

Trade Adjustment Assistance for Firms (TAAF)

Composite Parts Manufacturer

CHALLENGE

Competition from China and Europe in this emerging technology



In the two years prior to starting TAAF:

Sales Change: 5%
Jobs Change: -18%

NWTAAC assisted company to prepare a petition for TAAF

We have customers today that we would not have had without the TAAF projects.

Referred to TAAF by:

Web Search / NWTAAC Website

Company executive

SOLUTION

NWTAAC worked with management to review and advise on a strategy to penetrate new customer segments and manage scale increase.

Investment NWTAAC secured approval for \$150,000 for outside expertise with the company matching at 50% (\$75,000). The company invested \$7.4 Million to fully implement the strategy.

- Outside** * QMS Certification with Orion Registrar
- Expertise** * QMS Development with ETI Group
- * Organizational Development with Terry Hildebrandt & Associates
- * Information System Development with Impact Washington

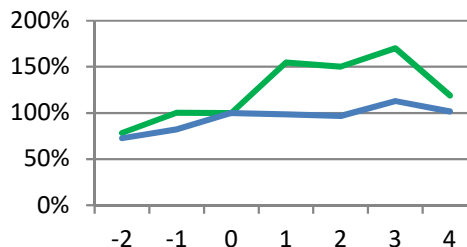
RESULTS

TAAF focused on quality credentials to support sales growth and fundamentals for company expansion. The company experienced initial growth coupled with growing import competition. The firm employed \$41,221 of TAAF assistance over 5 years.

Results from start of TAAF:

Sales Change: 19%
Jobs Change: 2%
Productivity: +17%

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



*Active for 5 years with 0 years of ongoing follow-up

TAAF Usage: Partial

Status at Close: Company expanded

Long-term: Company operating and hiring

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

