

Plastic Parts Manufacturer

CHALLENGE

Competition from low cost producers in China



For contract manufacturers, the relocation of a major customer to a foreign country can be sudden and difficult to recover from.

In the two years prior to starting TAAF:

Sales Change: -21%

Jobs Change: -21%

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 increase sales through marketing and recognized quality.

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

Outside Expertise * Quality System Consulting with ETI

RESULTS

TAAF focused on quality system adherence to universal standards. The company continued operation at a reduced level. The firm employed \$7,875 of TAAF assistance over 5 years.

Results from start of TAAF:

Sales Change: -28%

Jobs Change: -17%

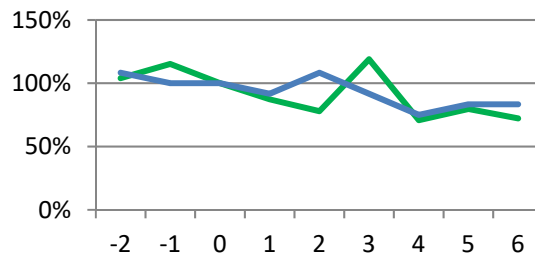
Productivity: -13%

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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