



Office Locations:
 Flint, Grand Rapids, Marquette,
 Plymouth, Saginaw, Traverse City

MICHIGAN MANUFACTURING TECHNOLOGY CENTER (MMTC) Serving firms throughout Michigan, through six regional offices. Contact: Michael J. Coast, 47911 Halyard, Plymouth, MI 48170, (888) 414-6682, Fax: (734) 451-4201, Email: inquiry@mmtc.org, Website: <http://www.mmtc.org/>

**THE
 MANUFACTURING
 EXTENSION
 PARTNERSHIP
 IN MICHIGAN**

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

COMPANY CLIPS

Pettibone/Traverse Lift Gets a Boost From Lean Manufacturing

Pettibone/Traverse Lift, LLC has been in business for over 50 years, manufacturing a variety of versatile material handling equipment in Baraga, Michigan. The company employs less than 250 people. Pettibone was recently forced to close its Houston, Texas plant. The decision resulted in a name change for the company (Traverse Lift) and a recommitment to keeping jobs and the Pettibone brand in northern Michigan. Since 1999, Pettibone has partnered with Northern Initiatives (NI), a regional office of the Michigan Manufacturing Technology Center (MMTC), to implement an array of lean manufacturing concepts on the shop floor. When the company wanted to move lean thinking from the shop floor to the office, NI was just the place to start.

NI helped Pettibone examine its parts order process and identify parts shortages and delays in transporting parts from the warehouse to the assembly line. One of the many improvements involved moving the parts from the warehouse to stations closer to production, reducing material flow, and making parts readily available where needed. This helped increase available warehouse space and shorten production lead times. The company additionally reduced its inventory by 75 percent and improved productivity by 33 percent overall. Pettibone's future project plans include 5S projects and more lean implementation events.

Sharing Resources Lifts Monarch Hydraulics to a New Level

Monarch Hydraulics, Inc. is one of the oldest continuously run family businesses in the United States. Monarch Hydraulics currently manufactures hydraulic power units mainly for ergonomic, accessibility, hoist, and tailgate applications. Monarch Hydraulics can be found on a diverse array of products, including targets used by the military on tank target practice fields that are too large to be raised and lowered quickly by mechanical means.

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STATE STATS

DATA* COVERS JANUARY TO DECEMBER 2001

Number of projects completed with firms
527

Number of firms served
852

Number of firms served for the first time
238

Federal cost share for current operating year
\$2,250,000

State/other cost share for current operating year
\$4,500,000

**Data as reported from center*

DATA** COVERS JANUARY TO DECEMBER 2001

Increased sales & retained sales
\$76,851,005

Client capital investment
\$15,193,514

Total cost savings
\$7,312,513

Jobs (created & retained)
443

***Source: Independent client impact survey*

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



Headquartered in Grand Rapids, Michigan, the company now has locations in Grand Rapids and Newaygo, Michigan, as well as London and Oakville, Ontario, and Longueuil, Quebec. The company employs less than 250 people.

Monarch Hydraulics heard about the Michigan Manufacturing Technology Center (MMTC) through its involvement in the local business community and decided, on request, to help launch the MMTC-West Manufacturers' Council. The Council offers participants the opportunity to share ideas and exchange best practices. Monarch Hydraulics' membership in the ongoing Manufacturers' Council has led to its involvement in other MMTC-West programs in which groups of companies join to share the costs of hiring outside training and consulting expertise. Monarch is also active—both as a participant and as a host—in MMTC's Progressive Tours of Best Practice. The knowledge the company gained during its participation in these activities enabled a complete reorganization of its manufacturing process, reduced operating costs by 35 percent, increased throughput by 50 percent, reduced inventory by 22 percent, and created the fastest lead times in the industry.

Learning how to work together with other manufacturers has helped the company become a true partner with its own customers. Employees now show customers how to purchase and release orders to smooth out work and cash flow on their end and help save them time and money. The company is also teaching its employees not to always look to management for decisions but to begin making the decisions themselves. Monarch has been very pleased with the results it has gained by increasing trust in its workers. Employees have invested in re-engineering processes and reorganizing the shop floor for better product flow, resulting in improved productivity and reduced turnover costs.