

\$89 million in new and retained sales
\$20.9 million in new investments
1,050 jobs created or retained

Florida Manufacturing Extension Partnership (Florida MEP) is able to leverage a vast array of public and private resources and services that are available to every manufacturing enterprise in the state.

The challenge for manufacturers today is satisfying escalating customer expectations in an increasingly volatile and competitive global market while also maintaining satisfactory profit margins. With technological change happening so rapidly many small and medium manufacturing enterprises (SMEs) find it difficult to keep pace with the demands for new technologies that will enable them to remain profitably competitive.

Florida MEP provides affordable, innovative solutions to the problems encountered by today's manufacturing enterprise by facilitating interaction between industry, government and academia.

Included among Florida MEP services are: Enterprise Transformation, Performance Based Training, Supply Chain Management, and Innovation.

For more information, contact:



Winifred Grebey, Center Director
1180 Celebration Blvd., Suite 103,
Celebration, FL 34747
(321) 939-4000
www.floridamep.org



* Impacts are based on clients receiving service in FY2010

CLIENT SUCCESS: COASTAL STEEL INC.

“The value of the FL MEP training has been enormous to Coastal Steel. Our company has benefited from the resources offered by FL MEP. They have enriched our company by providing motivation, self esteem, new skills, and education to our employees through the training and development programs they promote.”

Dale Coxwell, Executive Vice President, Coastal Steel, Inc.

Coastal Steel Benefits from FL MEP Training and Assessment Services

Coastal Steel, Inc. is a small business that is nationally recognized for steel erection and fabrication. The company specializes in the aerospace, defense, ride/show, industrial, and facility maintenance sectors. Coastal steel manufactures, fabricates, machines, and assembles precision metal components and currently employs 120 people, including administrative, shop, and field employees.

Situation:

Coastal Steel holds industry certifications and compliance, earned value management systems, and adheres to its safety and quality management systems. In the past, the company has performed work for the Department of Defense (DoD) by bidding on several large contracts. Upper management realized that training and development programs are vital for the company and its employees, as these certifications and training provide the company with valuable credentials and competitiveness in the changing market.

Solution:

FL MEP provided Coastal Steel began their lean journey with FL MEP, a NIST MEP network affiliate, through a series of training programs which included LEAN 102 for job shops, Value Stream Mapping, Kaizen, and Sustainment Manager. The LEAN 102 workshop was conducted in December 2010 with 24 Coastal Steel employees. This training was educational and allowed the employees to think and work as a team toward a common goal of higher efficiency and production. In April, ten employees from various departments and management participated in a two-day Value Stream Mapping (VSM) exercise. The focus for this task was to detect weak points in the system that impact Coastal Steel's customer delivery and satisfaction. In May 2011, the ten employees, equipped with skills from the VSM exercise, began implementing changes throughout the organization that included a visual method for production scheduling to improve the identified weak point.

Results:

- * Awarded a DoD contract valued at over \$60 million.
- * On-time delivery increased to 80%.
- * \$25,000 in cost savings.

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