



Office Location:
Newark

NEW JERSEY MANUFACTURING EXTENSION PROGRAM, INC. (NEW JERSEY MEP) Serving firms statewide through a headquarters office in Newark, NJ. Contact: Robert L. Loderstedt, President, New Jersey Manufacturing Extension Program, Inc. @ NJIT, University Heights, GITC Suite 3200, Newark, NJ 07102, (973) 642-7099, Fax: (973) 596-5530, email: bloderstedt@njmep.org, Website: <http://www.njmep.org>

**THE
MANUFACTURING
EXTENSION
PARTNERSHIP
IN NEW JERSEY**

Manufacturing Extension Partnership (MEP) is a nationwide system of services and support for smaller manufacturers to become more globally competitive. At the heart of the system is a network of affiliated, locally-based manufacturing extension centers. Each center, like New Jersey MEP, is a partnership, typically involving federal, state, and local governments; industry; educational institutions; and other sources of expertise, information and funding support.

COMPANY CLIPS

Acquisition Increases Sales By 25 Percent For FPI Thermoplastic Technologies

FPI Thermoplastic Technologies designs and manufactures custom and proprietary plastic products for industrial and retail markets. Located in Morristown, the company currently employs 135 people and has annual sales of \$13 million. FPI Thermoplastic Technologies' customers include Fortune 500 companies such as McDonald's, Target, Walmart, Walgreens, Tyco, Siemens, and Revlon.

FPI Thermoplastic Technologies (FPI) received an introduction to the New Jersey Manufacturing Extension Partnership (NJMEP) through the Morris Area Development Group as part of its economic development program. FPI recently lost some business as a result of overseas competition and experienced a significant reduction in orders from a major client due to the economic downturn. These losses motivated FPI to evaluate its business strategy and growth plans, and NJMEP stepped in to help.

NJMEP provided new business acquisition support by identifying target companies, conducting thorough business reviews of these companies, developing a Memorandum of Understanding supporting initial negotiations, and assisting in the final agreement. One of the prospective target companies had a lucrative real estate deal and was looking for options for his business. A merger with FPI was a win-win situation for both companies. NJMEP met with the company, reviewed its business operations, and then introduced the client to FPI. After a year of negotiations between the two companies, facilitated by NJMEP, they reached a final agreement. FPI acquired this \$2 million plastic business and increased its sales and plant capacity by 25 percent. FPI and NJMEP are currently focusing on supply-chain management issues to improve its productivity and efficiency.

Continued

STATE STATS

DATA* COVERS JANUARY TO DECEMBER 2001

Number of projects completed with firms	286
Number of firms served	289
Number of firms served for the first time	139
Federal cost share for current operating year	\$1,666,200
State/other cost share for current operating year	\$3,332,400

**Data as reported from center*

DATA** COVERS JANUARY TO DECEMBER 2001

Increased sales & retained sales	\$51,509,001
Client capital investment	\$31,352,850
Total cost savings	\$13,638,050
Jobs (created & retained)	392

***Source: Independent client impact survey*

**For additional information,
contact Dede McMahon 301-975-5020**



Henry Troemner Improves Productivity And Reduces Costs With Lean Manufacturing

Henry Troemner LLC, founded in 1840, began as a manufacturer of weight balances. Today it is one of the world's leading suppliers of precision weights and mass standards. The company's commercial metrology laboratory offers comprehensive weight calibration and certification services. Henry Troemner is located in Thorofare and currently employs 120 people, with \$14 million in annual sales.

The Delaware Valley Industrial Resource Center (DVIRC) introduced Henry Troemner to the New Jersey Manufacturing Extension Program, Inc. (NJMEP) when the company relocated from Pennsylvania to New Jersey. As the company settled into its new location, Henry Troemner wanted to establish new techniques to improve productivity and lower costs. The company engaged NJMEP to help devise and implement better manufacturing practices.

NJMEP evaluated Henry Troemner's needs and decided to establish lean and cellular manufacturing techniques to help the company reach its goals. NJMEP designed the engagements and managed the project, and brought in Tim Swanson of TSG Associates—an expert in lean manufacturing—to implement the program. Over the course of a year, the NJMEP team managed and facilitated 11 projects at Henry Troemner. One hundred company employees and five suppliers participated in five lean manufacturing workshops with live simulation projects. Production, office, and management personnel helped implement six cellular/flow manufacturing projects at the facility. By July 2001, Henry Troemner began to realize savings. In addition to reducing costs by 20 percent and improving productivity by 20 percent—the original goals of the projects—the company reduced lead-time from four weeks to two weeks. By increasing available capital, the company is in a position to grow its business and become more competitive in the industry. However, the biggest gain is in the improved skill levels and enthusiasm of its employees, 100 of whom are now training in lean manufacturing practices. Investing in training increased morale and employee commitment to the success of the company. NJMEP continues to work with Henry Troemner on other projects, encouraging positive momentum by providing consulting support for cellular implementation as well as a new product design project. Plans are underway to work with Henry Troemner's suppliers, introducing lean practices all along the supply chain.