



NALH CLIENT CASE STUDY

SURGIN INC.

"NALH has helped us manage and account for our Canadian sales operations for our surgical-device manufacturing company. They provide outstanding service and have proven to be skilled at supporting us in Canada and the United States. We are proud to have NALH as a partner."

Khanna Fedina
A surgical device manufacturer

CLIENT PROFILE

Company Name: Surgin Inc.
What It Does: Surgical device manufacturing
Head Office: Tustin, California

Founded in 1981, Surgin is a privately held manufacturer of medical devices that is dedicated to providing the medical industry with innovative, high quality and cost-effective products. The company designs and manufactures surgical devices for various specialties including ophthalmology, endoscopy, neurosurgery, vascular surgery, colon and rectal surgery, and plastic surgery.

Headquartered in Tustin, California, Surgin maintains a state-of-the-art manufacturing facility with a Class 10,000 clean room for product assembly and packaging. The company, which is also a major private-label manufacturer of both proprietary and non-proprietary products, has capabilities that allow it to develop and manufacture Class I and Class II medical devices. All products pass through a rigorous quality assurance program to ensure that they meet the highest possible standards.

Domestically, Surgin distributes its products through independent sales representatives, which are supported by two regional sales directors and a knowledgeable inside sales department. Surgin sells its products internationally through independent dealers with coverage across Western Europe, Japan, Australia and China. The company, which is a registered manufacturer with the FDA and has ISO 9001 and EN46001 certifications, has also set up a distribution center in the Netherlands to support its growing business in Western Europe.

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