

# COLORADO

## Congressional District #2



### GROWING JOBS IN COLORADO

Manufacturer's Edge works with small manufacturing companies to create high-paying manufacturing jobs in Colorado. The winner in 2014 of an open competition to become Colorado's Manufacturing Extension Partner (MEP), Manufacturer's Edge is a public-private partnership providing small manufacturers with services to help grow their businesses and create well-paying, stable manufacturing jobs for Colorado's middle class families. As an MEP, Manufacturer's Edge is measured quarterly on how many jobs are created or saved by the work we do. We focus completely on driving that job growth and expanding the Colorado economy.

Of the 6,000 manufacturers in Colorado, 80% employ less than 20 people. Manufacturer's Edge is the only federal program dedicated to serving small manufacturers, and fills the gap left by for-profit companies who overlook this large segment. We are proud to be able to serve this constituency and help more and more Coloradans prosper in the growing manufacturing economy of our state.

### ECONOMIC IMPACT (Q3 2012 - Q1 2018)



#### DISTRICT #2 COMPANIES SERVED

- ABILITY COMPOSITES
- ALLEN COMPANY, INC
- BHAKTI CHAI
- BSC SIGNS
- CAREFREE OF COLORADO
- CHECKERS INDUSTRIAL SAFETY PRODUCTS, LLC
- CLEARVIEW SHIELDS INC
- COMPOSITE TECHNOLOGY DEVELOPMENT, INC
- FRONTIER METAL STAMPING
- HIGH PRECISION DEVICES INC
- HOPE FOODS, LLC
- MULTISOURCE MANUFACTURING (CMG MACHINING DIVISION)
- NITE IZE, INC
- PREMIER MFG SUPPLY CHAIN SERVICES INC
- REALD, INC

- RESEARCH ELECTRO OPTICS, INC
- RLE TECHNOLOGIES
- SEARS TROSTEL LUMBER & HARDWOODS
- SIERRA NEVADA CORPORATION-SPACE SYSTEMS GROUP
- SIMPLY DELICIOUS, INC
- STUDIO SHED
- SURGIREAL PRODUCTS, INC
- THARP CABINET COMPANY
- THE BOPPY COMPANY
- TRELLEBORG SEALING SOLUTIONS, INC
- UPSLOPE BREWING
- VSI PARYLENE / VERTICAL SOLUTIONS, INC
- ZIMMER (FORMERLY BIOMET/LANX)
- ZOLL MEDICAL



# SUCCESS STORY

## Research Electro Optics



**REO**<sup>TM</sup>  
precision optical solutions



### REO MAKES BIG CHANGES TO BETTER SERVE CLIENTS AND CREATE A POSITIVE INTERNAL CULTURE WHERE EMPLOYEES ARE EMPOWERED AND INVESTED

**ABOUT** Based in Boulder, Research Electro Optics is widely recognized as a leader for producing highly specialized optics necessary for multiple applications throughout the defense, aerospace, semiconductor, medical and industrial fields. With clients throughout their home state of Colorado, such as Ball Aerospace, REO's services are also in high demand across the globe with over 25% of their business coming from other countries.

**THE CHALLENGE** When Paul Kelly was named President and CEO of Research Electro Optics, he brought with him more than 30 years of experience in manufacturing, but also a mission to take REO to the next level of performance and to an age of faster growth. As Kelly says, "a company that is flat is a company that is falling behind." Kelly's first step was to identify where improvements could be made in order to expand the business, attract new clients, and recruit and retain the most talented workforce. After administering a series of surveys to their client base and employees, REO identified that clients were hungry for faster turnaround and delivery times and that the employees were eager for opportunities to give more input and become more personally invested in the organization.

**THE SOLUTION** REO reached out to Manufacturer's Edge to provide them with the necessary training and expertise to address the identified issues. By using concepts from Kaizen and 5S, REO redesigned the way they processed orders, implemented more checkpoints for communicating with the clients, and improved delivery time. The result is that REO's clients have been delighted with the improvements and, in fact, one of their largest clients recently recognized REO for "Flawless Execution" reflecting a 100% track record for quality and on-time delivery. Another large customer recently presented them with an award as an Outstanding Small Business for 2014.

Internally, the culture of REO has changed and employee morale is improving as they feel that they have more buy-in, are heard by their leadership, and that their efforts are recognized and appreciated.

*"We still have a lot of work to do, but we are confident that we know what we need to do to move forward. We are encouraged by the improvements we have already made and are excited that our clients and employees are benefitting from those results."*

– PAUL KELLY,  
REO PRESIDENT & CEO

### RESULTS



**20**  
Jobs Saved/Created



**\$2M**  
Retained Sales



**\$100,000**  
Cost Savings



**\$2M**  
Increased Sales

