

# MEET THE BOARD

**Ray Baynard**

HIRA Board – Manufacturer

2018 – 2019

President / Tex-Care Medical

## **How long have you been a member of HIRA?**

I have been a member since 2012 and served on the board for almost 5 years.

## **What is it about HIRA that makes you continue your membership?**

The Representative members of HIRA are product and regional experts. Having access to this knowledge base has proven to be significantly valuable to our company. The amount of time and money it would take to develop these resources internally would be cost prohibitive and detrimental to our company, to the market and ultimately to the patients we are trying to serve. HIRA membership helps break down all those barriers.

## **How long have you been in the Medical Device Manufacturing business?**

1998 was my first year at Tex-Care Medical.

## **Briefly describe your company?**

Tex-Care Medical was started in 1995 as an OEM component supplier to the custom procedural tray (CPT) medical industry. Twenty-three years later we are still supplying components for CPT suppliers as well as providing components for disposable surgical gowns, facemasks and casting systems. Tex-Care Medical also produces a number of private label products for many of the large manufacturers/distributors.

## **What Innovations, best practices and/or changes has your company made recently?**

Tex-Care Medical's first large break through was with an impervious extremity drape. Since then, Tex-Care has successfully received one patent and has a second patent pending. Recently we have had several innovative developments, unfortunately, I am not allowed to discuss due to Confidentiality Agreements. What I can say is, Tex-Care Medical has a long tradition of automation and we are in the process of deploying collaborative robots. Tex-Care Medical is ISO 13845:2016 certified to insure consistent product quality as well as design and development controls.

## **How has your product sector and/or market place changed in the last two years?**

IDN's have changed the playing field for our business. The continuous consolidation of manufacturing companies resulted in fewer contact points for our OEM products. However, the IDN's have provided new business opportunities that did not exist before. Additionally, Asian imported products no longer have the same level of competitive advantages they once enjoyed.

## **What have you learned and/or what contacts have you made through HIRA that have had the greatest positive impact on your business?**

HIRA's annual conference provides a wonderful opportunity to learn about the current industry trends as well as reconnect with Reps that aren't currently carrying our products. Throughout the year we are all focused on the tasks of the moment and do not always keep our business networks as fresh as we should. What I have learned is the annual conference allows me to refresh those network contacts and when I need to make a call for assistance it's not completely out of left field after 3 years of no contact. As a result, my response rates have been fantastic.

## **What is one interesting fact that people may not know about you?**

I have not failed at any task for the past 20 years. I simply learned how **not** to complete the task. So, I keep trying and my list keeps getting longer.

## **Tell us a little about yourself, outside of your work.**

My wife and I have been married 21 years. We have two daughters and a son. The oldest is a Junior in college, the middle is a senior in high school and the youngest is an eighth grader. My free time usually consists of driving the kids to sporting events all over the South East. My goal is to one day take a Saturday afternoon nap.