

VALLEY MILLS: A NEW LIFE

ABOUT TERESA LACKEY DBA VALLEY MILLS. Valley Mills has been in LaPlata, New Mexico for eight years. Valley Mills was brought by the new owner from a vendor distributor in 2006. Valley Mills packages corn products and Jupiter Ash. The yellow, white and blue corn products are roasted; ground and whole for customers via distributor. Jupiter is collected, washed, burned and packaged.

THE CHALLENGE. Currently, Mrs. Teresa Lackey, the business owner has expanded into Jupiter Ash and has added two more distributors. Mrs. Lackey wants to make sure she is meeting the criteria for her new vendors and wants to create a corn process. Mrs. Lackey would like to be less involved in the day-to-day operations in the next five years, making documentation important for Valley Mills' continued profit.

MEP CENTER'S ROLE. Working with MEP Lean Tools, Mrs. Lackey has created a more visual production area and added labeling and inventory control. Valley Mills has participated in public Lean workshops; Lean Manufacturing 101, Standard Work and Kaizen, NMSBA Eureka Events, and has provided guidance to new start-up manufacturers on processes, customer orders, scheduling and packing. Mrs. Lackey uses MEP Lean Tools in her business that is super clean and easy for employees to be successful at their jobs.

"New Mexico MEP, has been an asset to Valley Mills' growth with a new product line, new hires and sales. The resources shared and ability to work around various schedules has made us a more focused business and we meet our goals."

-Teresa Lackey, Owner

RESULTS



\$40,000 annual revenue increase due to new products



\$2,000,000 in cost savings as a result of location designation



Opened new markets and customers

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