Maine Manufacturing Extension Partnership

The 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. The nationwide system of MEP centers is linked through the U.S. Department of Commerce - National Institute of Standards and Technology (NIST), with the common goal to strengthen the global competitiveness of U.S. manufacturers.

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.

Maine MEP will assist your organization in a transformation from traditional to world-class manufacturer. The MEP Center’s experienced project managers will work with companies to identify conditions that may impede a company’s ability to become more efficient, competitive and prosperous. Maine MEP can assist in providing the resources to help maximize profit. In working side by side leadership, the MEP becomes a partner for success.

ECONOMIC IMPACT

 MEP Center impacts are based on clients surveyed in FY2016

- $47 Million Total Increased/Retained Sales
- 344 Total Increased/Retained Jobs
- $8.4 Million New Client Investments
- $5.1 Million Cost Savings

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"MEP has been instrumental in assisting JB Sheet Metal in becoming aware of alternative markets and establishing a means of internally developing future projects." Jeff Baker, Owner, JB Sheet Metal

REACHING NEW MARKETS WITH A NEW PRODUCT

ABOUT. After nearly a 25-year career with former Central City Sheet Metal, Jeff Baker established JB Sheet Metal in the spring of 2014. Continuously growing since then, JB Sheet Metal has been able to hire 3 additional positions and averaging 25-30 customers daily. JB Primarily specializes in commercial and residential HVAC systems along with a variety of custom projects and also offers heating & cooling supplies, fasteners, and steel sales. Currently located on Main Street Caribou, JB services the area of Aroostook county.

THE CHALLENGE. A few years ago, the State of Maine Inland Fisheries and Wildlife released new guidelines concerning accidental Lynx trapping with the state. At that time, a full disclosure of an "Exclusion Device" was publicized by the state containing all minimum regulations and technical data required to construct such a device. Having an awareness of the recent release, the Maine MEP Project Manager made an effort to propose the project to JB Sheet Metal and to further diversify the customer basis and market the company’s capabilities through the construction of their own Lynx Exclusion Device.

MEP’S ROLE. The MEP project manager designed and created the solid models and technical prints in conformity to the State of Maine regulations and delivered a cost comparison of individually based builds versus JB’s finished product. This was used to determine a competitive price point for the product. Maine MEP introduced a Solidworks software platform that was used to create the product and prints to be used in other existing and new projects. This technology gives JB Sheet Metal a firm developing tool that will be easily compatible with their existing CNC plasma cutting services. Additionally, they attended a town hall trapping meeting to showcase and explain the new product and its benefits and affordability. As a result of the introduction to the Maine Trappers, JB Sheet Metal could launch new products, as well as adaptions or alterations of existing devices brought in by new customers. JB Sheet Metal now has sold Lynx Exclusion Devices throughout Aroostook county and to trappers in the southern trapping areas of the state.

RESULTS

Developed/design new product
Introduced to new customer market through new product