

# CASE STUDY: Sorin Cardiopulmonary

Interview with **Dan Pace, Facility Manager**

## Situation

Sorin researches, manufactures, and delivers cardiovascular products that help improve the health and quality of life of more than 1 million patients in 100 countries every year.

**“My relationship with Hellman’s safety managers over the years has been outstanding. They know our building, they know our people, and they know our manufacturing processes. We had an unexpected OSHA visit and Ryan stepped in to address the issues on our behalf. It’s nice to have somebody like that in your corner.”**

## Challenge

In 2007, Sorin shut down their plastic injection molding operation and clean room at their Colorado facility so they could focus on their core competency, manufacturing Perfusion Tubing Systems (PTS). As Sorin right-sized their business, they also needed to right-size their EHS support level. They were looking for site- and industry-specific support based on their evolving needs.

## Solution

Hellman & Associates (H&A) proposed an outsourced safety management model that would assume the EHS functions of Sorin’s previous full-time safety manager under a 16-hour per week contract. In addition, H&A took over hazardous waste management and disposal, which was being outsourced to another company. As Sorin withdrew from the clean room they previously occupied, H&A helped mitigate the hazardous waste and supported the due diligence reviews and documentation required for the space to be transitioned to its new tenant. Once the right-sizing was complete, H&A continued to partner with Sorin to meet their compliance and training obligations, gaining efficiencies that eventually ramped Sorin’s contract down to just four hours per week.

**“Hellman & Associates is a reliable, stable, excellent company. The people Ryan has hired all love working there, and it is apparent in their diligence serving their customers. They are responsive, knowledgeable, and top-notch in the field of environmental health and safety. I can rest assured they are monitoring our operations to make sure we’re safe.”**

## Results

Since 2007, H&A has reduced Sorin’s environmental health and safety commitment from a full-time safety manager to four hours a week. H&A remains flexible to Sorin’s changing needs, and recently transitioned training tools and documentation to Sorin’s management team in response to the company’s initiative to move baseline training in-house. H&A continues to perform onsite inspections as well as training in specialty areas such as hazardous waste removal and logging, ergonomics, chemical handling, and respiratory safety. Sorin’s comprehensive program continues to improve safety in the workplace, with injuries dropping 43% in the past three years alone.