

Trade Adjustment Assistance for Firms (TAAF)

Metal Casting Manufacturer

CHALLENGE

Low cost imports (China) and offshoring of customers (Mexico)

In the two years prior to starting TAAF:

Sales Change: -14%

Jobs Change: -17%

NWTAAC assisted company to prepare a petition for TAAF

Referred to TAAF by:

Industry Newsletter



Due to the TAAF projects, we increased sales both in ways we anticipated and ways we did not.

Company executive

SOLUTION

NWTAAC worked with management to review and advise on a strategy to expand capabilities through quality and service while reducing costs.

Investment NWTAAC secured approval for \$30,000 for outside expertise with the company matching at 25% (\$7,500). The company invested \$850,000 to fully implement the strategy.

- Outside Expertise**
- * Quality System Upgrade with MQMS
 - * Quality Registration with UL - DQS
 - * Website Redesign with Pacific Business Applications

RESULTS

TAAF focused on quality registration and promotional improvements. The company increased sales and stabilized at a higher level of activity. The firm employed \$16,398 of TAAF assistance over 5 years.

Results from start of TAAF:

Sales Change: 15%

Jobs Change: 14%

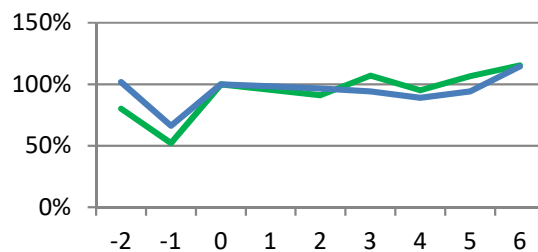
Productivity: +1%

TAAF Usage: Partial

Status at Close: Company recovered

Long-term: Company operating at sustained levels

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



*Active for 5 years with 2 years of ongoing 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

