



**Office Locations:**  
 Baton Rouge, Lafayette,  
 New Orleans, Shreveport

MANUFACTURING EXTENSION PARTNERSHIP OF LOUISIANA (MEPoL) Serving Manufacturers throughout Louisiana. Located at the University of Louisiana at Lafayette. Contact: Vincent "Van" Landry, P.O. Box 44172, Lafayette, LA 70504, (337) 482-6767, Fax: (337) 262-5472, Email: mepol@louisiana.edu, Website: <http://www.mepol.org>

**THE  
 MANUFACTURING  
 EXTENSION  
 PARTNERSHIP  
 IN LOUISIANA**

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

**COMPANY CLIPS**

**Label Concepts Improves Accounting Power With New Software**

Label Concepts, LLC is a small commercial printing company located in Parks. Products include labels, tags, and custom printing jobs. The privately owned company, founded in 1997, employs nine people and has a local and national customer base.

Label Concepts did not have an accounting program that coordinated with its manufacturing system. The company was using Quickbooks, which made order management difficult and did not properly support operations. To compound the problem, the company's computer networking structure was not working. Label Concepts contacted the Manufacturing Extension Partnership of Louisiana (MEPoL) for assistance. With help from MEPoL, Label Concepts obtained a grant from the Louisiana Department of Economic Development to finance an upgraded accounting system. MEPoL brought in third-party consultant Ed Dauphin, owner of Solutions for Business, to provide solutions for the company's accounting problems. Mr. Dauphin went over the accounting books at Label Concepts and helped implement database administration (DBA) accounting software that coordinated with the company's manufacturing system. He also helped the company revise and clean its books, adjust depreciation schedules, and locate assets the company didn't realize it had. Bart Adams of Gary Olson & Associates is working with Mr. Dauphin to configure and implement the DBA product for Label Concepts.

MEPoL helped the company transfer its networking structure from a peer-to-peer network to a dedicated server with a firewall. This new system allowed Label Concepts to expand its capability by installing new image setting equipment. Now Label Concepts can take on business that previously would have been outsourced. The new system offers wireless access and allows Label Concepts employees to share files properly and get their work done more efficiently. To accommodate the anticipated growth resulting from these changes, the company moved from a 3,200 square-foot facility to a 5,600 square-foot facility and increased the number of employees by 15 to 20 percent.

*Continued*

**STATE STATS**

DATA\* COVERS JANUARY TO DECEMBER 2001

- Number of projects completed with firms  
**135**
- Number of firms served  
**93**
- Number of firms served for the first time  
**33**
- Federal cost share for current operating year  
**\$584,200**
- State/other cost share for current operating year  
**\$1,168,400**

*\*Data as reported from center*

DATA\*\* COVERS JANUARY TO DECEMBER 2001

- Increased sales & retained sales  
**\$3,446,500**
- Client capital investment  
**\$1,651,700**
- Total cost savings  
**\$610,100**
- Jobs (created & retained)  
**93**

*\*\*Source: Independent client impact survey*

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



### **Kellerman Woodworks Cleans House To Build New Business**

Kellerman Woodworks produces custom-built wooden cabinets and furniture. The company is located in Baton Rouge and currently employs 17 people. The family-owned company began operating in 1994 and sells its products throughout the United States.

Kellerman Woodworks had difficulty creating accurate product demand forecasts, alternately creating excessive backlogs or producing too much inventory. Unable to manage the already heavy demand from local customers, the company repeatedly turned down opportunities to grow the business. Jack Kellerman, president of Kellerman Woodworks, attended a “Principles of Lean Manufacturing” course at the Manufacturing Extension Partnership of Louisiana (MEPoL) and found similarities between its live simulation and his own business. Kellerman Woodworks called in MEPoL to help implement lean manufacturing techniques at the company.

MEPoL evaluated the current system at Kellerman Woodworks and developed a new flow-based plant layout that balanced production cycles to bring them into sync with customer demand. MEPoL worked with Kellerman Woodworks to develop segregated sectional carts with visual cues for better material handling. The organization developed a system whereby jobs to be done are visually placed in the shop, showing both the flow and sequence of jobs. The company also participated in a 5S program implementation, which includes steps to organize the workstations, and established point-of-use storage throughout the plant. Now raw materials are stored at the workstation where they are used, optimizing the employees’ time and energy.

The amount of time it takes to complete the average job at Kellerman Woodworks has dropped from two weeks to three days, and productivity has increased by 150 percent. The company can more accurately forecast how long a job will take to complete. With the lean manufacturing system in place, Kellerman Woodworks gained the confidence to pursue markets beyond Baton Rouge and Louisiana to grow its business. If growth projections continue on their current curve, the company may have to move to a larger facility in two to three years to contain its ever expanding business. As it is, Kellerman Woodworks is projecting a \$600,000 bottom line increase this year.