

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Rosco, Inc.

New York Manufacturing Extension Partnership

Rosco, Inc. Improves Productivity

Client Profile:

Rosco, Inc. is a manufacturer of mirrors, visors and visual safety products for buses, coaches, trucks and RVs. Founded in 1941, this family-owned business currently has over 100 employees at its facility in Jamaica, New York.

Situation:

In 2000, Rosco's sales growth outstripped the capacity of its current facility, resulting in cramped, inefficient quarters. Recognizing the urgent need to address this problem, the company began planning for a 50,000 square-foot addition. Rosco turned to the Industrial and Technology Assistance Center (ITAC), a NIST MEP network affiliate and division of the New York Manufacturing Extension Partnership, for plant layout and process improvement advice.

Solution:

ITAC worked with Rosco's management team to develop a new plant layout that improved work flow and overall production efficiency. In addition to designing layouts, ITAC also worked with Rosco to develop a single manufacturing cell. After seeing immediate improvement in production, Rosco management quickly embraced the concept. Once the new facility was ready for occupancy, ITAC engaged Rosco staff at all levels in a series of workshops aimed at integrating Lean manufacturing techniques throughout the production process. Workshop subjects included Lean manufacturing, cellular manufacturing, pull systems and setup reduction. In response to customer demand for consistent standards of product quality, Rosco worked with ITAC to establish an ISO 9001 Quality System, which provides a formal methodology to formalize employee training and ensure consistent quality.

Results:

- * Increased sales by \$500,000.
- * Retained sales of \$3 million.
- * Reduced costs by \$600,000.
- * Invested \$235,000 in company.
- * Created 5 new jobs.
- * Retained 20 jobs.
- * Established ISO 9001 Quality System.
- * Reduced waste.
- * Increased efficiency.
- * Achieved a more competitive and profitable position.

Testimonial:

www.mep.nist.gov



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"Industrial and Technology Assistance Center helped us change our entire company culture. Lean enterprise has helped everyone in our firm think about how to do things better and more efficiently. Staff at all levels have embraced the process and constantly examine everything we do with an eye toward reducing waste and increasing efficiency."

Ben Englander, Vice President of Engineering