

DREAMS TO REALITY

CVD EQUIPMENT CORP. HELPS CUSTOMERS BRING SMALL-SCALE IDEAS INTO LARGE-SCALE PRODUCTION. **BY JOANNA MILLER**



CVD EMPLOYEES PERFORM ASSEMBLY AND TESTING OF APCVD CVDCOAT - G51 MODULE.

Since its beginnings in 1982, CVD Equipment Corp. has been helping customers take small-scale ideas and turn them into large-scale realities. The company has grown in part through acquisitions and internal growth and continues to operate as a vertically integrated custom equipment provider for chemical vapor deposition. In the last year, it has seen additional growth by adding a chemical vapor deposition process solution development service to its business operation.

"People come to us with IP [intellectual property] in hand – small scale process demonstrations, maybe solar cells or partial completed mate-

rial samples – and they need help to scale the related manufacturing processes up," explains Dr. Karlheinz Strobl, vice president of business development. "Our company is really focusing on accelerating the commercialization of tomorrow's technologies of our customers – from what they have, to where they want to go, to how they can get there."

In the past couple of years, CVD has transitioned from a primary equipment provider to an equipment and/or solutions provider. "Some companies just want to do the next generation of some technology on their own, and some are startups that want to commercialize their IPs and

need additional help," he notes.

"In addition, some come to us because we have extensive experience in designing and building heat-gas-pressure related process equipments and related process technologies, for example, because they are looking for something like a next generation coating machinery solution to manufacture energy saving related smart glass sheets at a high volume using chemical vapor deposition, but they don't know the specifics."

DIVISIONAL STRENGTH

CVD operates three divisions: CVD/First Nano division, Stainless Design Concepts division and

Conceptronic/Research International division. CVD's systems range from small laboratory research units to full-scale multi-chamber production systems.

"We offer both standard and custom systems," the company states. "Our standard microprocessor control system is extremely versatile and capable of supporting our complete product line and most custom system requirements.

"The control system allows both automatic and manual control, data logging, exporting of data to a spreadsheet, and is capable of growing the most intricate layers.

In particular, the research scientists like our systems since they get industrial grade safety and process logging and programming capability for a research systems price."

CUSTOMERS FIRST

CVD has 140 people on staff, including approximately 90 manufacturing personnel and 30 engineers. The company serves customers worldwide – as far as India, China, Korea and Russia.

Strobl says it was a customer that inspired the company to expand its offerings in the first place. "A customer came to us with a solutions problem. We looked closely at the business and our core competencies and realized that there were more potential customers out there that we can help to grow by offering the same service," he says, "especially in these challenging economical times."

MOVING FORWARD

Two years ago, CVD went into its second round of public financing and

raised approximately \$6.5 million. This allowed the company to invest in a new application laboratory and new application areas, such as smart glass coating and other technologies for the nano and the photovoltaic solar market. Strobl says the economic downturn has not yet affected the company much.

"Most of our business last year was in the energy market, and that area is still seeing strong demand," he says. "Half a year to a year from now when a significant portion of the money from President Obama's stimulus package starts to flow to universities, research institutes and startup, there will be more money available for next-generation research, especially in the energy related field. But in the mean time, we have plenty of work for the next year." **mt**