

# 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

(Q4 2018 - Q3 2019)



DISTRICT #7  
COMPANIES SERVED

ACTION INDUSTRIES  
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  
JOAQUIN MANUFACTURING  
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

Deltech



## FAMILY-OWNED INDUSTRIAL FURNACE COMPANY EXPERIENCES RECORD SALES AFTER 50 YEARS IN BUSINESS

**ABOUT** In the mid-1960s, Deltech founders Calvin L. Stevenson and Donald J. Drinkwater were metallurgists who met while working for Denver Mine and Smelter Supply. The two got along well and saw an opportunity to go into business for themselves as consultants to the mining industry. This new business venture, however, unfortunately, coincided with a drastic downturn in mining and they suddenly found themselves stranded. Until one day when they received a phone call from out-of-the-blue that would set them on a completely different path and change their lives forever. An executive at CoorsTek (then Coors Porcelain) was in search of an engineer who could design highly-customized furnaces and had been referred to Cal Stevenson as the man who could get the job done. 50 years later, the company is flourishing as Deltech furnaces have been installed in facilities including national labs, universities, and industrial ceramics manufacturers across most of the US and more than 31 other countries. Notable Deltech clients include the Jet Propulsion Laboratory and the National High Magnetics Laboratory.

**THE CHALLENGE** Mary Stevenson started working part-time at Deltech when Donald retired while simultaneously pursuing other opportunities, most notably obtaining a Ph.D. in Philosophy and teaching at a local university. she made the decision to take up the mantle full-time in the mid 1990's as Cal approached retirement, and has been the president of the company ever since. Always looking for ways to improve and expand the business, Mary decided to pursue ISO certification upon recommendation from Merrick & Company after landing a sub-contractor agreement with them. Jon Jagers, her representative with the local Small Business Development Center (SBDC), agreed that it would be helpful and introduced her to the team at Manufacturer's Edge.

**THE SOLUTION** The first step was to tour the Deltech facility and get to know the Stevenson family, the employees, the layout, the workflow, and the culture. Through that process, Sumer Sorensen-Bain of Manufacturer's Edge was able to pinpoint the organization's specific needs in order to customize the ISO training to meet their purposes.

Since obtaining the ISO certification, Deltech has seen a number of improvements, including an expedited approval process. Potential clients no longer need to find alternative resources for vetting Deltech's quality. Even international organizations accept the ISO certification as a universal indicator allowing Deltech to be automatically qualified. Additional outcomes include improved manufacturing processes, higher product quality, fewer errors, and a complete overhaul of the procurement process. As a result, Mary reports that Deltech experienced their best year ever in 2018 and were even able to hire a new employee – a mechanical engineer named Ryan who just happens to be Cal Stevenson's grandson – thus continuing the Deltech family business tradition into its third generation.

*"I would absolutely recommend Manufacturer's Edge to other manufacturers. I have and I will continue to tell people about the existence of Manufacturer's Edge."*

– MARY STEVENSON,  
PRESIDENT

### RESULTS



**\$500,000**  
Increased Sales



**\$500,000**  
Retained Sales



**\$50,000**  
Cost Savings



**\$50,000**  
Increased Investments

