

COLORADO

Congressional District #3



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)



133

Total Increased/
Retained Jobs



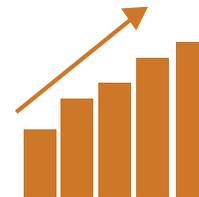
\$6.4M

Total Increased/
Retained Sales



\$2.7M

Cost Savings



\$8.1M

New Client
Investments

DISTRICT #3
COMPANIES SERVED

ACTION PUBLISHING INC
ATLAS PACIFIC ENGINEERING CO
BEST SIGN SYSTEMS INC
CAPCO, INC
CHINOOK MEDICAL GEAR, INC
COLORADO MALTING COMPANY
COLORADO YURT
CRITICAL PATH METALWORKS, INC
FREENOTES HARMONY PARK
GCC RIO GRANDE INC
GORDON COMPOSITES, INC
GPS SOURCE
IMPYRIUM, INC

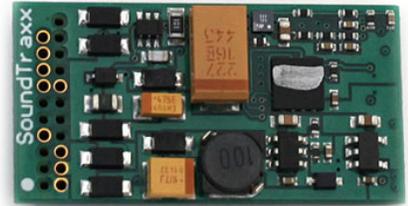
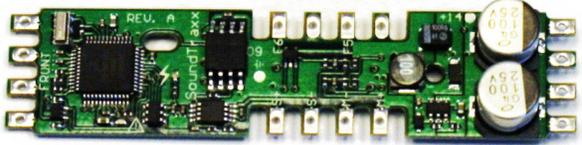
INTEGRATED DESIGN SCULPTURE
MUNRO COMPANIES
PEWAG TRACTION CHAIN, INC
ROCKY MOUNTAIN CHOCOLATE FACTORY
ROSS REELS
SIDE BY SIDE PET
SOUNDTRAXX
SPENDRUP FAN CO
STONEAGE INC
THERATOQS, INC
WESTERN EXCELSIOR CORP
WESTERN FILAMENT INC
WREN INDUSTRIES LTD



SUCCESS STORY

Soundtraxx

SOUNDTRAXX®



SOUNDTRAXX STRIVES TO STAY ON THE RIGHT TRACK AFTER 25 YEARS IN THE MODEL RAILROAD ELECTRONICS INDUSTRY

ABOUT Since 1989, SoundTraxx has been the foremost leader in model railroad electronics. Specializing in realistic, programmable sound and lighting systems for model railroads, SoundTraxx has earned a reputation as the “ones to watch”. Early on, their lighting system, the Hyperlight, was the first to use a microprocessor. SoundTraxx racked up other industry ‘firsts’ including the first to offer a wireless sound and throttle system, the first to provide their customers with “playable” train whistles, and the first to introduce a multi-train surround sound system.

THE CHALLENGE After 25 years in business, SoundTraxx continues to innovate the model railroad industry and, despite growing competition, has recently moved into a new, larger facility in Durango, CO in order to meet their expanding manufacturing and product development needs. The new facility is reminiscent of an advanced circuit board manufacturing layout more so than what one would expect to see for model railroad systems production. The challenges of adapting to a new facility, coupled with myriad internal and external obstacles, has positioned SoundTraxx in such a way that it is imperative they develop a strong strategy, sound processes, robust leadership, and new product ideas.

THE SOLUTION Moving forward, Manufacturer’s Edge will continue to help implement the new strategy Steven has outlined in order to continue improving their organization, efficiency, and workflow. Manufacturer’s Edge is excited to work closely with the SoundTraxx team as they continue to push themselves to reach higher and to inject new innovative ideas and technology into the world of model railroads.

“We are excited to be working with Manufacturer’s Edge! Their programs and experience provide us with knowledge and tools to help us stay competitive as we face the challenges ahead.”

– STEVEN DOMINGUEZ,
CO-FOUNDER & CEO
SOUNDTRAXX

RESULTS



\$70,000
Increased Sales



\$260,000
Retained Sales

