



Colson Conversation

A Periodic Newsletter for the Employees of the Colson Associates Worldwide Member Companies

Welcome

Iwould like to take this opportunity to ask each of us, each employee of Colson Associates Member Companies around the world, to take time to reflect on the significant contributions you are making through your dedication to the continued development of exciting and very effective new products. These new products, as well as the already well-entrenched products available to surgeons by our companies, are improving surgery procedural outcomes and raising the standard of patient care for individuals throughout the world who have experienced traumatic injuries or have been afflicted in some other debilitating manner.

As we each look forward to the upcoming holiday season filled with thanksgiving, happiness, hope, peace and joyous times with family and friends, we should all be proud to be part of making life better, for those afflicted and less fortunate, through your commitment to improvements to patient care.

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Apex (Guangzhou) Tools & Orthopedics Company

Bob Pritzker had a plan. And he knew just the person to execute his plan.

Bob's vision was to create a medical device company based in China to serve the China domestic market. In addition, having a presence in China would also benefit the other Colson Associates medical device companies by expanding their international presence.

So in 2004, Bob collaborated with Scott Liang, who had been working for one of Bob's caster companies in Guangzhou, China. Together they created Apex (Guangzhou) Tools and Orthopedics Company, with the objective of designing and manufacturing medical device products including implantable plates, screws, instruments, and drills as well as plastic molds.

For the first five years of its existence (2004 through early 2008), Apex

operated within leased space provided by Colson Caster China. But as Apex expanded its range of product offerings and grew in size, it became apparent that additional space, customized to the requirements of a medical device business, would soon be required. So, in April 2008, a new green field 100,000 square foot facility on the outskirts of Guangzhou was opened.

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Apex (Guangzhou) Tools & Orthopedics Headquarters, Guangzhou, China



APEX iTool®

Helping People to a Better Life



Left to right: Leo Yi, Quality Assurance Manager; Loren Lu, Operations Manager; Scott Liang, Managing Director; Shirley Oyang, Controller

Thank you for everything you do!

As we look ahead to another new year, I can tell you that I am more excited than ever about the prospects for the Colson Associates Medical Companies. We are stronger than ever and have a number of potentially significant new and exciting products under development. I look forward to sharing the journey with you as we move forward together into the New Year and introduce these exciting new products, build new customer relationships and appreciate and respect our existing relationships, welcome new employees, continue to “do business the right way” in all respects, and celebrate successes and support one another when challenges arise.

From all of us at Colson Associates here in Chicago, our warmest best wishes to you and your families for a joyful holiday season and a prosperous New Year filled with great happiness and good health.

I look forward to seeing you in the coming year!

**Louhon Tucker
President & CEO
Colson Associates, Inc.**

Through the ensuing years, under the guidance and leadership of Scott Liang, Apex has continued to broaden its expertise and capabilities, as well as grow in size. In fact, the Chinese government granted to Apex the prestigious status of “High-Tech Enterprise.” This designation conveys significant benefits to Apex. Today, Apex is a well respected



and valuable contributor to the overall success of the Colson Associates medical companies.

Bob Pritzker’s early vision of so many years ago has been realized and continues as Apex grows each day in stature and size.

As the standard of living in China continues to increase and the attendant demand within the country for higher quality medical care rapidly continues to escalate, the future prospects for Apex are extremely exciting.

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The Apex motto “Helping People to a Better Life” is clearly shown in this photo. Apex donated coats and shoes to the residents of this home care center, located in Hubei Province.

Did You Know...

- Guangzhou, or Canton, as it was previously known, is the third largest city in China after Beijing and Shanghai. Founded in 214 BC, Guangzhou currently has a population of 12 million people.
- Canton Tower (below) is the tallest structure in China.



- Guangzhou was also part of the so called “Maritime Silk Road” that linked southern China with India, South-East Asia, the Middle East, and Africa.
- Guangzhou is located 100 miles from Hong Kong
- The Pearl River, a major river in China, flows through downtown Guangzhou and into the South China Sea.



APEX iTool®

Apex designs and manufactures a wide array of medical devices for surgeons and OEM buyers including surgery drill bits, k wires, taps, reamers, rasps, saw blades, screw drivers, medical

instruments including skin staplers, knee positioner, and bone mill for the North American, European and Asian Markets.



Apex patented avascular necrosis core decompression (AVN) kit



APEXSUTURE™ Skin Stapler is an ergonomically designed tool used to close lacerations and incisions similar to traditional needle sutures, reducing task time by 66 percent.



Apex rigid medical grade tubing

Apex flexible medical grade tubing



Manufacturing floor



Cleanroom tubing extrusion capabilities



Designs, manufactures and markets orthopedic implants, instrumentation and bone biologics for the upper and lower extremities. Located in Hillsboro, Oregon.

Green Team Grows

Congratulations to the Acumed Green Team for helping the community by planting a garden at the Brookwood facility! Harvested crops of tomatoes, corn, and blackberries were donated to local food banks.



*From left to right back row:
Gregg Ritter, Matt Osborn,
Kenny Chinn, Rachel Standlee,
Laurie Stroh, Sharon Sipprell*

*From left to right front row:
Tracey Major, Sabrina Luevano,
Kimi Dazzo*



Andover Location Expands

Acumed Ltd, located in Andover, England, recently expanded their present location. The expansion provided much needed additional warehouse and office space.



MICROAIRE®

For Surgery. For Life.™

Designs, manufactures and markets powered surgical instruments for joint replacement surgery, orthopedic surgery of the extremities, aesthetic and reconstructive surgery, endoscopic carpal tunnel release, and sterile orthopedic blades. Located in Charlottesville, Virginia.

