

Tool Manufacturer

CHALLENGE

Competition based on lower costs from China and India.



In the two years prior to starting TAAF:

Sales Change: -15%
Jobs Change: -7%

NWTAAC assisted company to prepare a petition for TAAF

Referred to TAAF by:

Local Economic Dev. Office

Once we started down the lean path there was no turning back - it was a complete work culture change.

Company executive

SOLUTION

NWTAAC worked with management to review and advise on a strategy to specialize in the professional segment and transition to Lean Manufacturing.

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 Expertise * Lean Manufacturing Implementation with OMEP

RESULTS

TAAF focused on a thorough transition to lean principles. The company stabilized at a smaller scale in this very challenging import impact scenario. The firm employed \$65,346 of TAAF assistance over 6 years.

Results from start of TAAF:

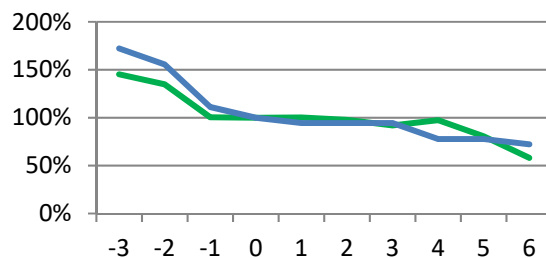
Sales Change: -42%
Jobs Change: -28%
Productivity: -20%

TAAF Usage: Full

Status at Close: Company stabilized

Long-term: Continued operation and growth

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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