



Office Locations:
 Logan, Ogden, Provo/Orem,
 Salt Lake City, State College

UTAH MANUFACTURING EXTENSION PARTNERSHIP (UTAH MEP)
 Serving firms via a network of manufacturing and business resource centers located throughout the state. Contact: David Sorensen, MEP Utah, 800 West University Parkway, Orem, UT 84058, (801) 764-7901, Fax: (801) 765-9739, Email: dsorensen@mep.org, Website: <http://www.mep.org/>

**THE
 MANUFACTURING
 EXTENSION
 PARTNERSHIP
 IN UTAH**

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 Utah 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

5S Implementation Helps Love-Less Ash Attain Growth Objectives

Love-Less Ash Vacuum Co., located in Price, Utah, is a leader in ash vacuums and offers several other revolutionary products engineered for real life activities with customer needs in mind. The company employs less than 20 people and is recognized as one of Utah's fastest growing companies. Rapid growth prompted the company to move from one building to the next without much time to organize or eliminate excess. The current facility is quite large but was bursting at the seams with outdated and unnecessary tools and supplies. Concerned that lack of available space might inhibit continued growth, Love-Less Ash attended a 5S training course taught by the Manufacturing Extension Partnership of Utah (Utah MEP). The company engaged Utah MEP's help to implement 5S practices in its facility.

The 5S stands for Sort, Set in Order, Shine, Standardize, and Sustain, and is a manufacturing philosophy revolving around the idea that an orderly workplace increases efficiency and productivity. With Utah MEP's assistance, Love-Less Ash began applying each step of 5S to every part of the facility, beginning with the CEO's office and eventually moving to areas where the company stored additional business equipment. Love-less Ash began seeing a positive impact right away: it opened up 30 percent more floor space, eliminated the need to expand current facilities, improved worker morale by creating a cleaner, more efficient environment, and increased value-added employee time by 10 percent. With these changes, Love-Less Ash also improved its responsiveness to customer needs and has reaped the benefits of improved customer satisfaction.

BINEX Makes a Bang in the Business World

BINEX Inc., located in Salt Lake City, Utah, is a small company with seven employees. The company, established in 1988, is a manufacturer in the binary military explosives industry. BINEX Inc. is a spin-off of the hard rock mining explosives industry. The company's customers are primarily in defense munitions and aerospace.

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STATE STATS

DATA* COVERS JANUARY TO DECEMBER 2001

Number of projects completed with firms	186
Number of firms served	90
Number of firms served for the first time	43
Federal cost share for current operating year	\$896,700
State/other cost share for current operating year	\$1,793,400

*Data as reported from center

DATA** COVERS JANUARY TO DECEMBER 2001

Increased sales & retained sales	\$7,825,000
Client capital investment	\$3,159,709
Total cost savings	\$10,858,520
Jobs (created & retained)	278

**Source: Independent client impact survey

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



Companies that sell their end products to the aerospace and defense industries are required to have an excellent quality assurance system. Without a recognized Quality Assurance (QA) system in place, BINEX feared losing present and future contracts. The company contacted the Manufacturing Extension Partnership of Utah (Utah MEP) for help selecting a recognized industry quality standard. After analyzing the options, Utah MEP helped BINEX select the ISO 9000 standard.

With Utah MEP's assistance, BINEX generated a quality manual that contained all the necessary requirements for ISO compliance, including information about the company's processes and procedures. Utah MEP graphed BINEX's procedures into a flow chart to help the reader easily understand the company's operations. BINEX built its own forms with the help of boilerplate templates provided by Utah MEP. BINEX is now ISO compliant, much to the satisfaction of its primary customers, and is prepared to undergo yearly compliance audits to maintain its status. Additional benefits include a \$300,000 growth in annual sales, reduced lead-times and defect rates, and increased throughput. This project was partially funded by State of Utah "Custom-Fit" money, which pays for 50 percent of training costs for companies that have 100 percent full-time employees making more than \$10.75 an hour (with benefits). The "Custom-Fit" grant made this project affordable for a company of this size.