

\$135.3 million in new and retained sales
\$10.7 million in new investments
392 jobs created or retained

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

Maine MEP will assist organizations in a transformation from traditional to world-class manufacturer. Their experienced project managers will work with teams to identify conditions which may be impeding their ability to become more efficient, competitive and prosperous. Maine MEP assists in providing the resources to help companies maximize their profit. In working side by side with company leadership, the MEP becomes a partner for success.

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 those demands.

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

For more information, contact:



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* Impacts are based on clients receiving service in FY2010



CLIENT SUCCESS: XURON CORP

“Many thanks to Bob Doiron and The Maine Manufacturing Extension Partnership for inspiring Xuron Corp. to be more competitive in the world marketplace. This has truly been a most rewarding endeavor.”

Dennis Shores, Vice President, Accounting & Finance

Maine MEP Shows Xuron Corp They ‘Can’ Boost Business

Xuron Corporation is one of the world’s leading manufacturers of ergonomic electronics-grade hand tools for the electronics, aerospace, plastic molding, hobbies, craft, floral and fishing industries. Xuron tools employs 24 people at its facility in Saco, Maine.

Situation:

Xuron Corporation realized a 36 percent drop in orders as a result of the recession, and the company was forced to layoff a significant portion of their workforce and shift to a 4-day week. As a result of the slowdown, people unfamiliar with the current shipping process were required to ship product, which uncovered inefficiencies in the current shipping process. Xuron Corporation was referred to the Maine Manufacturing Extension Partnership (Maine MEP), a NIST MEP Network affiliate, through the Maine Department of Economic and Community Development.

Solution:

Maine MEP proposed a 5S (Sort, Set in Order, Shine, Standardize, Sustain) workplace organization/redesign Kaizen event. Pictures and metrics were identified to capture the current state of the shipping/receiving area. Two orders were selected to show travel distances and areas covered using a spaghetti diagram. The Kaizen team utilized a structured problem solving approach to improve material flow in and out of the shipping/receiving area and developed an improved work area that placed 90 percent of finished goods within a 6-foot radius. Layout was changed to separate shipping from receiving areas to facilitate material flow and reduce bottlenecks. As a result of Maine MEP’s assistance, travel distance for order prep and pack was reduced by 65 percent, backup shipping employees can readily retrieve all needed materials within 30 seconds or less, and the company gained 144 square feet of finished good storage within a 12-foot radius of the shipping bench.

Results:

- * Realized \$13,000 in cost savings.
- * Reduced travel distance by 65 percent.
- * Increased productivity by 25 percent.
- * Reduced process time by 25 percent.
- * Reduced cardboard recycling area by 75 percent.

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