

# Colson Conversation

*A Quarterly Newsletter for the Employees of the Colson Associates Worldwide Member Companies*

## Welcome

It is my distinct pleasure to introduce the inaugural issue of the “Colson Conversation”. The objective of this newsletter is to share the more significant experiences of interest from our member companies, to congratulate successes and achievements of our associates and to continue to build and strengthen our philosophy, approach and standards of doing business.

In each issue, we will focus on a member company by providing history, products and interesting news. Also in every issue, we will highlight significant events and news for each of the Colson Associates companies.

Please join me in thanking Becky Spooner for shepherding and managing this new quarterly communication. It is our hope that you will find the “Colson Conversation” to be a worthwhile, entertaining and interesting quarterly summary of insights from the Colson Associates member companies.

This past year was another excellent period for the Colson Medical Companies in many ways. Our companies continued to grow and strengthen financially and the scope

*continued on next page*

## Precision Edge Surgical Products

*On the Cutting Edge of Technology!*

### Past and Present

Precision Edge Surgical Products was founded in 1989 as a bur manufacturing facility in the tiny town of Barbeau, Michigan, south of Sault Ste. Marie on the beautiful shores of Lake Superior in the scenic Upper Peninsula of Michigan. In 1994, MicroAire Surgical Instruments (another Colson Associates company) purchased Precision Edge. Later, Precision Edge became an independent stand-alone company and is no longer a subsidiary of MicroAire.

Originally operating out of a 1,100 square foot facility, Greg May, its

founder (and still employed by the company), hired and trained a talented young work force from the local area. Today, the company operates from two locations—a glistening 38,000 square foot facility in Sault Ste. Marie, and a new facility (37,000 square feet) built in 2012 in Boyne City (see box below), just two hours south of the Sault plant. Together the two sites now employ over 200 highly skilled workers engaged in the manufacture of various sized burs, blades, drills, instruments and other surgical cutting accessories.

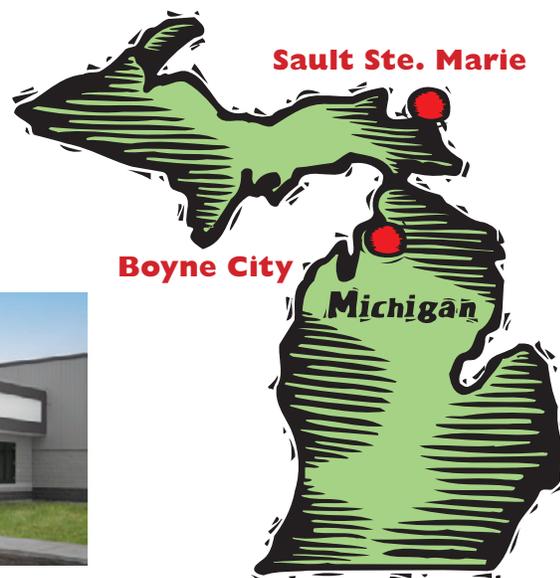
*continued on next page*



*Sault Ste. Marie Facility*



*Boyne City Facility*



*Precision Edge seriously considered several locations before breaking ground to construct a new building in the Boyne City, Michigan Business Park. The company’s criteria were more than met by the receptiveness of the community, a nearby airport, available partnerships with area educators for workforce training, quality of life and its proximity to the Precision Edge headquarters in Sault Ste. Marie.*

and range of the products available to the medical field was further expanded. We should all be excited and celebrate the strength and successes of the companies. Such strength provides the necessary resources to expand our efforts in developing enhanced patient care solutions and provides a secure and creative environment for each of us to flourish and to enjoy our common participation in building great companies.

I want to thank each employee of the Colson Associates member companies around the world for your commitment to the ethical approach to doing business and for your contributions to the success of the companies. We should all be very proud of what we are creating.

On my office wall is a quote that I have cherished for many years. The quote is from an unknown author and reads:

*“What I do today is important because I am paying a day of my life for it. What I accomplish must be worthwhile because the price is high.”*

I hope we always provide the kind of environment for each of our employees so that you feel your commitment has been worthwhile.