Left to right: Jim Ott, interim President; John Lauer, new President; and Louhon Tucker

New President Announced

Effective January 1, 2017, John Lauer will become the new president of MicroAire. John had previously been with MicroAire as Vice President of Sales until 2005 and is currently the President of Boss Instruments, located

in Gordonsville, Virginia. We extend our heartfelt thanks to Jim Ott who has served as interim President since January, 2016. Jim will remain until December 31.



MicroAire Supports Habitat for Humanity

With a company match, MicroAire raised over \$3,000 for Habitat for Humanity. Not only were funds raised, but MicroAire also had a team participate at the Habitat Build Day.

The MicroAire team showing their muscle.





Designs, manufactures and markets products for small bone reconstruction, spinal fusion and trauma surgical devices. Located in Addison, Texas.

Funds Raised for Special Olympics

OsteoMed participated in the City of Richardson, Texas, Corporate Challenge, an event to support Special Olympics. This is a 10 week Olympic-style competition among Dallas-Fort Worth businesses involving 25 athletic

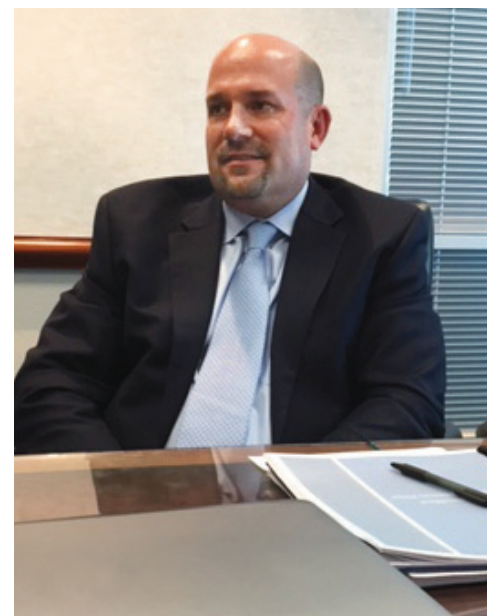
and non-athletic events from August to October. More than 70 OsteoMed employees and their spouses participated with representation in every event. Over \$1,000 was raised due to the efforts of the OsteoMed employees!



Left to right: Brian Davis, Michelle Benvie, Jason Hultberg, Linda Bradley, Jeff Goodrich, Kathy Grice

Jeff Goodrich Joins OsteoMed Team

Welcome to Jeff Goodrich who is OsteoMed's new Chief Financial Officer. Jeff joined OsteoMed last spring and has been a great addition to the team. Jeff had previously been with United Copper Industries.



Precision Edge®

Surgical Products Company LLC

An industry leading contract manufacturer of precision surgical components, cutting tools and instrumentation for use in the orthopedic industry. Located in Sault Ste. Marie, Michigan and Boyne City, Michigan.

Left to right: Drew May, Operations Manager for Boyne City; Todd Fewins, President

Farewell to John Truckey and Welcome to Todd Fewins

Best wishes to John Truckey who retired from Precision Edge in August after serving for eight years as President. During John's tenure, Precision Edge grew not only in sales, but also in size with the addition of the Boyne City, Michigan facility.



Replacing John, Todd Fewins was promoted to President. Todd had previously been Operations Manager at the Boyne City facility. We also welcome Drew May who is the new Operations Manager for Boyne City. Drew was previously with Tyco Fire Protection Products.

Workforce Training Project Receives Grant

The Michigan Economic Development Corporation (MEDC) awarded a \$300,786 Community Development Block Grant to Precision Edge in support of a project that involved hiring and training more than 14 new employees as well as Precision

Edge's capital investment of over \$2 million in equipment at the Boyne City operation. Joel Evans, Charlevoix County Commission Chairman stated, "Charlevoix County is proud to support this important workforce training project."

Representatives from MEDC and Charlevoix County present checks to Todd Fewins and John Truckey (fifth and sixth from left).





Develops, manufactures and markets bone cements and related biologic products. Located in Cupertino, California.

Prior to the fall of 2006, the range of products offered by the Colson Associates Medical Companies centered around and consisted primarily of metal-based plates and screw fixation products.

Similar to Bob Pritzker's vision for a medical device company presence in China (see the article on Apex (Guangzhou) Tools and Orthopedics on page 1), Bob challenged the Colson Associates managers to consider (1) what might happen to our core metal-based products if a competitor were to create and bring to market a fixation bonding adhesive that would obsolete the need for metal-based implants, and (2) how could the Colson Associates Medical Companies begin to build an expertise and technology-driven foundation on which to participate in the emerging orthopedic biologics market—a market with the potential for huge growth and new and exciting possibilities for improvements in the standard of patient care.

This ultimately led to the acquisition

in the fall of 2006 of Skeletal Kinetics, located in Cupertino, California.

Immediately upon the acquisition, the Colson Associates Medical Companies added an availability of bone cement and other biological products to their product offerings.

Today, the bone cement products provided by Skeletal Kinetics are considered to be one of the best within the market.

During 2016, Skeletal Kinetics was brought under the management of OsteoMed with the objective of achieving greater cost efficiencies and streamlining the go-to-market sales and marketing activities.

The biologics segment of the medical device market has been expanding rapidly as Bob envisioned. With the outstanding products offered by Skeletal Kinetics and the dedicated and enthusiastic management of the OsteoMed team, the future for Colson Associates' participation within the biologics market is very exciting.

This newsletter is about you, our companies and our communities. If you have any stories or news that you would like to share, please send it our way—we'd love to include it.



*Front row left to right:
Becky Spooner, Louhon
Tucker, Catie Economos*

*Back row: Chris Smith,
Aga Chrzan, Eva Kintner*



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