

PENNENGINEERING® EMPLOYEE SPOTLIGHT SERIES

# HOW I THINK INSIDE THE BOX™

An interview with Karl Martyn, PEM® Applications Engineer, Galway, Ireland

## You've been a PennEngineering® team member since 2003. How has your work evolved since then?

I'm part of the PennEngineering® team at the Galway, Ireland global manufacturing location. I started as a Quality Technician – a great role to have as I began my career in the fastening industry. Working in the quality department and inspecting parts across many different product lines, I was able to quickly gain an understanding of all our solutions, their features, and how they function in various applications.

For the past 15 years, I've held the role of Applications Engineer. I manage special fastener enquires from customers, in order to provide solutions that meet their specific requirements. One day I might be preparing technical drawings, another day I might be prototyping, sampling, or conducting performance testing. As a direct liaison with customers, onsite or virtual visits to assist our customers in developing individual fastener solutions is another critical task performed by our application engineering team.

## How do PEMedge™ services give your customers a competitive advantage?

The best fastening solution for a specific customer application often needs to be developed through engineering and testing. And that's what PEMedge™ services offer – teardown service, testing service and application engineering support that can give a customer a competitive edge and improve outcomes such as process time, assembly, quality, and cost. At the core of all these value-add services is close collaboration with our customers' design engineers.

Working together and sharing technical expertise, we can design and develop the best fastener for their application needs.

## Is there a secret to staying innovative?

The secret to finding new fastening solutions can often be found in our past experiences – in innovative solutions that have already been developed for other customers. If you look at an existing fastening solution in more than just one or two dimensions, you can discover new and better ways to use technologies for a completely different industry or application. Often, you can solve a customer problem and find a new solution by creating a hybrid from various innovations.

## What excites you most about the future of fastening solutions?

It's exciting to be part of the growth the automotive electronics market is experiencing. The map continues to expand quickly, and our customers are feeling the ongoing pressure to develop new lightweight solutions that fit into more confined spaces yet continue to deliver reliable connections and power transfer within their application.

PennEngineering® has much to offer when it comes to fastening solutions for compact automotive electronics – from infotainment and navigation dashboards to security and electric power-train systems. Whether it's a standard catalog product, a modified part, or a fully custom creation, our team is here to work closely with our customers and help them find smarter solutions that will move them forward.



**Karl Martyn**  
PEM® Applications Engineer  
Galway, Ireland

As a 17-year veteran of PennEngineering®, Karl has enjoyed seeing the growing complexity of customer needs when it comes to fastening solutions.

Playing a role in the design and development of new and innovative products is a challenge he's always ready for.