

LEAN TRAINING HELPS COMPANY ADD PRODUCT LINE

ABOUT POTSDAM SPECIALTY PAPER, INC. Potsdam Specialty Paper manufactures specialty latex, acrylic, and other saturated base papers for use in the construction, automotive, home decor, and medical industries. Based in Potsdam, New York, the company employs around 70 people. Potsdam's primary product is a specialized masking tape.

THE CHALLENGE. Potsdam Specialty Paper has long been committed to continuous improvement. Company leaders wanted to ensure that the entire team had the tools to actively participate in improvement projects to support the Lean culture the company is building. They hired CITEC Business Solutions, part of the MEP National Network™, to conduct an onsite eight-hour Lean Foundations training for Potsdam floor staff.

MEP CENTER'S ROLE. CITEC trained Potsdam Specialty Paper employees in Eight Wastes, Lean Principles, Standard Work, Visual Controls, SMED, Kaizen, and 5S workplace organization (Sort, Set in Order, Shine, Standardize, and Sustain). The Potsdam team worked with CITEC to set priorities and generate a list of possible 5S project areas. They concluded the day by focusing on one particular area that needed to be culled, cleaned, and reorganized. The activity cleared a large warehouse space, making it available for expansion.

The expansion opportunity turned into a \$2 million capital investment in a new production line that will enhance capacity and efficiency and create new products. The NY Governor's office expects the expansion to create 22 additional jobs (North Country Now; February 1, 2017). Potsdam reported significant cost savings as a result of the CITEC training, and New York Power Authority is providing 400 kilowatts of discounted hydro-power for the facility.

"Potsdam Specialty Paper has used CITEC three times for Lean training, and we found the instructors to be deeply knowledgeable. We have used the Lean training in challenging times to help with projects, retain current business, and gain new business. It has helped us gain new ideas and reduce costs."

-John O'Neill, Business Integration and Logistics Specialist

RESULTS



Gained **\$50,000** in cost-savings



Investing **\$2** million in equipment



Creating **22** jobs



NYPA providing **400** kilowatts discounted hydro-power

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