



## PENNSYLVANIA MANUFACTURING EXTENSION PARTNERSHIP (PA MEP)

PA MEP serves small and medium sized manufacturers in the state by enhancing their productivity and technological performance to create a positive and enduring economic impact in their communities and in Pennsylvania. Small and medium-sized manufacturing companies represent 12% of the total gross state product. According to the U.S. Policy Institute, Pennsylvania ranks 5th in the nation among all the states in manufacturing employment. Manufacturing businesses provide over 578,000 jobs in Pennsylvania, representing approximately one out of every 11 jobs in the state. Managed by the Pennsylvania Industrial Resource Center Foundation, the PA MEP is a public-private partnership sponsored by NIST MEP. The PA MEP is also supported by the Pennsylvania Department of Community and Economic Development and by the manufacturers who receive essential training and consulting services to increase competitiveness and grow their companies.

To serve the regional diversity of the state's manufacturing base, PA MEP manages MEP federal funding and program outcomes for a network of seven Industrial Resource Centers who are regional affiliates strategically focused on meeting the needs of the geographic region. Affiliates include: Catalyst Connection (southwest); DVIRC (southeast); IMC (central); MANTEC (south central); MRC (Lehigh Valley); NEPIRC (northeast); and NWIRC (northwest).

## ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2024



**\$1 Billion**

Total Increased/Retained Sales



**9,194**

Total Increased/Retained Jobs



**\$451.8 Million**

New Client Investments



**\$324.5 Million**

Cost Savings

## CONTACT US



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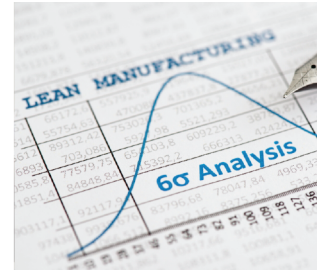
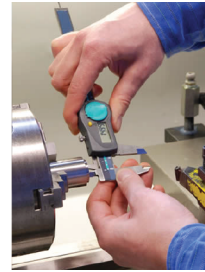
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## TRANSFORMING OPERATIONS AND CULTURE AT MEECO, INC

**ABOUT MEECO, INC..** In the dynamic landscape of manufacturing, businesses often face challenges that demand a strategic and transformative approach. MEECO, Inc., of Warrington, Pennsylvania, is an innovative manufacturer and distributor of trace analyzers for the gas, chemical, and semiconductor industries.

**THE CHALLENGE.** When MEECO's CEO Lisa Bergson wanted to address operational inefficiencies affecting sensor production and timely deliveries, she partnered with DVIRC, part of the Pennsylvania MEP and the MEP National Network™. According to Bergson, "One of the major motivations was that we had fallen behind on our sensor production... our work with Nico has really helped us to improve our throughput and our quality significantly."

**MEP CENTER'S ROLE.** Nico de Sousa, DVIRC's lean/continuous improvement content expert, played a pivotal role in orchestrating a comprehensive solution. MEECO and de Sousa initiated a journey that not only addressed immediate concerns but also laid the groundwork for sustainable operational excellence. This phase involved the formulation of a robust project plan, aligning stakeholders, and setting clear objectives. Some of the work conducted with the MEECO team included value stream process mapping, focused kaizen discussions, facility layout optimization, development of standard work, and implementation of visual controls among many other key initiatives. De Sousa was instrumental in guiding MEECO's project teams through specific improvement projects aligned with the company's goals and key performance indicators (KPIs). DVIRC's strategic collaboration with MEECO, Inc., demonstrates the effectiveness of a tailored approach to lean methodologies and continuous improvement. The project demonstrates operational enhancements and underscores the positive impact on workforce morale and organizational culture. MEECO is now well-positioned for sustained growth and succe



## RESULTS



8 jobs created or retained



\$1,700,000 in new or retained sales



\$480,000 in new investment



\$395,000 in cost savings



\$300,000 in other



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"Nico is wonderful to work with. He's very good at just gently probing and asking questions or just sitting there and listening. I know he's doing a lot because I see the results."

-Lisa Bergson, CEO