

Office Location:
Hanover Township



NORTHEASTERN PENNSYLVANIA INDUSTRIAL RESOURCE CENTER (NEPIRC) Serving 11 counties throughout northeastern and central Pennsylvania. Contact: William Desciak, 75 Young Street, Hanover Township, PA 18706, (570) 819-8966, Fax: (570) 819-8931, Email: bill@nepirc.com, Website: <http://www.nepirc.com>

**THE
MANUFACTURING
EXTENSION
PARTNERSHIP
IN PENNSYLVANIA**

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 NEPIRC, is a partnership, typically involving federal, state, and local governments; industry; educational institutions; and other sources of expertise, information and funding support.

COMPANY CLIPS

Lean Manufacturing Makes a Big Splash at Wilkes Pool

Wilkes Pool Corporation is a manufacturer of in-ground and on-ground pools, as well as all types of pool accessories. To keep up with the demands of its clients, the company needed assistance in reorganizing plant and office operations.

The Northeastern Pennsylvania Industrial Resource Center, Inc. (NEPIRC) performed improvement process reviews and found that Wilkes Pool needed to change its sales order and assembly processes to make them more efficient. NEPIRC administered training in lean manufacturing to every employee, and then moved on to develop and implement more advanced lean initiatives.

Wilkes Pool has always been a very traditional company, but manufacturing is a very different process now then it was when the company originated. Now the company is committed to the value of continuous improvement and the employees are seeing this as a cultural change at Wilkes Pool. Management now perceives lean implementation events as tools that can be used to put that cultural change into place. They are important elements that allow changes to happen from the bottom up, yielding a positive impact on employee morale and, subsequently, the quality and overall success of the company.

STATE STATS

DATA* COVERS JANUARY TO DECEMBER 2001

- Number of projects completed with firms
246
- Number of firms served
109
- Number of firms served for the first time
12
- Federal cost share for current operating year
\$504,000
- State/other cost share for current operating year
\$1,008,000

**Data as reported from center*

DATA** COVERS JANUARY TO DECEMBER 2001

- Increased sales & retained sales
\$10,785,000
- Client capital investment
\$28,845,802
- Total cost savings
\$2,965,999
- Jobs (created & retained)
304

***Source: Independent client impact data*

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

