NEW HAMPSHIRE MANUFACTURING EXTENSION PARTNERSHIP

The New Hampshire Manufacturing Extension Partnership (NH MEP) is able to leverage a vast array of public and private resources and services that are available to every manufacturing enterprise in the state. 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 the demands for new technologies that will enable them to remain profitably competitive. NH MEP provides affordable, innovative solutions to the problems encountered by today’s manufacturing enterprise by facilitating interaction between industry, government and academia.

ECONOMIC IMPACT

- **$6.7 Million** Total Increased/Retained Sales
- **190** Total Increased/Retained Jobs
- **$4.4 Million** New Client Investments
- **$1.7 Million** Cost Savings

MEP Center impacts are based on clients surveyed in FY2017

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The MEP National Network™ is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing.
NEW HAMPSHIRE SUCCESS STORY

CENTURY-OLD COMPANY STAYS COMPETITIVE WITH LEAN MANUFACTURING

ABOUT WHITNEY BROS CO. For a company to be around over 100 years, it must be doing something right. Beginning in 1904 as a manufacturer of wooden wagons and doll house furniture for children, Whitney Brothers grew to become one of the world’s leading manufacturers of early learning and institutional childcare wooden furnishings and accessories. With over 30 employees, the company blends old world craftsmanship with state-of-the-art CNC manufacturing technology at its facility in Keene, New Hampshire.

THE CHALLENGE. Whitney Brothers was seeing increased competition from imports, prompting the company to evaluate its internal processes. “There were issues with customer complaints” said Mike Jablonski, President. “We didn’t have a system to handle them, which led to upset customers and office friction.” When Whitney Brothers was bidding on a million-dollar piece of business, the purchasing agent asked Jablonski if he’d ever heard of Lean Manufacturing. ”If you don’t go Lean, you’ll be out of business in 10 years,” he said, referring Jablonski to the book Lean Thinking by Daniel T. Jones and James P. Womack. “The light bulb went off,” Jablonski says. Since Whitney Brothers could not raise its prices in the competitive environment, the company bet its hopes on implementing Lean in order to stay competitive.

MEP CENTER’S ROLE. Whitney Brothers engaged the New Hampshire Manufacturing Extension Partnership (NHMEP), part of the MEP National Network, to provide training and coaching in the Principles of Lean Manufacturing, Value Stream Mapping, and Kaizen. The company made great progress and built a strong foundation in Lean, but more work was needed. Eight years after their first Lean training, Whitney Brothers invited NHMEP back to re-set the Lean initiative. After completing a gap analysis, NHMEP found improvement opportunities for Whitney Brothers in the areas of standard work, continuous improvement, mistake proofing, pull systems, and balanced production. The company invested in new equipment and software and embraced the principals of Visual Workplace, recognizing the importance of visual communication for supporting employee engagement. Whitney Brothers installed gemba boards, eliminated bottlenecks, improved workflow, and reduced customer order delivery time. The improvements yielded cost savings and boosted sales, increasing the company’s gross profit margin by a significant percent.

"We have conducted many improvement activities over the years, but none have had as positive an impact as Lean Manufacturing. The key to Lean is empowering employees to find ways to eliminate waste in the business. NHMEP did a great job of training all our employees with basic Lean Principles and then leading us on high-level improvement events."

-Mike Jablonski, President

RESULTS

- $200,000 capital investment
- Saved $180,000 by eliminating bottlenecks
- Increase in sales of $550,000
- Reduced customer order delivery time by 35%
- Increased gross profit margin by 16%