

\$298 million in new and retained sales
\$42 million in new investments
1,033 jobs created or retained

MEP Utah works directly with area manufacturers to provide expertise and services tailored to their most critical needs, which range from process improvements and worker training to business practices and applications in information technology.

MEP Utah is client-needs driven, working directly with company management, MEP Utah provides solutions as diverse as sales and marketing, product defect cause analysis, plant layout, technology deployment, and more.

MEP Utah's non-profit status and broad base of expertise means they can efficiently deliver cost-effective solutions that address common challenges in manufacturing.



For more information, contact:



Manufacturing
Extension
Partnership

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* Impacts are based on clients receiving service in FY2010

CLIENT SUCCESS: DANNON

“The impact of our relationship with MEP Utah is far reaching and continuing to grow. We look forward to continuing our relationship with MEP Utah far into the future.”

Necia Ching, Staffing & Training Specialist

Our Partnership with MEP - Growing Our Culture Together

The Dannon Company is part of Groupe Danone, a world leader in the food and beverage industry. Established in the U.S. in 1942, Dannon is America's premier fresh dairy company offering consumers a wide variety of brands and products. The West Jordan, Utah location employs 61 people.

Situation:

Dannon's West Jordan factory, yogurt smoothie focused, began an expansion that more than doubled the facility's volume capacity. The growth included its fair share of challenges most notably around the changing culture and training needs of the plant. The Dannon Lean philosophy embraces the belief that the individual manufacturing site holds the most competitive market advantage. As a result, it was imperative that Dannon facilitate this growth in the most efficient way possible. The company contacted the Utah Manufacturing Extension Partnership (MEP Utah), a NIST MEP network affiliate, for help.

Solution:

Dannon's training strategy incorporated MEP Utah's services under the management and instruction of MEP Utah Sr. Field Engineer Chris Hayes. Hayes customized a series of Lean manufacturing and quality courses for Dannon which led to an increased awareness of Lean and quality concepts as well as Lean implementation on the floor. Additionally, Dannon partnered with MEP Utah to create a new qualification and skills program for every position within the plant. The influence of the Lean training provided by MEP Utah has been far reaching, as employees have gone to work at other Dannon locations, thus transferring their knowledge and impacting other facilities. As a result of MEP Utah's training at the West Jordan plant, employees were able to implement improvements that led both to the obtaining of new sales, as well as the retaining of sales that might otherwise have been lost had the organization not been able to reduce costs and maintain good product quality.

Results:

- * Realized \$1 million in cost savings.
- * Invested \$2 million in plant and equipment.
- * Invested \$2 million in workforce development
- * Gained 1 new customer.

**\$1 million in
cost savings**