

# WTC Member Spotlight



## Profile...

C.L. Sturkey is a family-owned business that manufactures permanent and disposable microtome knives, used primarily by diagnostic laboratories, hospital, universities, and histology laboratories in pharmaceutical companies. Their high quality, innovative edge coatings, durability, longevity and economical price is what sets them apart from competitors.

The company was founded 65 years ago by Clarence L. Sturkey, who traveled from hospital to hospital sharpening permanent microtome knives and selling ones he manufactured. The company has grown from a one-man operation to now serving a global customer base.

In 1992, the company was acquired by the current owners, Leon and Arbelyn Tarsa, who recognized a trend towards disposable blades and added innovative edge coatings.

**Year Joined:** 2006

**Location:** Lebanon

**Founded:** 1944

**Key Contacts:** Chris Tarsa, President  
ctarsa@sturkey.com  
Mike Tarsa, VP of Sales  
miketarsa@sturkey.com

## Global Clients

C.L. Sturkey has been diligent in expanding their international marketing efforts. They currently sell their products to more than 18 countries.

## Global Challenges/Lessons Learned:

"One of the biggest global challenges we face as a small business is that of trust. Both earning trust abroad and finding trustworthy distribution channels via due diligence. My experiences with the WTC have taught me that communication is the key to trust. Whether it be traveling on a moments notice or, simply picking up the phone, most problems can be ironed out with open honest communications and the WTC is a great facilitator of communication.



## We are WTC Members Because...

" They offer incredible opportunities to network with an impressive variety of experts in Central PA, who have a deep understanding of the ins and outs of international business through hard work and years of experience. A membership also provides affordable access to international speakers, valuable events and, of course, the highly talented and knowledgeable staff who can help guide you through any challenge!"