

\$36 million in new and retained sales
\$9.9 million in new investments
272 jobs created or retained

The National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (MEP) works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits, and save time and money. The nationwide network provides a variety of services, from innovation strategies to process improvements to green manufacturing. MEP also works with partners at the state and federal levels on programs that put manufacturers in position to develop new customers, expand into new markets and create new products.

MEP field staff has over 1,400 technical experts – located in every state – serving as trusted business advisors, focused on solving manufacturers' challenges and identifying opportunities for growth. As a program of the U.S. Department of Commerce, MEP offers its clients a wealth of unique and effective resources centered on five critical areas: technology acceleration, supplier development, sustainability, workforce and continuous improvement.

Innovation is at the core of what MEP does. Manufacturers that accelerate innovation are far more successful than those who don't. By placing innovations developed through research at federal laboratories, educational institutions and corporations directly in the hands of U.S. manufacturers, MEP serves an essential role sustaining and growing America's manufacturing base. The program assists manufacturers to achieving new sales, leading to higher tax receipts and new sustainable jobs in the high paying advanced manufacturing sector.

For more information, contact:

Phillip Wadsworth
(440) 925-0712
phillip.wadsworth@nist.gov

* Impacts are based on clients receiving service in FY2010



CLIENT SUCCESS: SCHWAN'S GLOBAL SUPPLY CHAIN

“The classroom training accompanied by the in-person mentoring sessions provided by KMAC’s Black Belt was extremely valuable for our company. With KMAC’s help, we were able to identify and target significant opportunities for improvement using the Six Sigma Define-Measure-Analyze-Improve-Control methodology while integrating it into our current activities. We would definitely recommend KMAC to other Kentucky manufacturers.”

Andy Shively, Continuous Improvement Manager
Schwan’s Global Supply Chain

Schwan’s Global Supply Chain Utilizes Six Sigma to Realize Cost Savings

Schwan’s Global Supply Chain produces pizzas sold under the Red Baron®, Freschetta® and Tony’s® brand names at its manufacturing facility in Florence, Kentucky. The company employs 200 people.

Situation:

After years of fighting waste in their pizza production process, Schwan’s Global Supply Chain decided to pursue Six Sigma in order to attack the root cause of their excessive cheese usage. Reducing over usage by just a few percentage points would offer huge savings directed toward the bottom line. The company contacted the Kentucky Manufacturing Assistance Center (KMAC), a NIST MEP network affiliate, for assistance in establishing its Six Sigma methodology.

Solution:

KMAC trained several of Schwan’s Global Supply Chain employees to be Six Sigma Black Belts. They each had a project assigned to them from the management team. The projects were selected based on criteria established during a KMAC-led deployment session with management. Six Sigma seeks to improve the quality of process outputs by identifying and removing the causes of defects (errors) and minimizing variability in manufacturing and business processes. It uses a set of quality management methods, including statistical methods, and creates a special infrastructure of people within the organization (“Black Belts”, “Green Belts”, etc.) who are experts in these methods. KMAC mentored the Schwan’s Global Supply Chain employees throughout the project. As a result of KMAC’s assistance, the company anticipates over \$1million in cost savings, identified new investment opportunities, and improved customer satisfaction.

Identified \$8 million
in new investments