

# ConMed Linvatec

A hallmark of  
business growth and  
success in Pinellas



For more than 45 years, **ConMed Linvatec** has proven to be a hallmark of business growth and success in Pinellas County. With a local staff of more than 1,100 employees, and hundreds more world-wide, the Largo-based company is one of Pinellas' larger businesses. Knowing that even the most sizable companies can benefit from assistance, Linvatec has long maintained a relationship with **Pinellas County Economic Development (PCED)**. "By utilizing PCED's tools and knowledge, we've been able to find solutions to our development challenges," explains Linvatec President Joe Darling. "Business assistance comes in a variety of shapes, whether the client is a potential entrepreneur with an idea or a Fortune 500 corporation; we're very fortunate here in Pinellas to have an agency with the experience and connections to help us move our business forward."

Indeed, PCED has helped the developer and manufacturer of medical devices and disposable products with a variety of questions over the years. Since 2007, Linvatec has successfully applied for and received over \$250,000 in training grants with PCED's assistance. This includes a recent **Incumbent Worker Training (IWT)** Grant in the amount of \$50,000, used to train 30 employees. The IWT program provides training to currently employed workers at Florida companies for the purpose of maintaining competitiveness in a global economy and for business retention. "As a qualified targeted industry, Linvatec has been able to use these training grants to keep our employees ahead of the technological curve. With

a staff trained in the latest innovations, we're able to maintain our position as a global leader in the fields of arthroscopy, multi-specialty endoscopic medical video systems and powered surgical instruments," says Darling.

PCED staff has also aided Linvatec in making connections with local suppliers, enabling the company to procure items cost-effectively while supporting business throughout Pinellas County. A recent plan for expansion could have been derailed by the need for more parking. Working with PCED, Linvatec was provided with a variety of options and contacts within Pinellas County government that resulted in both an immediate fix and the potential for greater expansion in the future.

ConMed Linvatec continues to build upon its successful growth in Largo, expanding its scope and breadth of services to meet the global demand for innovative medical devices, while adding and retaining jobs in Pinellas. By continually developing new products and applications, the company has created unique tools used in the fields of sports medicine, podiatry, and oral/maxillofacial, hand and neuro-surgeries. Darling affirms, "Linvatec strives to set the standard in cost-effective, minimally invasive surgical instruments. To maintain that position, we must remain aware of industry conditions and opportunities for further growth – and a good part of that process is tapping your resources. It's good to know that the members of Pinellas County Economic Development are there to help us build our future."

Learn more about ConMed Linvatec and its products at [www.linvatec.com](http://www.linvatec.com).

Can your business take advantage of Pinellas County Economic Development's expertise? Call (727) 464-7332 or visit [www.PCED.org](http://www.PCED.org) to learn how.



PINELLAS  
COUNTY

ECONOMIC DEVELOPMENT  
[WWW.PCED.ORG](http://WWW.PCED.ORG)