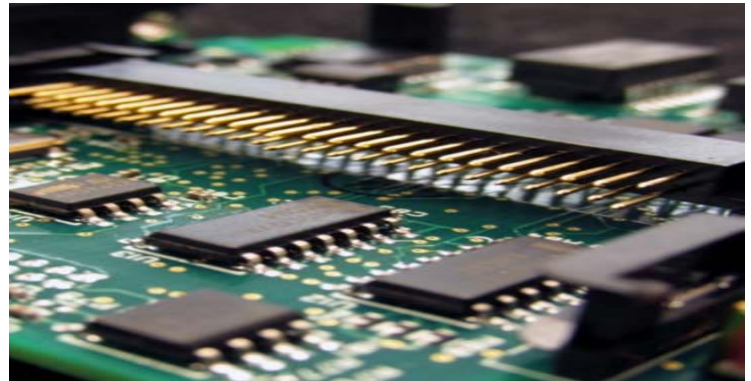


Electronics Manufacturer

CHALLENGE

Competition based on lower costs from China and Taiwan



In the two years prior to starting TAAF:

Sales Change: -17%

Jobs Change: 8%

NWTAAC assisted company to prepare a petition for TAAF

Through TAAF, we increased productivity with lean training and increased sales and customer satisfaction with sales training.

Referred to TAAF by:

Local Economic Dev. Office

Company Executive

SOLUTION

NWTAAC worked with management to document a strategy to focus on quality and rapid delivery; and, entry into the aerospace industry.

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

Outside * Marketing with Fish Marketing

Expertise * Sales Training with Schneider Training

* Quality System Training with Weeks Planning

* Lean Practices with Impact Washington

RESULTS

TAAF focused on marketing, conversion to lean practices and related training. The company expected benefits to extend into the long-term. The firm employed \$74,960 of TAAF assistance over 7 years.

Results from start of TAAF:

Sales Change: 95%

Jobs Change: 17%

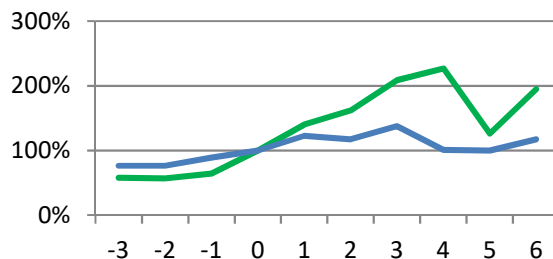
Productivity: +66%

TAAF Usage: Full

Status at Close: Company expanded

Long-term: Operating with expanded facility

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



*Active for 7 years with 0 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.



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Trade Adjustment Assistance for Firms

Alaska, Idaho, Oregon, Washington

