

DEVELOPING FOR CHANGE

ABOUT GLOBAL COOLING, INC. Located in Athens, Ohio, with 112 employees, Global Cooling, Inc., manufactures and sells Stirling Ultracold freezers, a new generation of environmentally-friendly ultra-low storage solutions which operate between -20°C and -86°C. These freezers do not use compressor-based or cascade refrigeration systems. They use patented free-piston Stirling engine technology that was originally developed for energy, aerospace and industrial applications before successful commercial application in ultra-low temperature cooling systems.

THE CHALLENGE. Stirling Ultracold had a need to improve the leadership skills of their team members as part of their development. The need focused primarily around communication and increasing team member's conversational capacity. The company was expanding their performance review and coaching to allow their leads to begin leading these processes with their team members. This required an expansion of their skills. Stirling's leadership turned to OSU MEP, part of the Ohio MEP and the MEP National Network™.

MEP CENTER'S ROLE. Senior leadership at Stirling worked with Dawn Coleman from OSU MEP to identify the training needs. Dawn then connected the Stirling team with the best suited trainer for the needs. The team then worked together to develop the appropriate curriculum.

"It is always a pleasure to work with Dawn and the team at the OSU MEP. They have a tremendous understanding of the needs of manufacturers in the region and have a vast network of qualified contractors to provide solutions for most any situation that their clients face."

-Clayton Newman, CEO

RESULTS



\$45,000 in cost savings



\$20,000 workforce investment

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