

FLORIDAMAKES

FloridaMakes is a statewide, industry-led, public-private partnership operated by an alliance of Florida's regional manufacturers associations with the sole mission of strengthening and advancing Florida's economy by improving the competitiveness, productivity and technological performance of its manufacturing sector, with an emphasis on small- and medium-sized firms. It accomplishes this by providing services focused on three principle value streams: technology adoption, talent development, and business growth.

FloridaMakes is the official representative of the Manufacturing Extension Partnership (MEP) National Network in the state of Florida, a program of the National Institute of Standards and Technology, an agency of the U.S. Department of Commerce. For more information about FloridaMakes, please visit FloridaMakes.com and follow @FloridaMakes.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



\$295.2 Million

Total Increased/Retained Sales



2,367

Total Increased/Retained Jobs



\$96.4 Million

New Client Investments



\$38.3 Million

Cost Savings

CONTACT US



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FACTORY REDESIGN INCREASES SALES AND DECREASES COSTS

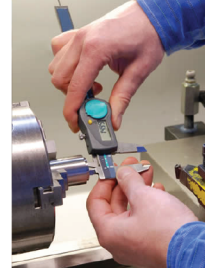
ABOUT MAYHEW BESTWAY, LLC. Mayhew Steel Products is the oldest punch and chisel manufacturer in the United States. Although the company has grown from being a small tool house to the industry leader, they have never lost their dedication to quality, reliability and craftsmanship. This dedication has enabled them to become the tool of choice for certified technicians, professional mechanics and do-it-yourselfers across the country. During Mayhew's more than 160-year history, they have expanded both their physical size and breadth of products without losing sight of their heritage with headquarters in Western Massachusetts. The acquisition of Bestway Tools in Ormond Beach, Florida, in 2019 allowed them to extend their high-quality product lines.

THE CHALLENGE. With the site acquisition came numerous opportunities to improve capacity and reduce quality errors, thus resulting in additional sales to the facility. Mayhew required assistance reviewing their current state with the goal of setting them up for increased throughput in their production operations. Mayhew Tools also recently rented an expansion facility alongside their existing facility in Ormond Beach, Florida. With a shifting product revenue portfolio and newly available space, Mayhew Tools sought support to develop a plan for future production with a combined facility. The facility includes three primary activities: machining, assembly, and warehousing.

MEP CENTER'S ROLE. Mayhew Tools reached out to FloridaMakes, part of the MEP CENTER Network™, for assistance. FloridaMakes and its team of specialists conducted a complete facility layout assessment. The assessment evaluated the current state of the entire operations, which included the machining, assembly, and warehouse areas. The deliverables from the assessment produced a future state plan for the facility with detailed analysis. Process mapping was completed for the material flow from receiving, warehouse, productions through shipping. Time-based evaluation was conducted, yielding the potential capacity of the operations. The completion of the project resulted in a plan for a new facility layout, which included improvements of the material storage, and increased efficiency in the assembly and machining areas.

"The FloridaMakes team was extremely thorough, skilled and deadline focused. The project allowed us to utilize a large building investment (\$100k plus annually) and increase our efficiency and revenue."

-Hayley Cox, General Manager



RESULTS



10 new or retained jobs



\$1,000,000 - 2,000,000
annually in new or retained
sales



\$100,000 in new investment



\$75,000 cost savings in labor and investments

