

TRANSFORMATIONAL CLIENT SOARS DESPITE PANDEMIC AND STEERS TOWARD MORE GROWTH

ABOUT AFCO INDUSTRIES. AFCO Industries, Inc., a 100% employee-owned company, was founded in 1946, and is one of the nation's leading building products manufacturers. With plants in Alexandria, Louisiana; Olive Branch, Mississippi; and Olmsted, Illinois; AFCO is a vertically-integrated producer of aluminum, plastic, and fiberglass products. The company's products can be found in the home centers, lumber yards, and distributors nation-wide. Many of the best known pre-hung entry door systems include AFCO weatherstrip and thresholds. AFCO is also a leading provider of fabricated aluminum components for other manufacturers with services that include extruding, machining, welding, precision cutting, punching, and powder coating.

THE CHALLENGE. AFCO has been functioning and growing at its original 1946 location to the point that it was bursting at the seams when they contacted MEP of LA, part of the MEP National Network™, seeking help to improve process throughput and facility layout efficiency in 2015. What started with just a prototyping of a baluster toggle in 2011 has led to an on-going client relationship consisting of lean training, value stream mapping, kaizen and process flow. AFCO Industries has also been very involved with LCTCS MEP of Louisiana as a Hill Day advocate and 2021 Louisiana Small Business Award recipient. With a valuable history behind the previous working relationship with AFCO Industries, company President Don Fowler reached out to their local MEP representative at Central Louisiana Technical Community College (a regional affiliate of LCTCS MEP of LA) for Six Sigma Green Belt Training for 8 employees.

MEP CENTER'S ROLE. The project was kicked off in July 2021 and the company is now in the second phase training an additional 4 employees within the company. As a result, the improvements made by the LCTCS MEP of LA helped the company grow annual revenue significantly. The Six Sigma Green Belt Training that is now ongoing will also enable employee growth.

"It is a pleasure to work with a group of professionals who are passionate about creating a successful manufacturing environment for our industry. Their efforts fit our needs today and progressively work with us for our future desires or endeavors."

-Don Fowler, President and Chief Executive Officer

RESULTS



174 created or retained jobs



\$7,000,000 in increased or retained sales



\$5,000,000 in new products



\$2,500,000 in new investment



\$400,000 in training

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