

BUILDING ON THE PAST TO STRENGTHEN THE FUTURE  
FOOTPRINT

**ABOUT SCHAEFFER MANUFACTURING COMPANY (ST LOUIS).** In 1839, Nicholas Schaeffer established Schaeffer Manufacturing Co. in St. Louis, MO, where the company is still located today. Originally producing soaps and candles, the company began manufacturing oils and greases to support westward expansion during the California Gold Rush. Over the course of 180 years, the company has continued to harness technology and advancements. Today Schaeffer produces more than 300 products for multiple markets, including in manufacturing plants, truck and race car engines, restaurants, food production and even on the shelf of your neighbor's garage.

**THE CHALLENGE.** Schaeffer's well-known products fly off the shelves. The company reached out to Missouri Enterprise because it was nearly at full capacity and needed assistance in developing a solution. As a result of their extremely tight space, the company experienced poor material flow throughout the plant. When it came to shipping, it was difficult to ensure the orders were correct and on time.

**MEP CENTER'S ROLE.** Bob Beckmann and Dave Goebel of Missouri Enterprise evaluated the problem and to help leadership visualize the proposed solutions, they created a facility layout plan. After Schaeffer's leadership saw it, they asked Missouri Enterprise what it would take to double capacity over the next ten years. Bob and Dave went back to the drawing board and worked on a capacity analysis and a phased-in plan for execution. "We were impressed because their plan allowed us to move forward in a fiscally responsible and economical manner. We are in the Show-Me State and we felt we needed to see results throughout every phase. Dave and Bob understood that, which made it easy to move forward," said Jim Carroll, Schaeffer Executive Vice President of Operations. Since then, Schaeffer has implemented the recommended expansion plan and begun to buildout, which involves tearing down old buildings and breaking ground on a new state-of-the-art shipping and warehouse facility. The company is now in the process of phase-two, which includes the layout of warehousing and the logistics of their shipping activities. "Schaeffer Manufacturing is taking a very old industry and bringing it into the 21st century. As a result of our work together, they are expected to double their capacity and their revenue over the next five to ten years. Schaeffer is a well-known company within the trucking industry and their name is thought of very highly throughout the sector. I'm honored to be working with a company that has such a long history and to be able to help them continue to grow for many generations to come," said Beckmann.

**"Missouri Enterprise was a key contributor to the development of our plant expansion. In fact, we have invited them to discussions and oversight committees to provide their expertise and thoughts before we move forward with any future expansion. We look at them as our trusted advisor."**

-Jim Carroll, Executive Vice President of Operations

## RESULTS



**\$3,500,000** in increased or retained sales



**14** new or retained jobs



**\$65,000** in cost savings



**\$2,323,400** in new investment

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