



For Immediate Release

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NH MEP RELEASES IMPRESSIVE ECONOMIC IMPACT NUMBERS

Numbers confirm NH MEP's significant impact on the State's economy

CONCORD, NH – A five-year economic impact study shows the New Hampshire Manufacturing Extension Partnership (NH MEP) has been responsible for over 180 million dollars in sales, investments, and cost savings to Granite State manufacturers, and helped create hundreds of new jobs.

NH MEP works with local manufacturing companies to find efficiencies, streamline business, and discover other ways to improving operations. Through an independent third party survey company, NH MEP clients were surveyed to determine the economic impact resulting from their relationship with the MEP program. In 2003 (Q1) through 2007 (Q4), as a result of their relationship with the NH MEP, New Hampshire-based manufacturing companies have:

- Created or retained 716 jobs that otherwise would not have existed,
- Increased and retained \$106.2 million in sales,
- Spent \$72.8 million on new investment,
- Experienced \$17.4 million in cost savings.

“The NH MEP provides a necessary service to manufacturing companies that have been struggling to stay competitive in the world economy,” said **George Bald, Commissioner of the New Hampshire Department of Resources and Economic Development (DRED)**. “The NH MEP training and programs have helped NH manufacturers improve productivity and compete globally.”

As a public/private partnership, NH MEP has shown a considerable return on the taxpayer's investment. For every dollar of federal funding invested in the NH MEP the past five years, clients have experienced:

- \$57.28 in increased or retained sales,
- \$9.80 in cost savings,
- \$39.25 in investments.

In the last three years, NH MEP has trained 3,700 employees from NH manufacturing organizations. “As workforce development in advanced manufacturing becomes more of a necessity in NH, we have made a primary objective to partner with state, industry, and educational institutions, to address that need and prepare for the next generation of manufacturing,” said **Zenagui Brahim, NH MEP Director of Operations**.

NH MEP officials credit initiatives such as M.O.S.T. (Mobile Outreach Skills Training Program) with addressing the staffing needs of New Hampshire high precision machining companies. Under the program, NH MEP experts bring mobile classrooms to companies and provide intensive training to potential workers. The project benefits employees, who are usually disadvantaged workers, by giving them valuable skills and guaranteed job placement. It also benefits the industry by bolstering the workforce.

“In the early 1980’s, the wheels fell off the bus with training programs. And since then manufacturers have struggled to keep the flow of new highly-skilled workers going,” said **Victor Kissell, General Manager of Tidland Corporation** in Keene. “With M.O.S.T., we were able to take displaced workers from other jobs, give them the necessary entry-level training, and then hire them with full confidence.”

NH MEP’s leadership in Lean Manufacturing training skills and its new initiatives in Lean Product Development and Innovation not only help build operational excellence, but provide a path toward new product development, top line sales growth, and the protection and creation of high skill, high paying manufacturing jobs in New Hampshire.

“NH MEP helped our operation save more than \$2 million simply by streamlining our assembly operations,” said **David Jankowski, Director of Operations of Smiths Medical Keene**. “The increases in productivity lead to \$36 million in retained sales and retained 86 jobs. We were also able to shrink the amount of floor space needed by more than 60%.”

According to **Tom Wilson, Vice President and General Manager of Molded Products at Hendrix Wire and Cable** in Milford, “The Lean training work with the NH MEP gave us a common language, a common goal, and the tools to provide results in a relatively short period of time. This was key to our gaining momentum and buy-in from our employees.”

Scott Electronics Inc. of Salem is a contract manufacturer of fiber optics and cable assemblies, with 85 employees. **David Metzemaekers, Vice President of Operations at Scott Electronics**, notes that they were initially introduced to the NH MEP in 1997 and involved with Lean Manufacturing ever since. “The NH MEP is a resource that any company in NH looking to reduce waste and increase efficiency should be taking advantage of. Their professional staff will give you an honest and effective plan that will help lead your company to greater profitability.”

“We thank our partners, the NH Division of Economic Development, the NH Workforce Opportunity Council, the River Valley Community College, and the NH Employment Security, for their support and collaboration,” said Brahim.

About NH MEP

The NH MEP is an affiliate of the National Institute of Standards and Technology (NIST) under the U.S. Department of Commerce. The national MEP system is a network of manufacturing extension centers that provide business and technical assistance to smaller manufacturers in all 50 states, the District of Columbia, and Puerto Rico. Through MEP, manufacturers have access to more than 2,000 manufacturing and business “coaches” whose job is to help firms make changes that lead to greater productivity, increased profits, and enhanced global competitiveness. For more information, please visit www.nhmep.org, or phone 603-226-3200.

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