

Trade Adjustment Assistance for Firms (TAAF)

Aluminum Parts Manufacturer

CHALLENGE

Competition based on cost and offshoring from China and Mexico



In the two years prior to starting TAAF:

Sales Change: -7%

Jobs Change: -20%

NWTAAC assisted company to prepare a petition for TAAF

TAAF helped us succeed. The projects were essential. My thanks for helping us to launch and succeed with a made in America product.

Referred to TAAF by:

NWTAAC Regional Outreach

Company executive

SOLUTION

NWTAAC worked with management to develop a strategy to shift from contract manufacturing to designing, building, and branding a new product.

Investment NWTAAC secured approval for \$110,000 for outside expertise with the company matching at 50% (\$55,000). The company invested substantial additional funds to fully implement the strategy.

Outside * Controller Design with Peterson, Feynman & Innovative Control

Expertise * Marketing Plan & Launch with Market Accelerators & Dunham

* ERP Training with MIE

RESULTS

TAAF focused on development and launch of a new product and improved operations. The company's new product was successful and the contract manufacturing business also recovered. The firm employed \$51,738 of TAAF assistance over 5 years.

Results from start of TAAF:

Sales Change: 288%

Jobs Change: 128%

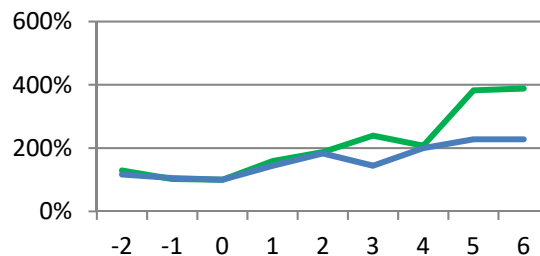
Productivity: +70%

TAAF Usage: Full

Status at Close: Company expanded

Long-term: Operating and growing

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

