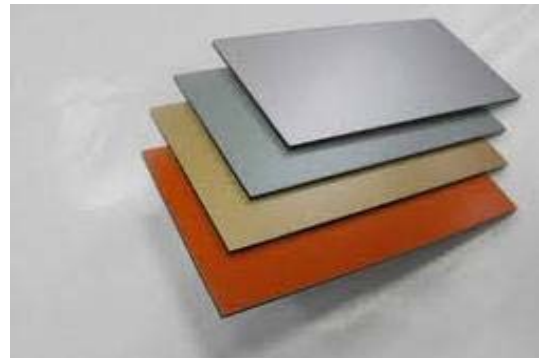


Trade Adjustment Assistance for Firms (TAAF)

## Composite Materials Manufacturer

### CHALLENGE

Competition from larger, more advanced companies in Europe



In the two years prior to starting TAAF:

**Sales Change:** -50%

**Jobs Change:** -37%

NWTAAC assisted company to prepare a petition for TAAF

*We expect to see trade impact in old-line, labor intensive industries; but not with advanced materials and processes*

Referred to TAAF by:

Washington Labor Liaison

### SOLUTION

NWTAAC worked with management to document a strategy to downsize company and target products and market segments with opportunity for building materials.

**Investment** NWTAAC secured approval for \$150,000 for outside expertise with the company matching at 50% (\$75,000). The company invested \$6.7 Million to fully implement the strategy.

**Outside Expertise** \* Corporate Reorganization with IOE Advisory

### RESULTS

TAAF focused on corporate reorganization - a requirement for downsized operations or acquisition. The company was acquired shortly after starting TAAF. The firm employed \$75,000 of TAAF assistance over 1 year.

Results from start of TAAF:

**Sales Change:** 1%

**Jobs Change:** -17%

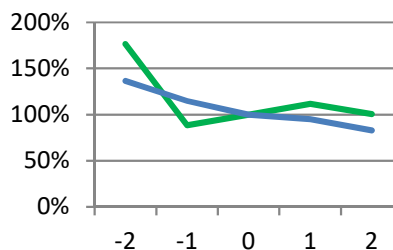
**Productivity:** +21%

**TAAF Usage:** Full

**Status at Close:** Company acquired

**Long-term:** Continued operation by new owner

**Table:** Indexed **SALES** and **JOBS** by program year, TAAF start = 100% and year 0.



\*Active for 1 year with 2 years of follow-up

TAAF helps companies (typically: small, closely held/family owned) to overcome challenges from import competition. Help focuses on business strategy and outside expertise. The program is single use with a cap on assistance.



## NorthwestTAAC

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## Trade Adjustment Assistance for Firms

Alaska, Idaho, Oregon, Washington



NWTAAC is a private, non-profit organization with over 35 years experience in the Pacific Northwest