



NEW YORK MANUFACTURING EXTENSION PARTNERSHIP (NY MEP)

Empire State Development's Division of Science, Technology and Innovation's (NYSTAR) mission is to advance technology innovation and commercialization in New York State. Through regional New York MEP centers, NYSTAR works to provide direct technology assistance to small and medium size manufacturers and other businesses. A key strength of New York MEP is its affiliation with the U.S. Department of Commerce's nationwide MEP network, allowing it to draw upon the expertise within over 400 local outreach centers across the country. As a network of 11 independent, not-for-profit organizations, New York MEP centers cultivate the growth of high-tech industry and help smaller manufacturers modernize. The organizations share a common commitment to providing direct, strategic assistance to companies in the areas of entrepreneurship, technology commercialization, product development, high-tech business incubator management and technology transfer services.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



\$886.6 Million

Total Increased/Retained Sales



6,352

Total Increased/Retained Jobs



\$197.2 Million

New Client Investments



\$47.3 Million

Cost Savings

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CEG ASSISTS CENTROTHERM WITH PLANT LAYOUT MAXIMIZATION AT NEW WATERFORD FACILITY

ABOUT CENTROTHERM ECO SYSTEMS. Since 2009, Centrotherm Eco Systems in Albany, New York, has been manufacturing venting systems and accessories for heating professionals. The manufacturer has experienced rapid growth in recent years. And in 2020, with support from a Center for Economic Growth (CEG) ValueProp Accelerator project, it expanded into the Canadian market with air distribution systems for heat recovery ventilation (HRV) and energy recovery ventilation (ERV) equipment.

THE CHALLENGE. In 2022, Centrotherm had already run out of space at its 62,000-square-foot facility in Albany and partnered with Shaker Logistics to provide offsite warehousing. Space limitations led to a curtailed daily outgoing volume. The facility, which spread across three buildings, could not support a more efficient production layout, and a limited lot size inhibited further additions.

Initially, Centrotherm CEO Joel Dzekciorius wanted to build a completely new facility, but high construction costs made that option unfeasible. Next, Centrotherm considered leasing a building that would house its warehousing operations, but there was limited available space in the region, and the available options were not attractive. That prompted Centrotherm to consider leasing a larger space that would house all operations. In March 2023, the manufacturer signed a lease for a 122,000-square-foot facility in Waterford, New York, about 16 miles away from its Albany location. By having one location instead of two, Centrotherm would lower its operational expenses.

MEP CENTER'S ROLE. "Once we decided to move everything, we wanted a location that supported our five-year plan," said Dzekciorius. That would include incorporating lean manufacturing principles into the Waterford facility's footprint while creating room for further growth. Centrotherm partnered with CEG, part of the New York MEP and the MEP National Network™, to secure a \$15,000 National Grid grant. That funding helped Centrotherm retain new plant layout maximization services from D-Riven Engineered Solutions.

For the plant layout maximization project, D-Riven made several site visits and developed 2D computer-aided drafting (CAD) layouts for the existing Albany and planned Waterford facilities. In collaboration with Centrotherm's manufacturing team, D-Riven created value stream maps for Centrotherm's production cells and outlined the steps involved, equipment required, and supplied electrical schematics of the new facility. D-Riven also reviewed the Waterford facility's layout to ensure it complies with state and federal regulatory requirements and aligns with Centrotherm's plans for growth. In spring 2023, Centrotherm moved its warehousing operations to the Waterford facility. In the first quarter of 2024, the manufacturer, along with 65 local employees, will complete the full relocation of its production and office operations to the new plant.



RESULTS



90% workforce retention



\$3,450,000 in new sales



\$2,300,000 in retained sales



\$360,000 in cost savings



33.3% reduction in lead times



NEW YORK
Manufacturing
Extension Partnership

"Carlos Flores, CEG's Vice President of Business Development, did a wonderful job of supporting us in the grant process. Given the multi-million-dollar scale of this investment, the Center for Economic Growth and National Grid's support was truly appreciated. With our increase in capacity, now we're really in a position to achieve our five-year plan and continue our rapid growth."

-Joel Dzekciorius, CEO

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.