

## PURDUE MEP HELPS AVIATION COMPANY ENTER NEW MARKETS AND INCREASE SALES

**ABOUT MSP MANUFACTURING INC.** Since 1943, MSP Aviation of Bloomington, Indiana, has manufactured precision machined products for the aviation, aerospace, and defense industries, and has developed a worldwide leading reputation for excellence, with virtually all major commercial and military aircraft containing their components.

**THE CHALLENGE.** MSP Aviation has worked with Purdue MEP, part of the MEP National Network™, for several years. The partnership began in 2015 when Purdue MEP supported MSP Aviation's operations with assistance to help streamline processes, improve scheduling, and reduce capacity limitations. In 2019 and 2020, MSP Aviation was faced with NADCAP certification requirements, as well as cybersecurity compliance requirements for the defense industry. Additionally, business conditions in 2020 forced the company to further diversify MSP's product offerings and customer base.

**MEP CENTER'S ROLE.** Purdue MEP provided training sessions on quality management systems and other quality core tools. Specifically, MSP Aviation was trained on ISO 9001:2015, AS9100D, and geometric dimensioning and tolerancing (GD&T). Purdue MEP also helped facilitate internal audits for MSP's quality management system.

Purdue MEP provided a subject matter expert to ensure policies and procedures met the NADCAP expectations and requirements. To increase the CNC skills of MSP's manufacturing staff, as well as the sales & marketing skills of MSP's sales staff, the company worked with Purdue MEP for coaching and consulting from subject matter experts. Additionally, MSP Aviation achieved NADCAP certification. Through the cybersecurity assessment and remediation work, MSP Aviation is on track to achieve CMMC level security and assurance.

With the impact of the coronavirus pandemic starting in March 2020, MSP Aviation, like many manufacturers, was affected significantly. However, with Purdue MEP's support, MSP Aviation had processes in place to adapt to the dramatic and challenging situation. Over the last ten months MSP Aviation has salvaged its original business and is poised for growth again in 2021. Moreover, MSP Aviation has also successfully entered several new industries under the MSP family of companies - MSP Armory, MSP Automotive, MSP Aerospace, MSP Military, MSP Medical, and MSP Sanitization.

"Purdue MEP provided the resources necessary for MSP to comply with the latest AS9100, ISO9001, and NADCAP requirements. MSP is on track to complete the CMMC requirements to allow further growth in our defense business. The training MSP received in CNC machining improved our capabilities, as well as the skill set and earnings of our employees. The sales training MSP received allowed us to pivot during the pandemic by adding face shield products and growing our medical sales. MSP has increased our capabilities allowing us to diversify and enter new markets to grow our business. Thanks to support from Purdue MEP, MSP is optimistic about our future."

-John Goode, President and CEO

## RESULTS



10% increase in sales revenue



\$45,000 in grant funding for employee training



MSP Aviation has also successfully entered several new industries.

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Manufacturing Extension Partnership