

## ONE MEP CLIENT ASSISTS ANOTHER IN PURSUIT OF WORLD-CLASS STATUS

**ABOUT PHARMLINE, INC.** Stauber Performance Ingredients (formally Pharmline, Inc.) is a forward-thinking supplier of high-quality solutions for the ingredient industry. Known for innovation, Stauber ingredients are used in the nutritional, pharmaceutical, cosmetic and pet care industries. The company has manufacturing facilities in New York, warehouses in four strategic locations across the country, and corporate offices in Fullerton, California. With relationships with over one hundred top manufacturers from around the world and alliances with the major freight companies, Stauber is a complete solution provider that can react quickly to customer needs. The company employs 90 people at its facility in Florida, New York.

**THE CHALLENGE.** In 2011, shortly after Stauber acquired the facility in Florida, company leaders developed a strategy to take their "good" ingredients manufacturer to "world class" status over the next five years. As part of that transformation, Stauber needed to implement a building automation system to monitor the facility's temperature, humidity, and pressure levels. With no structure in place previously for testing these levels in the building, the company contacted the Hudson Valley Technology Development Center (HVTDC), a NIST MEP affiliate, for assistance.

**MEP CENTER'S ROLE.** HVTDC introduced Stauber to EAW Electronic Systems, Inc., a design engineering and contract manufacturer based in Poughkeepsie, New York, and another client of MEP. With assistance from HVTDC, EAW developed a solution for Stauber. The new technology, called an EMC 20/20, allows the company to control the atmosphere of the plant to satisfy customer performance requirements for a cool, dry formula. Stauber first installed the 20/20 system to monitor production rooms, using it to maintain negative pressure and prevent cross-contamination between other rooms, assess VAV (variable air volume), and constrict air flow to control the volume of pressure entering the rooms.

Now, humidity levels are at an all-time low. The company saw a significant increase in repeated batches as well as improvements in efficiency and workplace safety. The vision of Stauber's transformation into an industry powerhouse of "world class" status became a reality five years later when Hawkins, Inc. completed its acquisition of the company in a cash for stock transaction. With a more effectively controlled atmosphere and increased repeatability, Stauber is retaining and satisfying customers while creating long-term value to sustain growth and profitability.

## RESULTS



Humidity levels at an all-time low



Significant increase in repeated batches



Retained customers



Improved workplace safety



Prevented cross-contamination

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