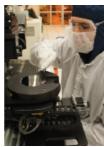


TENNESSEE







UNIVERSITY OF TENNESSEE CENTER FOR INDUSTRIAL SERVICES (UT CIS)

UT CIS helps companies and communities succeed, grow and create high quality jobs by providing consulting, training and connecting services across the state. Whether you want to improve productivity on the plant floor, comply with safety or environmental regulations, navigate the federal procurement process, introduce a new product, or improve your economic development potential, CIS has the expertise to help you succeed.

In addition to having a skilled and experienced staff who can help you define and solve your most pressing problems, CIS can connect you with the knowledge and expertise of Tennessee universities, federal laboratory scientists, state government partners, the NIST Manufacturing Extension Partnership, the US Economic Development Association, the Southeastern OSHA Training Education Institute or Procurement Technical Assistance Center, and other industry professionals. CIS has staff of professional employees located in 6 offices across the state of Tennessee. Tennessee business and industry are assisted daily by CIS engineering and professional staff in improving their economic competitiveness on a national and global level.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



\$143.2 Million
Total Increased/Retained Sales



512

Total Increased/Retained Jobs



\$37.1 Million
New Client Investments



\$46.2 Million

Cost Savings

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Center for Industrial Services
INSTITUTE for PUBLIC SERVICE



TENNESSEE SUCCESS STORY

LEAN ASSISTANCE HELPS ENHANCE PRODUCTION OF SMALL SCALE FARMING TOOLS

ABOUT FARMER'S FRIEND. Farmers Friend LLC is a company located in Centerville, Tennessee. The business focuses on providing innovative tools and equipment designed to meet the everyday demands of small-scale farming. Their product lineup includes specialized tools for tasks such as planting, harvesting, and weed management, aimed at increasing efficiency and reducing labor on small farms. Farmers Friend was founded on a small, creative idea when the founder was inspired during a visit to a farm in Maine in 2008. Initially motivated by the challenge to create a more efficient method for harvesting baby greens, the idea evolved into a business that tinkered with various prototypes and faced many ups and downs. The company's breakthrough came with the development of a mechanized greens harvester. which eventually found success and demand in the market. Today, Farmers Friend is trusted by over 15,000 market growers worldwide, and their offerings include a variety of structures like tunnels and tools that enhance farm productivity. They are also recognized for their entrepreneurial spirit and innovative approach, continuing to develop new solutions for the farming community.

THE CHALLENGE. When contacted by TMEP, part of the MEP National Network™, Farmers Friend was navigating a dynamic phase of expansion within the highly seasonal agricultural sector. The company's strategy was focused on enhancing their supply chain and inventory management systems to alleviate constraints. By improving material flow, Farmers Friend aimed to stabilize production schedules, reduce unnecessary costs, and enhance customer trust through reliable service delivery.

MEP CENTER'S ROLE. Over the course of several months, TMEP resources conducted a comprehensive analysis of Farmers Friend's supply chain to identify critical bottlenecks and inefficiencies. Additionally, the TMEP facilitated workshops and training sessions on lean principles, specifically focusing on value stream mapping, kanban optimization for meeting seasonal demand patterns, critical resource capacity planning and implementation of demand forecast processes with an associated review cycle.

"TMEP has been a great help thus far and a wonderful resource to receive help and expertise in several fields that we have needed assistance in."

-Michael Whily, Production Manager

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,





RESULTS



250,000



10,000 workforce investment



100,000 process investments





Center for Industrial Services INSTITUTE for PUBLIC SERVICE