

\$16.6 million in new and retained sales  
\$6.4 million in new investments  
199 jobs created or retained

**University of Maryland Manufacturing Assistance Program (UMMAP)** provides critical solutions to help Maryland manufacturers grow and become more competitive. As a participating member of the Mtech program at the University of Maryland, UMMAP is a cost-effective, objective resource that works with manufacturers to harness technology and innovation that results in new business opportunities.

The Manufacturing Assistance Program connects hundreds of Maryland technology companies each year with University of Maryland resources to help them succeed, including: joint funding for research projects conducted with university faculty; bioprocessing services, expertise and workforce training; and manufacturing solutions.

UMMAP supports manufacturers as they resolve operational problems that impact their ability to generate results. They have also increased their activity significantly with the regional economic development organizations around the State.

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# CLIENT SUCCESS: KONSYL PHARMACEUTICALS,

*“The relationship Konsyl has established with UMMAP has been invaluable to creating additional sales which in turn stabilizes our employment and gives our company a healthier environment to grow.”*

John Flohr, VO of Operations, Konsyl Pharmaceuticals, Inc.

## Inventory and Production Improvements

Konsyl Pharmaceuticals, Inc. has been manufacturing and marketing psyllium products to consumers for 75 years. Psyllium seed husk has been recommended by doctors in the U.S. as an Over the counter drug and a natural dietary supplement for regularity since the 1920s. Konsyl is headquartered in Easton, Maryland, with approximately 45 employees.

### *Situation:*

Because of necessary quality improvements in the production, processing and warehouse areas, and with the potential increase in production Konsyl needed to enlist the help of a knowledgeable organization for their guidance. The company contacted the University of Maryland Manufacturing Assistance Program (UMMAP), a NIST MEP network affiliate, for assistance.

### *Solution:*

UMMAP assisted Konsyl Pharmaceuticals, Inc. by conducting a thorough assessment of production activities and equipment capacities, space allocation, and Good Manufacturing Practice (GMP) compliance.

In reviewing general plant storage, a recommendation to change the raw material storage configuration was made, allowing Konsyl to increase capacity by 45%. An in-depth review of manufacturing equipment was also performed by UMMAP to identify what was needed to efficiently handle a significant increase in production. A plan was established with priorities in place, and an initial recommendation to procure and install a mechanical sifting process was made.

UMMAP provided vendor scouting services for new sifting equipment and also designed a sanitary support structure to integrate the system into the production room. This recommendation allowed Konsyl to increase filling speeds.

Additionally, UMMAP provided services to help reconfigure facilities to make them compliant with GMP. This was accomplished by redesigning the physical layout of a portion of the existing production room and adding new production rooms. This plan has been adopted by management and the renovations are in process.

### *Projected Results:*

- \* \$9 million in increased sales.
- \* New capital investment of \$250,000.
- \* Improved production flow.

## \$9 million increased sales

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