



ECA MEDICAL INSTRUMENTS.
Trusted Surgical Solutions

Connecting Medical Devices and Implants With a Legacy of Trust and Precision

Company Highlights

Founded in 1979. Headquartered in Thousand Oaks, CA. Serving the industry's leading medical implant companies for over 30 years

ECA Management Team

Lane Hale

President & CEO

James B. Schultz

Executive Vice President,
Sales & Marketing

Mike Milella

Chief Product Officer

Clint Elsemore

Vice President, Finance

Steve Johnson

Vice President,
Quality & Regulatory Affairs

Oscar Garza

Vice President of Operations

Capabilities & Specialties

- Expert precision torque-limiting design & engineering and project collaboration
- Rapid prototyping, NPI and QbD
- Design for manufacturability (DFM)
- FDA Registered
- CE Mark
- ISO 13485:2003 Certified
- ISO 9001:2008 Certified
- ISO Class 7 Cleanroom Assembly
- Multiple, highly automated dedicated and mix-use production lines
- Vertically integrated product company
- Plastic injection molding and over molds, precision machining
- Kit configuration and packaging
- Gamma & EtO Sterilization
- Dock/stock logistics

ECA Medical Instruments® is the leading designer and manufacturer of single-procedure torque-limiting surgical instruments and procedure kits to the medical implant industry and surgeons worldwide.

Medical device designers, doctors, and patients alike rely on ECA® precision torque instruments in the O.R. each day to safely secure critical implant device leads, fasteners, screws and connectors. Original equipment manufacturers, including the world's largest medical device and healthcare companies, turn to ECA as the trusted surgical solution for disposable torque instruments and kits in the Cardiac Rhythm Management, Cardiovascular, Neuromodulation, Orthopaedic, Spine, Cranio-Maxillofacial and Trauma markets.

Since 1979, the company has designed and delivered over 32 million single-use instruments to our OEM and private label customers, resulting in over 500 million precise, and flawless surgical actuations. That familiar ECA instrument quality feel and 'click' insures a secure connection is made—one patient at a time.

A track record of quality, user value and operational trust has made ECA instruments the industry standard and supplier of choice for demanding CRM, and Neuro torque procedures for over three decades. That same design expertise, precision torque and product robustness is available to OEMs, hospital suppliers, and surgeons in the orthopaedic implant market. ECA is leading the conversion to single-procedure instruments and procedural kits.

Robust disposable instruments are being embraced by leading Orthopaedic, Spine, Trauma, Extremity and CMF professionals as alternatives to complex and expensive reusable tools. Adoption of single-use instruments insures torque calibration accuracy, drives out cost, improves inventory cycles and O.R. productivity, enhances sustainability programs, and cuts risk of hospital acquired infections.

Located in Southern California, ECA is an award-winning product company with ISO 13485:2003 certification, FDA registration, and CE Mark. The company has proven engineering design excellence to rapidly take product concepts and kits to market. ECA's design center is in Thousand Oaks, CA, and FDA registered manufacturing site is in nearby Newbury Park, CA.



Products & Applications

Medical device products and implants require torque ranges from a few oz. in. for CRM and Neuro applications to over 88 lb. in. (10Nm) for various orthopaedic and spine procedures. ECA offers a complete family of disposable torque instruments, products, and kits for either off-the-shelf or fully custom solutions for medical device OEM, healthcare partner and government agency applications.

BUSINESS UNITS AND PRODUCT LINES



CARDIAC RHYTHM MANAGEMENT. ECA is the industry leader in CRM torque instruments for over 30 years. Both unidirectional and bi-directional standard and custom torque instruments starting at 1 oz. in. for pacemaker and defibrillator implant devices.



CARDIOVASCULAR. ECA offers a full line of torque instruments and kit configurations supporting this fast growth market transition to disposable products. ECA torque instruments can be tailored to exacting torque specs for a wide range of clamps, connectors and fasteners used in CV and VAD procedures.



NEUROMODULATION AND STIMULATION. ECA is the partner of choice for leading Neuromodulation implant OEMs wanting the best instruments and value to secure electrode leads to pulse generator devices. ECA offers standard and custom unidirectional and bi-directional torque instruments with various tip and shaft geometry, lengths, handle styles, colors and torque limits. Torque ranges from 2 oz. in.–1.0 lb. in.



ORTHOPAEDIC/SPINE INSTRUMENTS AND KITS. ECA's torque-limiting instruments and surgical procedure kits range from 1.0 lb. in.–88 lb. in. (0.112–10Nm). Standard and custom ergonomic handles including T-Handle, Off Set T-Handle, Axial, Palm, Tri-Lobe *Torque-Fast*® torque-limiting instruments are available as well as standard and Wick-Away® fixed-drivers. Turnkey ortho/spine kits can be customized for each OEM for spine, trauma & small bone, extremities, general orthopaedic recon implant kits, and more.



CRANIO-MAXILLOFACIAL (CMF). ECA torque-limiting instruments and kits for CMF procedures are tailored to the exacting specifications of our OEM customers. ECA provides a wide range of torque instruments to secure implant plates and devices to treat CMF reconstruction and orthognathic surgery.



TRAUMA INSTRUMENTS & KITS. General purpose and specialized single-use trauma kits with precision torque-limiting instruments and related devices are available from ECA. Our OEM and healthcare partners can employ our off-the-shelf trauma kit or tailor for their specific applications and procedures.

Single-Procedure Value & Benefits

The sustained benefits and value of single-procedure surgical torque-limiting instruments vs. costly reusable wrenches, which are depreciated loaners and cost centers, include:

- Guaranteed precision torque for every procedure
- OEMs save over \$1,000 per procedure
- OEMs gain new annuity revenue
- Improved logistics handling and savings
- Sterile-packed turnkey instrument/kits
- Hospitals reduce their costs by \$500 per year for every instrument converted to single-use

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