

\$122.3 million in new and retained sales
\$9 million in new investments
468 jobs created or retained

Manufacturing Extension Partnership of Louisiana (MEPOL)

With more than 20 years average management and engineering experience, MEPOL's project managers can quickly assess, consult, and assist with transformations by providing innovative and technical solutions to Louisiana's small and medium sized manufacturers, helping them to strategically plan and implement business growth opportunities and improve their competitive position in national and international markets. We provide hands-on, high quality assistance to help your company lower costs, increase productivity, and strengthen your competitive position.

MEPOL is committed to the long-term success of Louisiana manufacturers. Our assessment process is results oriented. The effectiveness of our affordable, professional consulting services is measured by the cost savings and bottom line profitability we help you achieve.



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* Impacts are based on clients receiving service in FY2010

CLIENT SUCCESS: TRITON INDUSTRIES

“MEPOL showed us how to effectively double our production capacity with our existing shop and workforce. These changes are part of what has helped us double our revenues again last year.”

Mike O’Rourke, General Manager

Triton Industries Doubles Production Capacity

Triton Industries, located in Lottie, Louisiana manufactures industrial vacuums for the petrochemical, refinery, shipyard, marine barge and oil and gas industries. The family-owned business established in 1997 contributed to the cleanup efforts of the Gulf Oil Spill from Deep Water Horizon. Triton’s business model consists of rentals and sales of its units, with rentals only offered within the Southern United States. It has its units in 15 countries worldwide. The company employs 15 people.

Situation:

After the implementation of 5S (Sort, Set-in-Order, Shine, Standardize, Sustain) Workplace Organization, Triton realized that they needed to improve their support functions in the office as well. They were still experiencing problems with purchasing and accounting because they lacked a fully integrated system between the shop floor and the office. When a customer order was placed, there was no bill of materials and work orders were not generated to build the unit. Triton contacted the Manufacturing Extension Partnership of Louisiana (MEPOL), a NIST MEP network affiliate, for assistance. .

Solution:

MEPOL assisted Triton in implementing Visual Job Shop to track and monitor inventory and work orders. Bill of materials, routings, and sub-assemblies were created for each system. A numbering system was developed for all units and parts. The old QuickBooks inventory was sorted through to remove duplicates and obsolete parts. Finally, an inventory count was performed on the shop floor to bring the entire system up to date. In addition, Triton was able to negotiate a consignment system for all critical valves and fittings. “While working with MEPOL, we were able to successfully implement an Enterprise Resource Planning (ERP) program, Infor’s VISUAL Jobshop,” said Rachael Acosta, Triton’s office manager. “This program allowed us to have the material readily available to build vacuum equipment. We reduced trips to pick up parts by 90 percent.”

Results:

- * Increased sales by \$2.9 million.
- * Retained sales of \$3.4 million.
- * Projected to launch two new products.

Increased sales by
\$2.9 million