



We sat down at Photonics West last year with a leading research professor and asked him, "What do you need?" His answer was, "I have never been asked what I need...usually sales people tell me what they want to sell."

What an enlightening answer!

You have in your hands our response: this is not a catalog of best-sellers but a **catalog of things you actually need**.

In an era of volume manufacturing and economies of scale, providing custom products can be very expensive. Many manufacturers chase the large and fast growing markets where they can make production runs with economical batch sizes. As Henry Ford said, "you can have any color as long as it is black."

This leaves the researcher, the development engineer, or the prototyping team to choose whether to pay a lot of money for a custom product or make compromises in the design or experiment.

Over the years, we at CVI Melles Griot have worked very hard at creating manufacturing processes designed to facilitate the manufacturing of custom products. We have created a company that is capable of working with customers such as the scientist in a University, a product developer in Research and Development, or a manufacturer where the volumes measure in the millions -- and everyone in-between.

We have built a company able to meet your needs.

In your hands, Volume 1 Issue 1, of **All Things Photonic**, our first integrated CVI Melles Griot catalog; a catalog designed to help you get what you need, even at a quantity = 1.

It is a catalog and a capability brochure. It describes many of the things we can do and at the same time it hardly scratches the surface of what we are doing to help our customers.

There are three sections to ALL THINGS PHOTONIC

- ➡ 1. **Items in stock, Available Now.** Things shipping today.
- ➡ 2. **Build Your Own.** Things that can be customized that will ship in two weeks or less.
- ➡ 3. **Custom Capabilities.** Things we design with or for you. Complex, custom optical assemblies, opto-mechanics, lasers and laser assemblies, and a myriad of other products which are hard to describe because they are not "catalog".

➡ **AVAILABLE NOW**

We believe that we have the world's largest inventory of optics and photonic products. Located on three continents, we can ship thousands of items from stock to our customers every day.

For the **Available Now** products, the best place to find the in-stock inventory is not in the catalog but online. On our website, cvmellesgriot.com, you can find a section entitled **Available Now**, or you can follow this link (cvmellesgriot.com/availablenow). In the **Available Now** section are product families with thousands of items. Every day, our inventory systems update the website to create a dynamic online inventory.

The product specifications for **Available Now** and **Build Your Own** are shared. If you are online and need more detailed specifications, clicking on the part number will bring you to the complete catalog page for more details.

