

# Manufacturer's Edge Economic Impact Overview

## ECONOMIC IMPACT (PAST 5 YEARS)


**3,364**

Total Increased/Retained Jobs


**\$1.18B**

Total Increased/Retained Sales


**\$67M**

Cost Savings


**\$302M**

New Client Investments

## GENERATING ECONOMIC IMPACT FOR COLORADO

Manufacturer's Edge, Colorado's official Manufacturing Extension Partnership (MEP) Center, provides onsite support, strategy and planning, and technical assistance to manufacturers of all sizes. With a combination of in-house experts and a network of specialists and resources, we support manufacturers in industries as wide-ranging as aerospace to craft brewing. Our clients drive technology development, new products, and creativity and we work closely with them to make sure their work reaches its intended audience.

Part of the MEP National Network, Manufacturer's Edge is the "go to" organization for the statewide manufacturing community. We partner with economic development and industry organizations, educational institutions, and state and local government agencies to connect manufacturers to the support services and resources they need to thrive in today's competitive environment. Manufacturer's Edge is the only organization in Colorado focused solely on growing and improving the manufacturing landscape.

**THERE ARE APPROXIMATELY  
5,889 MANUFACTURING  
COMPANIES**

**WITH 5 OR MORE EMPLOYEES IN THE  
STATE OF COLORADO**

### SELECTION OF COMPANIES SERVED:

ALFRED MFG CO  
BALL PACKAGING  
BLENDER PRODUCTS  
CUSTOM MICROWAVE INC  
ELDON JAMES CORP  
FAUSTSON TOOL  
GEOTECH

HERCULES INDUSTRIES  
KLOPPENBERG  
LEPRINO FOODS  
LIBERTY HOME PRODUCTS  
PALMER DRIVES  
PREMIER MANUFACTURING  
SIGNATURE STONE

**THERE ARE APPROXIMATELY 153,350 MANUFACTURING JOBS IN THE  
STATE OF COLORADO**

### STRATEGIC STATEWIDE PARTNERS:



**COLORADO**  
Office of Economic Development  
& International Trade



**WORLD TRADE CENTER®  
DENVER**

# SUCCESS STORY



## RESULTS

**\$3.2M**

New and Retained Jobs

**\$1.1M**

Cost Savings

*"You can have all of the strategy in the world, but if you don't have the culture to support it then it's kind of a wasted effort. And I think we really are shifting the culture through this partnership with Manufacturer's Edge and the Virata Group."*

TANNER MAST  
DIRECTOR OF CONTINUOUS IMPROVEMENT

**Let's work  
together to  
support  
Colorado  
manufacturers**



## MASSIVE CHANGES RESULT IN MASSIVE RESULTS FOR WESTERN COLORADO MANUFACTURER

Valor's work with ME and Virata is ongoing as they shift from an operations focus to quality. In-progress projects include Value Stream Mapping and Quality Management Systems with more in the works. Acquiring leadership buy-in for follow-on work has not been a challenge given the impressive results seen from the already completed projects. The first engagement, for example, required less than \$100,000 of investment but has resulted in more than \$1,000,000 in project annual labor savings. Previously, this line ran on three shifts, averaging 47,000 units per week. In addition, the quality was inconsistent, they were struggling to deliver on time, and they were in danger of losing their primary client. Thanks to the changes Valor has implemented, they are now at 100% on-time delivery and they have gone from three shifts to one requiring ½ the workforce needed under the previous model. The client they were in danger of losing recently visited the shopfloor to observe the changes and shared with them that Valor has become one of their top-tier, top-performing suppliers and they are looking to add additional work.

Tanner Mast, Director of Continuous Improvement, summarized their experience with ME and Virata by saying, "The biggest thing is the culture shift. Our vocabulary is changing, we're learning about new concepts, and the conversations we have throughout the day are changing as we learn more. The changes aren't isolated to a manufacturing line or to a specific situation. Really, it's growing Valor's technical expertise as well as our capabilities that will be sustainable long-term."

Other benefits from this engagement include personal and career growth, but also as Cleerdin pointed out, "This benefits our warfighters, it benefits our law enforcement officers that we serve by providing these quality products to them in a timely manner and to be able to provide future generations of wealth and infrastructure to the Chumash tribe is incredibly rewarding."