New Jersey Manufacturing Extension Program

New Jersey Manufacturing Extension Program, Inc. (NJMEP) is a not-for-profit company that works with New Jersey’s small to mid-sized manufacturers to help them become more efficient, profitable and globally competitive. NJMEP’s cost saving strategies and growth initiatives such as lean manufacturing and business process improvements have helped hundreds of companies save an average of 20% of the time, effort, or costs associated with their business and manufacturing processes. NJMEP’s training processes and methodologies are designed to specifically meet the needs of manufacturers and provides companies with training and tools to continuously improve productivity, grow, and compete both locally and globally.

Backed by National Institute of Standards and Technology (NIST), NJMEP has access to a vast number of both public and private resources and certified trainers with 20+ years of experience in business and industry. NJMEP staff experts play an important role in assessing needs and determining a course of action. Located throughout the state, the experts have worked their entire career in manufacturing, and several have owned their own businesses. Their job is to identify opportunities to improve business, or to assist you in implementing solutions you’ve already identified.

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ECONOMIC IMPACT
MEP Center impacts are based on clients surveyed in FY2016

$213.2 Million
Total Increased/Retained Sales

2,949
Total Increased/Retained Jobs

$53.8 Million
New Client Investments

$21.1 Million
Cost Savings
"We have been working with NJMEP for almost 15 years on various projects. Their knowledge and expertise is invaluable; we will continue to maintain a relationship and appreciate all they have to offer for manufacturers in the state of New Jersey." Scott Ernst, VP of Human Resources

WORKFORCE DEVELOPMENT TRAINING POSITIONS COMPANY FOR GROWTH

ABOUT. Zodiac Aerospace is a world leader in aerospace equipment and systems for commercial, regional and business aircraft, as well as helicopters and space applications. The company is also a key player in air safety. It anticipates and supports the needs of its clients by responding to the new challenges of the market. Zodiac Aerospace businesses employ over 30,000 people worldwide. Approximately three hundred of those employees work in the Zodiac Aero Evacuation Systems (ZAES) business unit in Wall Township, New Jersey.

THE CHALLENGE. Zodiac Aero Evacuation Systems first contacted the New Jersey Manufacturing Extension Program (NJMEP) in 1999 to elicit assistance with a particular problem within one of its processes. Since that time, ZAES has relied on the NIST MEP affiliate whenever the company had a manufacturing problem. Most recently, ZAES wanted to prepare its purchasing staff for the APICS Certified in Production and Inventory Management (CPIM) program. APICS is the leading professional association for supply chain and operations management, and the CPIM program helps employees to understand and evaluate production and inventory activities within a company’s global operations. In addition to the important goal of obtaining CPIM certification for its purchasing staff, ZAES wanted to upgrade the skills of its engineering departments. As the company’s first choice for manufacturing assistance and training, NJMEP stepped in to help.

MEP’S ROLE. First, NJMEP recommended that the company apply for a Skills4Jersey grant to help defray the new training costs. ZAES successfully obtained the grant and the training began. Over the course of one year, NJMEP conducted APICS CPIM certification training for the company, as well as additional Lean training. The three APICS training sessions focused on logistics and materials management. Meanwhile, NJMEP led ZAES employees through a Supply Chain Overview Training, Yellow Belt Training, and an MRP (Materials Resource planning)/ERP Overview Training. They also covered Project Management/Design Flow and Cellular Flow Manufacturing with Implementation, as well as English as a Second Language (ESL) training. NJMEP helped the engineering departments to conduct Root Cause Analysis and implement Design for Six Sigma. ZAES saw tremendous improvements as a result of the investment, including increased sales and cost-savings. The company retained jobs and hired additional employees.

RESULTS

- Increased/retained sales of $1,100,000
- Hired 15 additional employees
- Cost savings of $50,000
- Investment in training: $100,000
- Provided training for 62 employees