

MANUFACTURING MINUTES \ May 26, 2022

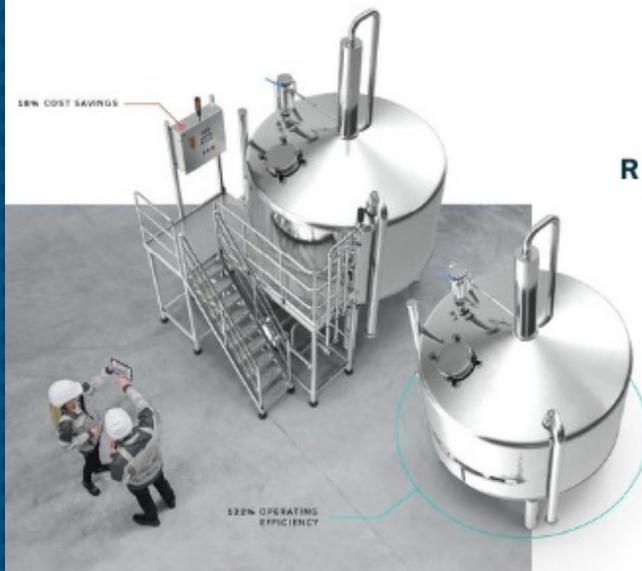
## Manufacturer's Edge

NEW LOOK.

NEW FEEL.

MORE WAYS TO HELP  
COLORADO MANUFACTURERS  
REACH THEIR FULL POTENTIAL.

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**Veterinary Doctors Find Their Way  
To The Manufacturing Floor**



## RESULTS

Retained Sales	\$125,000
Cost Savings	\$20,000
Jobs Saved	4
Jobs Created	2



SurgiReal has the beginnings of a true entrepreneurial effort. Dr. Dean Hendrickson and Dr. Fausto Bellezzo were instructors at the Veterinary Teaching Hospital at Colorado State University (CSU) when they discovered that they needed a better, easier way to teach their students to suture. Thanks to a generous donor, they were able to use grant-funding to develop a solution utilizing silicone pieces. As with any good invention, this process took many years, but after extensive testing and re-testing, the duo landed on the invention that became the first iteration of the RealLayer Technology Suture Pad.

The suture pad was extremely well received by the students and the news of this innovative product made its way to the Tech Transfer Office at CSU. Universally, the advice given to the pair of doctors was to find a way to commercialize their solution. That encouragement led to the beginnings of what eventually became SurgiReal.

As any new business owner can attest, the process of becoming a corporation is arduous. From outsourcing to the eventual purchase of the company from CSU to keep the manufacturing in-house, the learning curve was steep. By 2012, the company launched and SurgiReal became a reality for Dr. Hendrickson.

Over the course of the next 10 years, the company began expanding into the world of healthcare simulation. The overall goal was to source as much as they could domestically and to make everything in-house in Loveland, Colorado. Enter, Manufacturer's Edge.

Early in the life of the company, Dr. Hendrickson found that he needed assistance with the layout of the manufacturing site to ensure effective and efficient production processes. As a member of the Northern Colorado Manufacturing Partnership, Dr. Hendrickson became acquainted with Manufacturer's Edge and the support they were able to offer through the MEP. Thus began a long, fruitful relationship between SurgiReal and Manufacturer's Edge.

By 2020, the company was growing and identified an immediate need for the creation of efficiencies in their process flows. Manufacturer's Edge was again welcomed into the business to provide SurgiReal with guidance on how to map their current state as well as future-state operations. Through the value stream process mapping program, SurgiReal was able to see precisely where they could make changes to achieve their goals of greater productivity and revenues for the company.

The relationship between SurgiReal and Manufacturer's Edge continues today with the current President and CEO, Andrew Hendrickson. Andrew and his team at SurgiReal have since expanded and invited Manufacturer's Edge in to design the layout of larger manufacturing facilities. They knew from the very beginning that doing this early would

ensure success while avoiding unnecessary bumps in the road.

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*Our experience with Manufacturer's Edge has been great. They have served as a mentor that took us under their wing. It's been great to work with people who have been in manufacturing and want to pass that knowledge on.*

— - Andrew Hendrickson, CEO, SurgiReal

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# Simply CYBER

with Jennifer Kurtz



(vol 49)

## Will the Circle (of Breach) Be Unbroken

*Will the circle be unbroken  
By and by, Lord, by and by  
There's a better home a-waiting  
In the sky, Lord, in the sky*

— A.P. Carter, Charles H. Gabriel, Ada Habershon (1940)

Although data breach incidents continue trending upward, organizations and individuals can shelter their high-value information assets (e.g., intellectual property, client-proprietary information, access to financial resources) by implementing system security programs that leverage their people, processes, policies, and technology. The 2022 Data Breach Investigation Report (DBIR), published 24 May 2022, contains invaluable guidance about how to layer protection in a cost-effective way. (And no, unlike the above lyrical optimism, moving all your data to the sky—or cloud—will not guarantee a better home for it.)

[Read the article](#)



# CAMA

Colorado Advanced Manufacturing Association

A recent article in New York Times discussed the Biden Administration's "difficulties" with trade relations with China. The story's author points out that "some officials have grown frustrated that U.S. trade relations are still defined by policies set by President Donald Trump". Yet, the article continues, top White House aides "argue that removing the tariffs—which were put in place to punish China over its economic practices—would constitute unilateral disarmament given that Beijing has yet to address many of the policies that promoted the measures."

This dilemma is nothing new to small and medium-sized manufacturers. Many saw the punitive measures against China as appropriate, as the Chinese government has done its fair share of undermining U.S. manufacturing with unfair practices, including slave labor. Yet, who has paid the price for these tariffs? America's small and medium-sized manufacturers, while American steel companies all reported record 1st quarter earnings.

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