

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 (Q4 2018 - Q3 2019)



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

INNOV WIRE TECH
INTEGRITY WELDING & FABRICATION
INTERNATIONAL PACKAGING, INC
INTERROLL CORP
I.P. AUTOMATION
JANSKA, LLC
JOHNSON & JOHNSON
JPM PROTOTYPE & MFG, INC
KINEO, INC
LINEAR MANUFACTURING
MICROSHIP ATMEL
NEXGEN PHARMA
OLSON MOTOR & CONTROL, INC

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



SUCCESS STORY

ConcealFab



THE RIGHT QUALITY PRODUCT AT THE RIGHT TIME

ABOUT ConcealFab designs, manufactures and delivers the right product at the right time for critical on-time delivery to the customer. As the leading provider of innovative concealment solutions, including antenna shrouds and steel antenna mounts, "Hide in Plain Sight", ConcealFab works with both government contractors and commercial cell providers to expand coverage while simultaneously camouflaging that technology from the public eye. Founded in 2007, the company's original focus was the manufacture of architectural or aesthetic sheds, "maintenance shelters," or screenwalls for hiding rooftop ventilation equipment, satellite dishes and cell phone antennas.

THE CHALLENGE CEO Jonathan Fitzhugh knows that "Our biggest challenge is trying to time the market, putting resources in place in advance of demand in order to support our clients in a timely fashion". ConcealFab grew their product line through key customer relations. They knew that they had a sound product and their commitment to rapid delivery of a high-quality product would be well received. But they could not have fully anticipated how rapidly the concealment market would expand in the coming years. How could ConcealFab develop and implement proven processes in order to reduce lead-time, increase workflow, and expand their supply chain throughout Colorado? At that point, they contacted Manufacturer's Edge to assist them with their goals and help them stay competitive in a rapidly growing market.

THE SOLUTION "The training and consultation in Value Stream Mapping, Kanban, and supplier scouting, coupled with the hands-on approach utilized by the Manufacturer's Edge team provided ConcealFab with the appropriate tools to separate them from the competition", stated Doug Hinkley, ConcealFab Chief Operating Officer. This success also created more good paying jobs in Colorado. As a testament to their growth and reliability, ConcealFab was recently honored with the Ericsson Supplier Award. They continue to expand their highly skilled workforce through a variety of means. One such resource leverages the successful ongoing partnership between Manufacturer's Edge and Pikes Peak Community College in order to offer internships to students. As a result of these efforts, ConcealFab has increased their workforce by 25%. And they still hold true to the basic principle that the right product made at a high level of quality and delivered rapidly at the right time is the true path to success and longevity. It seems to be serving them well so far...!

"Manufacturer's Edge assisted ConcealFab with strategic and tactical training and critical supplier scouting for crucial services we were in need of at the time. This partnership resulted in new job creation, increased our revenue by 30%, and allowed us to stay competitive and timely during this rapid growth phase."

—DOUGLAS A. HINKLEY,
CHIEF OPERATING OFFICER

RESULTS



\$3.35M
Increased Sales



\$300,000
Retained Sales



32
Jobs Created/Retained

