

COLORADO

Congressional District #7



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 #7
COMPANIES SERVED

AIA PLASTICS
AIR COMM CORPORATION
ALLEGRO COFFEE COMPANY
ARROW SHEET METAL PRODUCTS
ASTRAL HOOPS
BARBER NICHOLS INC
BIRKO
CENTER GREENHOUSE
COORSTEK
DELTECH INC
DENVER ELECTRIC MOTOR
DIE CUT TECHNOLOGIES
EASTER-OWENS ELECTRICAL CO
ELECTRO MECHANICAL PRODUCTS
ELWARD SYSTEMS CORP

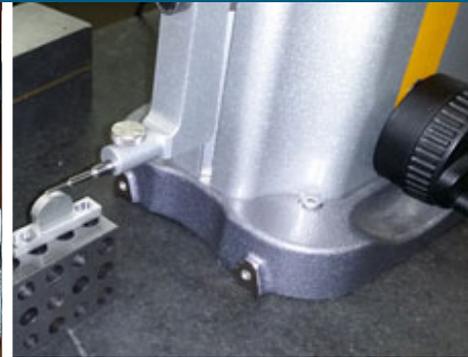
ERA/WATERS
FAUSTSON TOOL CORPORATION
IN-X MACHINE, INC
INTREX AEROSPACE
LIFELOC TECHNOLOGIES
LIVANOVA
LU-TEK
MESA LABORATORIES, INC
METALCRAFT INDUSTRIES INC
MILE HIGH ORTHOTICS LAB, INC
MILLER COORS LLC. BREWING
NOVA ENGINEERING INC
ORIBI
PAVESTONE CO
PREMIUM PANELS

REBOUND TECHNOLOGIES
RHEINLANDER BAKERY
ROCKY MOUNTAIN PRESTRESS INC
S & H PRODUCTS INC
STEELHEAD COMPOSITES
STRYKER BY DESIGN INC
SUMMIT AIRE, LLC
TERUMO BCT (CARIDIANBCT)
THE DOUGH SOURCE
TRIBOLOGIX INC
TRUSTILE MDF DOORS LLC
UNIQUE NATURAL PRODUCTS
VFORGE INC
WADSWORTH CONTROL SYSTEMS



SUCCESS STORY

In-X Machine, Inc.



IN-X MACHINE DOUBLES SIZE OF FACILITY AND INCREASES OUTPUT THROUGH SMOOTH TRANSITION STRATEGY THANKS TO MANUFACTURER'S EDGE

ABOUT In 2005, Seth Cross and Shawn Gibbs were working for a Denver-based machine shop that suddenly went out of business. As Cross and Gibbs weighed their options and debated their next career steps, a nearby facility became available. Sensing a rare—and perhaps serendipitous—opportunity, the two took a leap of faith and went into business for themselves, opening the shop they'd always imagined. Eleven years later, In-X Machine is growing, thriving, and maintains a steady stream of small- to mid-range production clients for whom they manufacture a wide variety of component parts.

THE CHALLENGE After a decade of continuous growth, In-X Machine decided to seize an opportunity to expand their production capabilities in order to meet demand and explore additional emerging business possibilities. After finding an appropriate facility which would effectively double their square footage, Cross and Gibbs realized that they would need assistance with a scale-up of this magnitude in order to avoid downtime and significant revenue losses. Seth Cross asked one of In-X's clients for a recommendation and was urged to contact Manufacturer's Edge.

THE SOLUTION Thanks to consultation from Manufacturer's Edge about building layout strategies, including a capacity plan for future growth and expansion and help from the Arvada Manufacturer's Initiative, In-X moved from one facility to another smoothly and in record time. Although an extended period of downtime is generally anticipated, In-X was able to complete the entire month-long move seamlessly and only endured one day of being fully offline. By avoiding a prolonged conversion, In-X saw zero net revenue loss and was able to keep up with demand without a hitch. Their expansion went smoothly, mitigated potentially catastrophic revenue slowdowns, and allowed Cross and Gibbs to retain their client base ("and our sanity," jokes Cross).

Since the move, In-X has enjoyed the increased opportunity for growth having obtained a few new machines and, as Cross says, "if the rest of 2017 goes the way the year has started out, it is going to be a very good year in the new space!"

"Manufacturer's Edge was a great help to us when we doubled the size of our workspace by moving into a new facility. They made the transition so much smoother. I would recommend their services to anyone!"

– SETH CROSS,
CO-OWNER/VICE PRESIDENT

RESULTS



18

Jobs Saved/Created



\$1.1M

Retained Sales



\$47,000

Cost Savings



\$1.5M

Increased Investments