All the best,

Louhon Tucker  
President & CEO  
Colson Associates, Inc.

## Precision Edge®

Surgical Products Company LLC

Today, Precision Edge Surgical Products is a world-recognized manufacturer of surgical components, instruments, cutting tools and accessories for powered medical instruments. As a manufacturing supplier to the medical industry, Precision Edge is foremost in technical diversity, versatility, innovation and customer support.

### Products

The company's products include carbide, stainless, steel, tool steel, and diamond burs, saw blades, cannulated drills and reamers as well as rasps, bone harvesting tools, bone taps, fixation devices, drill guides, instruments, pins, trocars, etc.

### Community Endeavors

In addition to providing meaningful quality jobs to the area, Precision Edge has been a very generous donor to Lake Superior State University (LSSU) in Sault Ste. Marie, giving thousands of dollars worth of equipment to the engineering program, and many thousands more through a real estate donation. The company sponsors teams during LSSU golf fundraisers and, most

important, the company hires many LSSU interns and graduates.

Through its donations, each year the company provides four scholarships of \$2,500 each to LSSU for local high school seniors, as well as creating an endowment for two annual engineering scholarships of \$2,000 each.

“Precision Edge has always had a strong commitment to our customers, employees, suppliers and the community in which we live and operate,” said John Truckey, President of Precision Edge since 2008. “LSSU is an integral part of our community and our business. We consider ourselves to be partners with LSSU for development of our people as well as helping our communities prosper and grow. We believe that manufacturing is vital to the growth and success of our area.”

The EUP Hospice House located in Sault Ste. Marie has also benefited from the generosity of Precision Edge. To date, \$11,900 has been donated to the Hospice House through various fundraisers and sponsorships by Precision Edge. In 2012, Precision Edge was awarded the Above and Beyond Business Award by the Hospice

*continued on next page*



*Precision Edge employees presenting a donation check to EUP Hospice House.*

Precision Edge is an industry leading contract manufacturer of precision surgical components, cutting tools and instrumentation for use in the orthopedic industry. Below is a selection of their products.



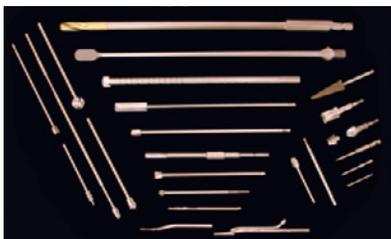
Drills



Instruments



Blades



Burs, reamers and rasps

House for their support of the mission of the Hospice in the community.

In Boyne City, Precision Edge has embarked on two separate educational training programs.

In one program, Precision Edge was instrumental in bringing Michigan Works, North Central Michigan College (Petoskey, Michigan) and Charlevoix High School together to build a training program for post high school graduates. The Charlevoix High School, approximately 20 miles from Boyne City, already had a fully equipped machine shop, so a curriculum was developed in various disciplines of machine shop practices where participants can earn a college certificate. For the first session there were 30 applicants.

Also, Precision Edge assisted in creating a Machine Technology Training program at the area high school. Not only has Precision Edge provided equipment for the program, but was very instrumental in developing the curriculum. The first class began in October, 2012 with 18 students, three of whom are female. In March 2013, five of these students will be job shadowing in the Boyne City facility.

### People

“We have an extremely loyal workforce”, says Truckey, “people who want to live here, want to be here.” Some employees have been with Precision Edge since the founding of the company in Barbeau. Upper Michigan is a year round playground for sports of all kinds. No wonder they have such happy employees!

### Did You Know...

■ Sault Ste. Marie is one of the snowiest places in Michigan, receiving an average of 128 inches of snow a year. In December, 1995, 28 inches of snow fell in 24 hours.

■ Sault Ste. Marie translates from French as “the rapids of Saint Mary.” The St. Mary’s River runs from Lake Superior to Lake Huron separating the twin cities of Sault Ste. Marie, Michigan and Sault Ste. Marie, Ontario.

■ Known as the Northern Gateway to Canada, the Sault is home to the world famous Soo Locks, connecting Lake Superior with Lake Huron.

