

NCMEP PARTNER HELPS MANUFACTURING CLIENT EXPAND
INTERNATIONAL PRESENCE

ABOUT PEMMCO MANUFACTURING, INC. PEMMCO Manufacturing, Inc., headquartered in Asheboro and just a stone's throw away from the North Carolina Zoo, offers their customers six decades of experience in precision computer numerical control (CNC) machining, CNC milling and CNC turning. Each of these manufacturing disciplines utilizes the latest technology and equipment to be a leader in the large OEM and aftermarket supply chain. Originally established as a job shop, the company has transitioned to a production shop with volumes ranging from 50 parts per year to 700,000 parts per year, and runs an average of 10,000 parts per day. PEMMCO, certified in ISO 9001, IATF 16949 and ISO 14001, supplies customers in a variety of industry sectors, including aerospace, automotive, lawn and garden and more.

THE CHALLENGE. The company, with a value system dedicated to exceeding the needs and expectations of their customers, employees, suppliers and community, credits much of their success by providing exemplary products and services to the markets they serve. However, they wanted to grow. The company turned to Economic Development Partnership of North Carolina (EDPNC), a partner in the North Carolina Manufacturing Extension Partnership (NCMEP) network and part of the MEP National Network™, for help.

MEP CENTER'S ROLE. "From EDPNC, we learned companies that exhibit in international trade shows are likely to find new buyers for their products," said Powell. "But the cost of participating in these types of shows is often a barrier for smaller businesses like ours. In addition, we didn't have staff dedicated to exploring and developing export markets," said Powell.

PEMMCO worked with EDPNC's international trade division to help them tap into some funds set aside for booth and travel reimbursement costs. PEMMCO, along with a delegation of other North Carolina businesses, attended multiple trade shows with EDPNC including ones in Paris, Dubai, Hamburg and London. EDPNC helped set up meetings with potential buyers and distributors at the shows and provided overseas market intelligence including economic, social and political data.

Success came pretty quickly as a result of PEMMCO's international trade show participation. The business has been steadily growing. "We're now selling our parts to a multinational aircraft seating manufacturer we met at the Aircraft Interiors Expo in Hamburg," said Powell. "This new sales channel most definitely contributed to our 2018 facility expansion and addition of new jobs. In fact, we estimate we have grown our business 30% by expanding into international markets."

"We were able to hire five new employees, saw \$400K in new sales and realized a \$350K investment in our facility as a result of our association with NCMEP Partner EDPNC."

-Brian M. Powell, National Sales Manager

RESULTS



\$400,000 in new sales



5 new jobs



\$350,000 facility upgrade

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