

CONTINUED SUPPORT

ABOUT MICRO CRAFT, INC. Established in 1958, Micro Craft is one of the nation's oldest and most respected producers of wind tunnel models, flight demonstrators, and specialized test equipment. Today, Micro Craft is a 100% ESOP with a wide range of engineering experience and machining capabilities specifically designed to meet the needs of the aerospace industry.

THE CHALLENGE. Under direction of their new President and CEO, Micro Craft continues to rebound from changes in customer base, product base, and product volumes. They are continually seeking to redefine their company business model, improve their processes to reduce costs and improve profit margins, and acquire new sales in product lines outside their historical customer base.

MEP CENTER'S ROLE. UT CIS as part of the MEP National Network, has worked with Micro Craft for over three years. The original proposal included a multi-phased approach to continuous improvement projects that would result in immediate cost savings and lead-time reduction and an optional total financial business evaluation and development of a new business model and strategic plan. The company has matured through their continuous improvement education and implementation phase and are currently on a parallel path to new business development.

"UT CIS resources are 'top flight'. They listen and help work the solution to fit our need. Their experience and personality really makes them a joy to work with! I have no negative issues what so ever with the TN MEP."

-CEO, Dr. Kenneth Sullivan

RESULTS



\$1,250,000 in new and retained sales



\$50,000 in workforce investment



\$2,600,000 investment in new plant equipment due to lean projects

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