



McGladrey

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FRANKLIN FIRM to RECEIVE NEXT GENERATION MANUFACTURING AWARD

Boston, Mass. – Tegra Medical of Franklin has been selected to receive the 1st Annual Next Generation Manufacturing Award as an exemplary representative of advanced manufacturing practices in Massachusetts. The Award will be presented on Friday morning at the Associated Industries of Massachusetts Executive Forum. U.S. Senator Scott Brown, the Forum’s featured speaker, will participate in the award presentation.

The Next Generation Manufacturing Award (NGM) was established by the Associated Industries of Massachusetts Manufacturing Institute, the Massachusetts Manufacturing Extension Partnership (MassMEP), and McGladrey to recognize a Massachusetts manufacturer for its performance practices as measured against 21st century manufacturing standards, and to elevate awareness of what it takes to succeed as a manufacturer in today’s extensively competitive world.

Tegra Medical, founded in 2007, is the combination of four trusted firms that today focuses exclusively on precision machining and contract manufacturing services for the medical device industry, and the production of components and assemblies for leading surgical and interventional companies. Tegra employs 400 people, has 200,000 sq. ft. of ISO 13485 registered manufacturing space and is headquartered in an 81,000-sq.-ft. facility in Franklin, MA built to its specifications in 2009.

The NGM Award is based in part on an in-depth survey of more than 2,500 manufacturers including firms in the Bay State that identified six key performance measures that if addressed should position firms to be competitive in the 21st century. The measures include:

Customer-focus innovation – the capacity to deliver new and better customer solutions at a faster pace than the competition

Advanced talent management – the use of systems and technologies to better recruit, hire, develop and retain talent

Systemic continuous improvement – the ability to realize annual productivity and quality gains through a companywide commitment to continuous improvement

Extended enterprise management – the implementation of a flexible network of supply chains and partnerships to achieve competitive advantage in speed to the market, cost of goods and quality of output

Sustainable product and process development – the design and incorporation of waste and energy-use reduction measures that produce tangible cost performance advantages while increasing customer value.

Global engagement – the capacity to integrate people, partnerships and systems capable of engaging global markets, talents and resources

The eight finalists under consideration to receive the NGM Award were subject to an onsite evaluation, a process which determined that the economic impact by these firms alone to the commonwealth's economy reached more than \$673.2 million.

During the review process, the sponsor's evaluation team was particularly impressed by how Tegra measured up to several of the performance measures, including:

- Consistently defining new equipment and processes to stay on the leading edge of the market, and establishing an 18,000-sq.-ft. GENESIS Tech Center to help support new product launches
- Comprehensive measures to retain employees and building pipelines to recruit new talent
- Systematic daily and weekly operational reviews at all levels
- Supplier summits and reviews to communicate expectations and track progress
- Specific recycling programs geared towards metals, plastics, papers, and water
- Opening of offshore operation to meet customer demands

Commenting on the award, Jack Healy, director of operations for MassMEP said, "The practices carried out by the people at Tegra Medical and the seven other award finalists highlight what manufacturers must do every day to meet the challenges of an ever growing and competitive world marketplace. The adoption of these best practices can serve to help other manufacturers to identify strategic goals to ensure they will be able to grow and prosper in the future."

In addition to Tegra Medical, the **2010 Next Generation Manufacturing Award Finalists** include:

Barry Controls, located in Hopkinton, is a manufacturer of a wide range of motion control and anti-vibration products and systems used by the aviation/aerospace, defense and transportation industries. The company is part of the Hutchinson Group, a market leader in the industrial rubber sector and a division of Total Chemicals.

Checkerboard LTD, located in West Boylston, is a family owned and operated designer and printer of invitations for every special occasion including weddings, parties and special events. The firm prints 100 percent of its products in the United States and sells them in both domestic and international markets.

FIBA Technologies, founded in 1958 and located in Millbury, is a leading supplier of gas containment equipment and services for the industrial gas, chemicals, specialty gas, offshore oil/gas exploration, and alternative fuel industries around the globe.

Incom, Inc., founded in 1971, is a privately held company headquartered in Charlton. It is a leading manufacturer of commercial rigid, fused fiberoptic faceplates, tapers, and microwell arrays. Incom's diverse products are used by customers in the dental, medical, defense, life science and homeland security sectors.

MTD Micro Molding, established in 1972 as Miniature Tool & Die, quickly established itself as a leading manufacturer of miniature connector injection molds for the defense and electronic industries. Today, MTD Micro Molding continues to grow and manufactures world class microscopic molded components for the medical device industry in its precision clean room facilities located in Charlton.

John Matouk Company, Inc. was founded in Italy in 1929 to export Italian linens to the United States. Forced to move production to the United States with the outbreak of World War II, the firm

moved to Fall River from New York in 1985. Today under the third generation of family stewardship the company remains committed to designing and manufacturing the world's best made linens for discerning clientele around the world.

Savage Arms, Inc., organized in 1894, has been owned by numerous public and private firms throughout the years. However, since 1995 the firm has been owned by Savage Sports Corporation. Headquartered in Westfield, the company designs and manufactures centerfire rifles, rimfire rifles, shotguns, muzzleloaders and shooting sports equipment.

Commenting on the NGM Award finalists, Jim Byman, a partner at McGladrey, a public accounting and consulting firm said, "The breadth and scope of the finalists involved in manufacturing advanced products ranging from firearms to nano components used in aerospace and medical device applications underscore how important manufacturing is to the commonwealth's economic wellbeing, and the competence of our manufacturers is one reason why the Commonwealth is ranked as one of the ten top states in terms of merchandise exported to foreign markets, despite our rather modest population."

About NGM Award Sponsors:

Massachusetts Manufacturing Extension Partnership

Phone: (508) 831-7020

MassMEP is a statewide nonprofit entrepreneurial organization that provides manufacturing extension services to the Commonwealth's 10,000 existing small and emerging and medium size manufacturing enterprises (SME's), and is affiliated with the National Institute of Standards and Technology, Manufacturing Extension Partnership and the Massachusetts Executive Office of Labor & Workforce Development.

www.massmep.org

Associated Industries of Massachusetts

Phone: (617) 262-1180

Chartered in 1915, AIM is the largest nonprofit, nonpartisan association of Massachusetts employers. AIM's mission is to promote the well-being of its members and their employees and the prosperity of the Commonwealth by improving the economic climate of the Commonwealth, proactively advocating fair and equitable public policy, and to provide relevant, reliable information and excellent services.

www.aimnet.org

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Phone: 617-912-9000

McGladrey is one of the largest US professional services firms with over 90 national offices offering accounting, tax and business consulting to manufacturing, distribution and wholesalers from emerging through growth companies. Our 500 Boston Office professionals are proud to sponsor the NGM Award to further demonstrate our commitment to manufacturing excellence. McGladrey differentiates itself from other smaller and larger firms by providing hands on, professional services from senior managing directors and coordinated resources locally, nationally and globally through our international offices in 70 countries.

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