■ The “Pasty” (pass-tee) came to America and became a staple food carried by miners and loggers in Northern Michigan. It is a pastry case with a sweet or savory filling baked without a dish to shape it.



■ Some of Boyne City’s earliest settlers were led to the area by a dream. Harriet Miller, a New York spiritualist and wife of an Irish Immigrant, dreamed of a cabin on a bear-shaped lake. The Millers’ hunt for the cabin led them west to Michigan and Lake Charlevoix. John Miller named the river leading to the lake for one in Ireland—the Boyne River.

**ACUMED®**  
Innovative Solutions

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

Acumed works closely with SIGN (Surgical Implant Generation Network), the only non-profit organization bringing sustainable fracture treatment to the developing world. SIGN supports surgeons in developing nations by providing training and modern equipment designed specifically

for use in hospitals where real-time imaging and power equipment are unavailable. The company works closely with the SIGN design team to create innovative orthopedic fracture treatments such as the SIGN IM Nail System, and Acumed's staff provides ongoing design support, technical advice and in-kind donations of equipment and instrumentation. In June, 2012, Acumed hosted a SIGN benefit in Portland raising \$60,000 to aid surgeries in the developing world. If you have interest in contributing, visit [www.signfracturecare.org](http://www.signfracturecare.org).



*Joel Gillard, ACUTE Innovation, far left, and Randy Huebner, Acumed, far right, helping at SIGN.*

**APEX iTool®**

*Designs and manufactures a wide array of medical devices for the North American, European and Asian markets. Located in Guangzhou, China.*

During the past year, Apex has significantly expanded the company's range of product offerings and manufacturing capabilities. The company has developed and is working on extending relationships with a number of new OEM customers, in

addition to working with our other Colson Associates medical companies. Apex is now well-positioned to serve the rapid increase in appreciation and desire within China for quality medical products.

**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.*

In March, 2012, MicroAire successfully moved into a larger

facility (73,000 square feet) about a mile from their current location. As part of the move, MicroAire donated various items of office furniture, storage cabinets, projector screens, etc. to a local chapter of the Boy Scouts of America.

In 2012, MicroAire employees participated in a Wounded Warriors 5K Walk/Run raising \$3,600 for the organization, and also a Freedom 5K run, raising \$2,176!



*MicroAire employees at the Wounded Warriors 5K, from left to right: Deborah Turner, Melissa Payton, Gail Brent, Ruth Mendoza, Mia Burroughs.*



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

OsteoMed has been donating products from their Small Bone Orthopedics (SBO) division to the Yucatan Project for many years. The Yucatan Project is a humanitarian effort which provides indigent crippled children from the Yucatan Peninsula of Mexico with surgical care of deformed limbs. This year Christie Tamez, a Senior Product Manager on the SBO team, was

invited to observe and assist with the procedures using OsteoMed products. Christie was given the opportunity to act as photographer, operating room circulator, sales rep and translator. With the product that was donated, the team was able to run 3 operating rooms at once and help more people with foot and ankle disorders.

This is a quote from Christie, “This was the most rewarding experience I have ever had.

I was able to also observe pre and post op consultations and see patients who had our products placed in them in the past doing well now. The last day we visited a clinic where the surgeons examined



*Christie Tamez, third from left, with Yucatan Project surgeons and volunteers.*

58 patients. They are heroes for these people in the Yucatan peninsula who normally do not have access to foot and ankle specialists and cannot afford the medical cost.”



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

Skeletal Kinetics has several new exciting biologic products anticipated for commercial release in 2013. SKaffold InjectionPlasty™, used in certain bone marrow cases, will be introduced into the market later this year, followed by the release during the latter part of

2013 of SKaffold Induce™, a fast remodeling product used in non-structural applications. Skeletal recently introduced ReNu™, a new faster remodeling bone structural cement, which is currently being marketed in the U.S.

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



**Colson Associates, Inc.**

One North Franklin Street, Suite 2400, Chicago, Illinois 60606-3452  
 Telephone 312.980.1100 Email [Rebecca.Spooner@colsonassociates.com](mailto:Rebecca.Spooner@colsonassociates.com)  
[www.colsonassociates.com](http://www.colsonassociates.com)