

OHIO MEP PROVIDES EXPERT SUPPORT TO BOOST BUSINESS GROWTH AND ENHANCE COMPANY PERFORMANCE

ABOUT RALSTON INSTRUMENTS LLC. Ralston Instruments is a U.S.-based manufacturer of precision pressure and temperature calibration equipment, trusted by technicians and engineers worldwide. For over 50 years, Ralston has led the way in simplifying calibration and testing by designing and producing innovative tools that improve safety, productivity, and reliability in critical applications. With a strong focus on quality, usability, and durability, Ralston's products are engineered and assembled in the United States and shipped worldwide to customers in the oil and gas, utility, aerospace, pharmaceutical, and manufacturing industries.

THE CHALLENGE. Ralston Instruments experienced rapid growth and faced rising demand for more complex, high-mix, low-volume products. As their product lines expanded to include more advanced electronic and digital calibration tools, they faced challenges managing their distribution network, with issues in sales team growth, production management, and capacity planning. These challenges risked affecting lead times and scalability.

MEP CENTER'S ROLE. To continue growing efficiently while upholding their commitment to precision and customer satisfaction, Ralston required expert support to streamline their processes, recruit the necessary personnel, and prepare for future expansion. That's why they turned to MAGNET—for hands-on guidance in distribution management, facility planning, and workforce development to support sustained growth.

"Partnering with MAGNET has been a game-changer for us. As our business grew and our product offerings became more complex, we knew we needed to improve how we operated—not just to keep up, but to stay ahead. MAGNET brought the expertise and outside perspective we needed to develop a professional sales team, manage our distribution network and plan for facility expansion. Their hands-on, practical approach helped us implement meaningful changes that are already paying off in efficiency, quality, and scalability. They didn't just give us a plan—they helped us build the foundation for the next 15 years of growth."

-Griffin Ralston, CEO

RESULTS



\$3,000,000 in increased/retained sales



Increased operations and distribution efficiency by 12%

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