



\$28.9 million in new and retained sales  
\$12.5 million in new investments  
232 jobs created or retained

The mission of the **West Virginia Manufacturing Extension Partnership, Inc.** (WVMEP) is to strengthen manufacturing in West Virginia.

Expert in their individual disciplines, WVMEP's team works directly with every level in your organization, to improve production, marketing, quality systems, information systems, health and safety, manufacturing management, product design and development, industrial engineering, and general manufacturing.

Available on a long-term, contractual basis or for short-term projects, West Virginia Manufacturing Extension Partnership provides clients with proven management skills for all phases of product and technology life cycles.

WVMEP provides exceptional services at affordable rates to small- and mid-sized companies throughout West Virginia.



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\* Impacts are based on clients receiving service in FY2010

# CLIENT SUCCESS: SWANSON INDUSTRIES

*“WVMEP has been very instrumental in the growth of our business by providing us with local expertise in the development and maintenance of our Quality Management System, a key customer requirement. WVMEP has also been beneficial in introducing us to new markets. Swanson Industries has been fortunate to have such a longstanding working relationship with WVMEP, and has benefited greatly from their services.”*

Mark Carter, Vice President

## Second Largest Manufacturer in the State Enters New Markets, Expands Overseas

Swanson Industries, Inc. is a worldwide supplier of hydraulic machining and plating services with expertise in designing and manufacturing new products; remanufacturing and repairing components; engineering; and distribution of certified products. Swanson Industries corporate office and primary manufacturing facility is located in Morgantown, WV. Other manufacturing sites include Virginia, Pennsylvania, Utah, Wyoming, Ohio, China, and Brazil. The company currently employs approximately 200 people in West Virginia and over 800 worldwide.

### *Situation:*

Swanson Industries has been a client of the West Virginia Manufacturing Extension Partnership (WVMEP), a NIST MEP affiliate, for over 10 years, during which time Swanson has grown to become the second largest WV incorporated manufacturer. To meet the expectations of existing customers and to diversify its customer base, Swanson Industries and WVMEP worked together to implement and maintain ISO 9001 certification. WVMEP also helped Swanson with opportunities in foreign markets by providing ExporTech training and obtaining qualification as a wind supplier.

### *Solution:*

After completing implementation and certification of Swanson's ISO 9001 based quality system, WVMEP helped the company maintain and improve the system at several locations. WVMEP has also helped Swanson maintain Bronze certification with its largest customer. In addition to the quality management programs assistance, WVMEP helped the company penetrate foreign markets and enter new domestic industries. After attending an ExporTech session, Swanson Industries participated in a trade mission to Brazil that resulted in significant new business in the growing offshore oil industry in Brazil. WVMEP also introduced Swanson Industries to opportunities in the wind turbine supply chain. An assessment conducted by WVMEP resulted in Swanson Industries addition to a major wind industry supplier data base.

### *Results:*

- \* \$20 million in retained and new business
- \* Overseas market expansion resulting in \$1 million in new sales
- \* Achieved preferred supplier status in the wind industry

**\$20 million in retained  
and new business**

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