



Providing networking and support for manufacturers serving the medical industry.

# MedNet News

## Upcoming Events

### MedNet Networking Event

Tuesday, March 18, 2008  
4:30-6:00 p.m.

Chateau Lamothe Event Center  
14351 Nicollet Court  
Burnsville, MN 55306

Socialize and discuss industry trends with your fellow members and guests. Complimentary hors d'oeuvres with cash bar available.

For information on Chateau Lamothe and directions go to [www.chateaulamotheevents.com](http://www.chateaulamotheevents.com).

## Helpful Links

For those who want to learn about or keep up on the medical device industry, check out [www.devicelink.com](http://www.devicelink.com).

*This tip brought to you courtesy of Anja White of Heraeus Vadnais, Inc.*

If you are looking for employees or want answers to almost every question you could have about Minnesota business go to [www.deed.state.mn.us](http://www.deed.state.mn.us) and follow all the links.

*This tip brought to you by Skip Nienhaus of the City of Burnsville.*

## Give Us Your Tidbits

Med Net News is emailed to members and friends on a quarterly basis. If you have tips, industry information, news about your company, or anything you wish to share send the information to [skip.nienhaus@ci.burnsville.mn.us](mailto:skip.nienhaus@ci.burnsville.mn.us). We will make every attempt to include any information sent our way.

## Seminar Delivers Practical Advice

At the Med Net seminar held on January 22<sup>nd</sup> attendees heard first hand experiences about a transition from a supplier to the automotive industry to the medical device industry. Anja White, COO and Kelly Strichter, Engineering Manager, detailed the changes, hurdles, and successes they encountered as they transitioned the market focus of their company. The information presented outlined the

differences they needed to address from marketing to hiring practices. This seminar was a primer for any owner/manager hoping to make the move into the medical device supplier chain.

### Upcoming Seminar

The next seminar is scheduled for May 20 at the University Enterprise Laboratories (UEL). The presentation will be by the Academic and Corporate Relations Center whose

purpose is to help business connect with the University resources, facilities, and programs to help your business improve. The event will be from 8:00 to 10:00 a.m., with a tour of the UEL incubator facility. Mark your calendars to come learn how you can make the University work for you! Additional details and registration will be available on the website, [www.mnvalleymednet.org](http://www.mnvalleymednet.org) in the immediate future.

## Welcome New Board Members!

The Med Net Board is happy to announce that Anja White of Heraeus Vadnais, Inc. and Brad Tutch of Automated Control Systems have joined the board of directors. Both will serve for the balance of

2008. As Med Net grows we are still looking for individuals who would consider stepping up to a leadership position in the organization. If you are interested in learning more

about serving on the board please contact any board member listed on the website, [www.mnvalleymednet.org](http://www.mnvalleymednet.org).

## Network - Network - Network

The next Med Net Networking event will be on March 18<sup>th</sup> from 4:30-6:00 p.m. at Chateau Lamothe, 14351 Nicollet Court, Burnsville, MN 55306.

Join us at the Chateau Lamothe Event Center to socialize and discuss industry trends with your fellow members and guests. Complimentary hors

d'oeuvres with cash bar available. For information on Chateau Lamothe and directions go to [www.chateaulamotheevents.com](http://www.chateaulamotheevents.com).

## Virtual Incubator

The Strive Business Growth Center has opened in the Partners In Education facility in Apple Valley. Conference space, mailing address, executive suite, and classroom space is available for a monthly fee of \$55. The facility is designed for the emerging business that needs a professional atmosphere until they transition into office space. For more information go to [www.dctcbei.com](http://www.dctcbei.com) or call 651-423-8600.

## Manufacturing to Rebound:

Manufacturers Alliance, an economic think tank has announced that they expect production growth to drop from 1.9% in 2007 to .5% in 2008, but to rebound to 3.4% growth for 2009. They expect the growth to be driven by high tech industrial production, which they see rising 14.3% in 2008 and 10.1% in 2009.