

Surgically Charged for the Future



Since 1992, **Endo-Therapeutics** has found a home in Pinellas County, first in **Safety Harbor**, and now in **Clearwater**, Florida. And in that time, the medical device manufacturer has undergone rapid growth, expanding both its staff and facility, adding job opportunities for the skilled workforce of Pinellas County and contributing to the area's strong showing in medical technology. Says Pete Sanchirico, President of Endo-Therapeutics, "Pinellas County is a great fit for our company. Here, we've found support for our industry, local suppliers for our product requirements, excellent quality of life, and employees with the abilities required for our highly technical work."

Endo-Therapeutics also found in Florida an opportunity to expand its employees' skills to meet the demands of an industry based on innovation. Working with **Pinellas County Economic Development**, the company recently applied for and received over \$27,000 in **Incumbent Worker Training** grant funds to train 77 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.

At Endo-Therapeutics, advanced training leads to profitable business. "We're committed to providing our clients with excellent service and technical expertise at a competitive price," explains Sanchirico. "By developing and enhancing the skills of our employees,

we're able to continue designing the tools required by a rapidly changing medical industry." Endo-Therapeutics produces and markets endoscopic instruments and accessories through its BioCeps division in the U.S. and through private labels and distributors in the US and around the world. Additionally, the company works with inventors and other companies seeking product development and manufacturing opportunities. The IWT grant will allow almost the entirety of Endo-Therapeutics' staff to partake in training necessary to maintain the company's competitive edge.

Opening with 5 employees in 1992, Endo-Therapeutics today boasts more than 80, having doubled its staff over the past five years. The company has more than tripled its size since inception and increased its facility space from 5,000 square feet to a current 17,000 square feet with plans to expand further in the future. "It is encouraging to see Endo-Therapeutics expand locally by having the foresight to **redevelop** and alter an existing space to meet their manufacturing needs," commented Danielle Ruiz, PCED Business Development Manager.

Learn more about Endo-Therapeutics at www.bioceps.com.

Pinellas County Economic Development can help your business succeed. Learn how at www.pced.org.

