

ENGINEERING SUCCESS: HOW STYP, LLC EXPANDED ITS REACH WITH MANUFACTURING WORKS

ABOUT STYP LLC. Founded in 2016 by professional engineer Tommy Stypula, STYP, LLC, is a product development company based in Big Horn, Wyoming. The company specializes in designing, analyzing, prototyping, and commercializing industrial and commercial products. Their expertise spans mechanical and electrical design, stress and motion analysis, and design for manufacturing.

With experience across various markets—including manufacturing tools and equipment, electro-mechanical components, oilfield products, exhaust systems, and automotive accessories—STYP, LLC delivers innovative engineering solutions tailored to client needs. At its core, the company is committed to delivering value by partnering with clients to support their product development efforts, emphasizing respect, honesty, and a passion for engineering excellence.

THE CHALLENGE. STYP recognized potential challenges on the horizon. Based in Big Horn, Wyoming, the local client base is limited, meaning STYP, LLC, needed to expand into regional and national markets. Additionally, relying heavily on custom engineering projects created unpredictable revenue cycles, and the absence of in-house manufacturing meant they depended on third-party vendors—leading to longer lead times and higher costs. Stypula proactively sought ways to mitigate these risks. One of his strategic steps was exploring how Manufacturing Works, part of the MEP National Network™, could support STYP, LLC's growth and diversification efforts.

MEP CENTER'S ROLE. Manufacturing Works, with its deep understanding of Wyoming's manufacturing landscape, was also looking for reliable vendors specializing in engineering and design for manufacturing. Given STYP, LLC's capabilities and its Wyoming roots, the partnership was a natural fit. Manufacturing Works helped connect STYP, LLC with engineering opportunities across the state. While some leads didn't materialize, others led to long-term partnerships—some even evolving into lasting friendships. Through this collaboration, STYP, LLC positioned itself for sustainable growth while helping meet the engineering needs of Wyoming's manufacturing sector.

"Manufacturing Works has helped my business by connecting me with clients in need of engineering and design services throughout Wyoming. This has helped make this business possible and has helped me build relationships with companies and people that have had difficulty finding much needed engineering support for their products."

-Tommy Stypula, Owner

RESULTS



\$44,000 in new sales, \$17,000 in retained sales



New clients in the construction and dental industries



New long-term client worth **\$27,000** in recurring revenue

CONTACT US



Department 3362
1000 East University Avenue
Laramie, WY 82071-2000



(307)766-4812



www.manufacturing-works.com

