

PRODUCT TESTING CREATES NEW MARKET OPPORTUNITIES IN EUROPE

ABOUT LUMETRICS, INC. Lumetrics develops and manufactures non-contact optical inspection systems for the medical, glass, food packaging, ophthalmic, automotive, and film industries. Based in Rochester, New York, the company began in 2003 as an incubator client for High Tech Rochester (HTR), a NIST MEP affiliate. Leveraging technology originally developed by the Eastman Kodak Corporation, its breakthrough precision thickness measurement technology is fast, accurate, flexible, and scalable to most QA laboratories, R&D centers, and production lines. With around 15 employees, Lumetrics provides off-the-shelf products as well as custom metrology solutions and offers personalized service, with every client benefiting from direct collaboration with their engineers.

THE CHALLENGE. Lumetrics was introducing a new non-contact metrology instrument to the market. The company required testing services for its CE Mark technical construction file prior to exporting the devices to Europe, and reached out to High Tech Rochester (HTR), a NIST MEP affiliate, for assistance.

MEP CENTER'S ROLE. HTR supported third-party testing services through its Advanced Manufacturing Jobs and Innovation Accelerator grant supporting the Rochester Regional Photonics Cluster. Lumetrics successfully obtained the CE Mark and launched new product sales in Europe, gaining a number of new customers.

The company's automotive glass products grew significantly due to the CE Mark. For instance, manufacturers utilize the Lumetrics OptiGauge to measure the critical properties of windshields in order to improve the quality and performance of their end product. Without the OptiGauge system, windshield manufacturers have to rely on destructive testing methods. The growing popularity of Heads Up Displays in automobiles means it is even more critical that windshields perform as expected.

Lumetrics is also working with the leading suppliers of high performance films used as inner layers for windshields. These film layers provide increased safety during impact, as well as protection from harmful UV light to passengers. Windshield manufacturers and performance film manufacturers across Europe are now using Lumetrics instruments for their product testing.

"HTR has been a valued partner and instrumental to the growth of Lumetrics since our founding in 2003 in the HTR incubator. In addition to helping us attain the CE Mark on this new product, HTR has provided us with valuable marketing and training services and has supported us with an SBIR project that has been instrumental to our growth."

-Steve Kelly, Vice President of Sales and Marketing

RESULTS



Increased sales by **\$400,000** within 12 months



Retained sales of **\$1,000,000**



Nondestructive testing of automotive glass in Europe

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