

GREAT PROGRESSION IN THE HUB OF CYBERSECURITY

ABOUT HAYDEL'S GAME CALLS, INC. Haydel's Game Calls is family owned and operated and is nationally recognized as a leader in the manufacture of the finest quality game calls. The most impressive feature of a Haydel's Game Call is its ability to "blow wet". This original idea is a major factor in their tremendous success and growth. The current Haydel's catalog features well over 150 items. Haydel's has a staff of twelve people, with over forty independent sales representatives located throughout the United States and Canada. Haydel's products are also sold in Russia, Australia, New Zealand, and throughout Europe. Haydel's Game Calls products are marketed through catalog sales, dealer/distributor sales, and the internet.

THE CHALLENGE. Joshua Wheat, the MEP of LA project manager in the northwest territory of the state and part of the MEP National Network™, contacted Haydel's for a general business assessment of their company and suggested the possibilities of training and project assistance, if needed. Wheat conducted a business assessment and recommending some improvements to Haydel's. The assessment showed that the company's internal training process could benefit from a lean training class and additional structure could result in higher productivity and reduced costs.

MEP CENTER'S ROLE. Representatives from the MEP of LA suggested that the company needed both a lean assessment and a cybersecurity training and assessment. Project Manager Wynn Landry, along with Gordon Marshall and Joshua Wheat, attended a meeting at Haydel's Game Calls to give a general overview of the training to employees Pam, Rod and Kelly Haydel. During the training, the team conducted a lean walk-thru of the facilities to make observations on lean tools, knowledge levels and implementation status.

Haydel's is located in Bossier City, which is included Louisiana's hub of cybersecurity. The main goal of the cybersecurity training and assessment is to keep sensitive data secure and protect it from theft or attacks. The cybersecurity training and assessment was conducted onsite and will be performed regularly to maintain the health and security of users, devices, networks, and data in the company.

Finally, the MEP of LA recommended that Haydel's Game Calls participate in a Lean Six Sigma White Belt training course. This training covers the basics of Six Sigma and how to apply them in the workplace environment with hands on training exercises. Those who participated in the Six Sigma training received a better understanding of Six Sigma, and were awarded a Six Sigma White Belt certificate upon completion. Members from Haydel's attended the training held at the Bossier Parish Community College campus. The class was for the public and a total of three Haydel employees attended and received certificates.

"We are still seeing the benefits from what we learned with this program. I know we will be able to save more money and create more products in the near future with the concepts that we learned and are still learning."

-Pamela Haydel, Office Manager & Co-Owner

RESULTS



3 created or retained jobs



\$70,000 in cost savings



\$37,500 in new investment



\$15,000 in new products



\$10,000 in increased investment in equipment and investment in IT

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LOUISIANA'S COMMUNITY & TECHNICAL COLLEGES
MANUFACTURING EXTENSION PARTNERSHIP