

PRESS RELEASE

Photonics Systems Group strengthens its sales presence in the area of laser trimming

Krailling, Germany, May 7, 2020 – The [Photonics Systems Group](#), a market leader in building laser equipment in the field of micro-materials processing, is expanding its sales activities in the area of laser trimming. For the North and South American markets, the corporate group comprising the companies [InnoLas Solutions](#), [LS Laser Systems](#), and [EPP Electronic Production Partners](#) will be working with Carlos Melendez from Melert Sales LLC as an exclusive distribution partner.

The sales partnership is built on a strong foundation: Melendez looks back on 40 years of expertise in the electronics and semiconductor manufacturing market, 25 of these in the area of laser trimming. “I look forward to using my skills and relationships to strengthen the presence of the Photonics Systems Group on the American continent and build trust-based customer relationships in the respective markets,” the sales expert said.

In his previous positions, Melendez established his reputation as a reliable partner and developed a strong customer network. As a Sales Manager for Electro Scientific Industries, Inc., he was responsible for the company’s sales activities in the North and South American market before founding Melert Sales LLC in 2019. From 1996 to 2013, he worked as a Regional Sales Manager for General Scanning, Inc. His work always focused on distributing laser-based systems, for trimming wafers and circuits, drilling processes, and laser marking, among other things.

“As an experienced sales expert with an international network and knowledge of the local markets, Carlos Melendez is just the right man for us,” said Markus Nicht, CEO of the Photonics Systems Group. “We appreciate this collaboration as an exceptionally valuable opportunity for the group to further establish ourselves in the manufacturing environment for laser trimming systems and to position ourselves as an experienced international company among our competitors.”

About Photonics Systems Group

The Photonics Systems Group is a market leader in building laser equipment in the field of micro-materials processing. The corporate group comprising the companies InnoLas

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Solutions, LS Laser Systems, and EPP Electronic Production Partners develops, produces, and distributes customer-specific machine and process solutions for highly precise laser applications in the photovoltaics, electronics, and semiconductor industry. The systems are used by renowned global customers in the core markets of Europe, the USA, and Asia. The group employs 120 members of staff at its headquarters in Krailling, Germany, in the USA, and at its various locations in Asia. Further information is available [here](#).

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