

COLORADO

Congressional District #5



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 #5
COMPANIES SERVED

ABSOLUTE MACHINE
ALLEGION
AMERICO INC
BOREALIS FAT BIKE COMPANY
COBHAM SEMICONDUCTOR SOLUTIONS
CONCEALFAB CORPORATION
DIVERSIFIED MACHINE SYSTEMS
DPIX
ENTEGRIS INC
FRE COMPOSITES

HALE PET DOOR
HIGH PERFORMANCE ENGINEERING
HIGHVAC CORPORATION
INTEGRITY WELDING & FABRICATION
INTERNATIONAL PACKAGING, INC
JANSKA, LLC
JPM PROTOTYPE & MFG, INC
KINEO, INC
LINEAR MANUFACTURING
OLSON MOTOR & CONTROL, INC

PHOTO STENCIL
PIKES PEAK TEST LABS, INC
QUALTEK MANUFACTURING INC
RELIUS MEDICAL LLC
RMB PRODUCTS INC
SPECTRANETICS CORP
SPIRE MANUFACTURING SOLUTIONS
SPRINGS FABRICATION INC
WESTERN FORGE CORP
WESTONE LABORATORIES



SUCCESS STORY

Qualtek

Qualtek MANUFACTURING



RECENT INVESTMENTS IN TRAINING AND SYSTEM REDESIGNS PAY FOR THEMSELVES WITHIN THE FIRST YEAR AND LEAD TO REMARKABLE ONGOING SAVINGS FOR QUALTEK

ABOUT Qualtek is a family-owned business in Colorado Springs that is represented by three generations of manufacturers. Specializing in metal manufacturing for the medical device and aerospace industries, Qualtek has a solid reputation for innovative problem solving and highly customizable solutions designed to meet a wide variety of unique client needs.

THE CHALLENGE Having recently conducted a thorough process of market analysis coupled with internal exploration into how and where they wanted to focus their efforts, Qualtek decided to capitalize on the great success they have experienced in the medical device field with such clients as GE Healthcare. Additionally, they identified the need to target more customers who would benefit from the unique vertically integrated manufacturing system that they have adapted to meet the needs of all production industries here in Colorado.

THE SOLUTION Qualtek had previously received training and assistance from Manufacturer's Edge (then CAMT) in a variety of areas, so it was an easy decision to consult with them again for assistance with moving forward and better positioning themselves to reach their target goals. One tool that they knew they could put to use immediately was ISO 13485 and 14001 Certifications, which they will complete this summer, that has already allowed them to help one existing customer and attracted the attention of several new potential customers.

"The money we invested with Manufacturer's Edge not only paid for itself within the first year, but has also allowed us to access new markets and address previously unmet needs."

– CHRIS FAGNANT,
VICE PRESIDENT OF
BUSINESS DEVELOPMENT

RESULTS

| | |
|----|-------------------------------------|
| \$ | \$5M Retained Sales |
| ⚙️ | \$100,000 Cost Savings |
| ↑ | \$900,000 Increased Sales |

