

Trade Adjustment Assistance for Firms (TAAF)

**Technical Equipment Manufacturer**

**CHALLENGE**

Competition from low cost and larger companies in China, Korea, and Taiwan



*In the two years prior to starting TAAF:*

**Sales Change:** 3%  
**Jobs Change:** -7%

NWTAAC assisted company to prepare a petition for TAAF

*Small manufacturers of high quality products with high U.S. parts content are becoming rare. Assistance from TAAF helps us stay competitive.*

Referred to TAAF by:

NWTAAC Regional Outreach

Manufacturing OEM Executive

**SOLUTION**

NWTAAC worked with management to review and advise on a strategy to develop new products as an inducement to acquisition (a viable path to continued operation).

**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** \* Product research with various service providers

**Expertise** \* Research & development with Embin

\* Manufacturing engineering with various service providers

\* Other operations improvements with various service providers

**RESULTS**

TAAF focused on product development. The company was acquired by a larger company that was able to more effectively distribute the products. The firm employed \$73,667 of TAAF assistance over 6 years.

*Results from start of TAAF:*

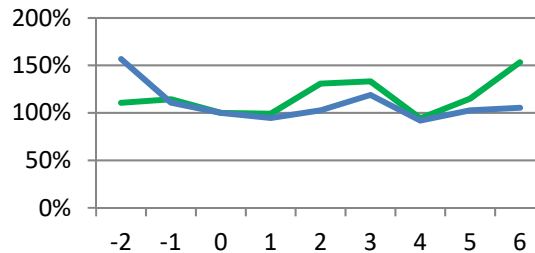
**Sales Change:** 53%  
**Jobs Change:** 5%  
**Productivity:** +45%

**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 6 years with 1 year 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

