is as generic as we can be to describe what we do," says Dan Kasprzyk, MSI's president and CEO. But there is nothing generic about their client list, which hits the "big four" in the medical device industry: Guidant, Medtronic, Johnson & Johnson and Boston Scientific.

The invention of co-founder and vice president, Tom Motsenbocker, MSI's segmental compression technology is fast becoming the industry standard for stent crimping, catheter balloon pleating and folding, marker band swaging and catheter testing. This, in just three years since the company was founded when Kasprzyk, 42, and Motsenbocker, 36, co-workers at W.L. Gore, decided that the timing was right "to take advantage of some technology we thought had a role in the medical device industry."

Started with just \$1,000 of working capital and funded by profits ever since, MSI has seen an average of 135% revenue growth per year since its founding and is on track to increase revenue by 116% this year. With the drug-coated stent market alone set to go from a \$6 billion to \$12 billion industry over the next five years, Kasprzyk and Motsenbocker are confident that the company will see continued growth.

And they're not letting the current, less-than-ideal economy get in their way. In fact, Kasprzyk sees it as a boon for snagging talented engineers who've been laid-off from bruised industries like semiconductors and aerospace. He's not kidding. With 26 current employees, they've doubled their staff since 2002.

Their explanation for all this growth? "We've had the opportunity to be very open-minded to the challenges that the manufacturers are currently having," says Motsenbocker. "We're able to do things completely differently than was ever thought of before, which allows us to capitalize on that innovation."

With an eye toward the future, Machine Solutions looks to continue capitalizing on its technology by hitting new facets of the medical industry and beyond. Says Kasprzyk, "We will see substantial growth as we venture into parts of the medical industry we're not involved in now, but then also out into other industries altogether." —ARP

This article was originally published in the November/December 2003 issue of bizAZ, © 2003 bizAZ. All rights reserved. Visit us on the web at [www.bizaz.com](http://www.bizaz.com). For subscriptions, call 877-834-4430



**Machine Solutions Inc.**  
2901 West Shamrell Blvd • Flagstaff, AZ 86001  
928-556-3109 Main • 928-556-3084 Fax  
[www.machinesolutions.org](http://www.machinesolutions.org)