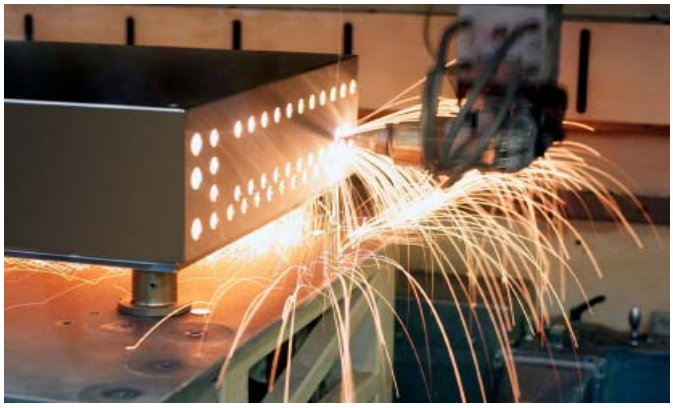
NWTAAC Trade Impact Case Study

Trade Adjustment Assistance for Firms (TAAF)

Sheet Metal Manufacturer



When a commodity has wide variation in price per territory, such as steel, downstream producers are subject to basic cost variations.

CHALLENGE

Competition from low cost producers of steel products in China and Mexico

In the two years prior to starting TAAF:

Sales Change: -12%
Jobs Change: -25%

NWTAAC assisted company to prepare a petition for TAAF

Referred to TAAF by:

NWTAAC Regional Outreach

SOLUTION

NWTAAC worked with management to review and advise on a strategy to shift to contract manufacturing in aerospace.

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

* Quality Systems with WMS
* Website & Brochure with Klundt / Hosner
* Lean Manufacturing with various vendors

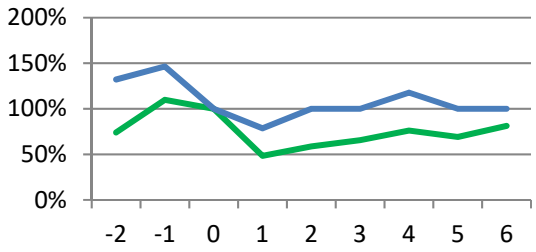
RESULTS

TAAF focused on operations improvements and marketing. The company maintained viable operations and succeeded in its transition to aerospace. The firm employed $37,418 of TAAF assistance over 5 years.

Results from start of TAAF:

Sales Change: -19%
Jobs Change: 0%
Productivity: -19%
TAAF Usage: Limited
Status at Close: Company stabilized
Long-term: Continued operation

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



*Active for 5 years 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.

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

Trade Adjustment Assistance for Firms
Alaska, Idaho, Oregon, Washington

EDA
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