



KANSAS MANUFACTURING SOLUTIONS

The Kansas Manufacturing Solutions was founded in 1991 with a simple purpose: to help companies realize never ending growth in the rapidly changing global marketplace. Kansas Manufacturing Solutions is a not-for-profit corporation that is supported by a public and private partnership of Kansas companies, the Kansas Department of Commerce and the National Institute of Standards and Technology Manufacturing Extension Partnership (NIST MEP). NIST MEP is part of the U.S. Department of Commerce with a mission to help make American businesses more innovative at home and more competitive abroad.

Kansas Manufacturing Solutions works directly with area manufacturers to provide expertise and services tailored to their most critical needs, ranging from process improvement and workforce development, to business practices, exporting and supply chain. Additionally Kansas Manufacturing Solutions connects manufacturers with government and trade associations, universities and research laboratories and a host of other public and private resources to help them realize individual goals.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2020



\$48.4 Million

Total Increased/Retained Sales



1,376

Total Increased/Retained Jobs



\$43.8 Million

New Client Investments



\$4.4 Million

Cost Savings

CONTACT US



14425 College Blvd
Suite 120
Lenexa, KS 66215



(913) 649-4333



www.wearekms.com



tstovall@wearekms.com



Trusted Advisors for Growth

ENERGY IMPROVEMENTS AT SHOR-LINE'S FACILITY IMPROVES THE EMPLOYEE EXPERIENCE AND REDUCES COSTS

ABOUT SHOR-LINE. Shor-Line is a Kansas manufacturing company owned by Schroer Manufacturing Company. As a global animal health industry innovator, Shor-Line has been committed to serving the animal care market since 1927. Shor-Line produces an extensive array of products to help animal health professionals provide the best possible care for their companion animal patients and customers.

THE CHALLENGE. Shor-Line has operated out of their current facility since 1999. The facility utilized old and inefficient energy systems throughout the plant, warehouse, and offices.

The old, ineffective lighting failed to provide optical illumination throughout the facility and unnecessarily increased utilities costs. The compressor system was also heavy in its energy consumption with minimal output. The dated HVAC made it especially difficult to cool parts of the building in warm weather. These dated, underperforming and inefficient systems led management to pursue solutions involving equipment upgrades to improve the work environment for employees, optimize systems performance and deliver cost savings.

MEP CENTER'S ROLE. In late 2012, Kansas Manufacturing Solutions (KMS), part of the MEP National Network™, formed a partnership with Wyandotte County Economic Development (WyCO EDC) and the local utility, Kansas City Board of Public Utilities (BPU). The partnership resulted in an energy efficiency rebate program that encouraged manufacturing facilities to identify and implement energy savings measures. KMS and BPU would be co-investors in a manufacturer's facility upgrade.

Shor-Line engaged KMS for assistance with their facility's inefficient energy systems. The Energy Efficiency Rebate Program was a great fit for Shor-Line. KMS helped Shor-Line identify, prioritize, quantify, and implement several opportunities in the facility where they could receive significant energy savings. Further, KMS managed all parts of the process from energy audit all the way through managing installation of new systems. This included writing specifications of equipment, receiving bids, managing installation, and verification once the systems were installed.

"KMS has been an invaluable partner in various infrastructure projects we have undertaken in our facility. They were involved from day one in assessing the needs, identifying the solutions, and coordinating with the contractors necessary to complete the projects. I would highly recommend their services to any business looking to pursue lighting, HVAC, and other energy related projects. If the opportunity presents itself in the future, I will not hesitate to work again with KMS."

-Richard E. Donahue, Chairman of the Board



RESULTS



\$75,000 invested in plant and equipment



\$10,000 in additional cost avoidance



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