



impact!

Trade Adjustment Assistance for Firms Program Supports Missouri Manufacturing Companies and Economic Growth

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Ft. Leonard Wood

Kansas City

Kirksville

Park Hills

Rolla

Springfield

St. Louis

West Plains

There are many federal government programs that have been created to support America's economic growth and development. One of the most important to our country's manufacturers is the federal Trade Adjustment Assistance (TAA) For Firms program.

TAA is a cost sharing program under which federal assistance will help pay the cost of consultants, engineers, product designers or other industry-specific experts for a variety of projects that will improve a manufacturer's ability to compete in the global marketplace.

The program, begun in 1974, is sponsored by the U.S. Department of Commerce, Economic Development Administration and is managed via a network of eleven not-for-profit TAA Centers throughout the country. TAA Centers are staffed by experienced business professionals who help companies identify needs and complete the application process.

Levels of financial assistance vary, depending on several different factors, including the size of the company, the nature of the proposed projects and the availability of program funds. In general, TAA will pay for half the cost of these services up to \$150,000 in projects with a maximum TAA share of \$75,000.

TAA Centers take a customized approach to assisting manufacturers and work with management to identify just the right mix of projects to enhance the company's overall competitiveness, but generally projects fall into four broad categories. These are manufacturing and engineering; marketing; financial and general management and information technology.

Many Missouri Enterprise clients have been assisted by the Trade Adjustment Assistance for Firms program. One recent one is K & S Wire

Products of Neosho, which is doing a series of manufacturing process improvement projects. K & S Executive Vice President Dave Padgett, Sr., described his firm's experience with the TAA program, "Using the Trade Assistance Firm has been one of the most important tools for us to be able to do our training and improvements to stay competitive. They made the grant proposal process easy and were there to ensure we were successful in our request. Once the money was granted, it was even easier to use it. We could not have been successful without their involvement."

The Trade Adjustment Center for Missouri is Mid-America TAAC, 664 SE Bayberry Lane, Suite 101, Lee's Summit, MO 64063. For more information, contact Theresa Hauk, Executive Director, 816-246-1555 or haukt@taacenter.org.

Missouri Enterprise Receives USDA Development Grant

Missouri Enterprise has been awarded a \$300,000 Rural Cooperative Development Grant (RCDG) by the U.S. Department of Agriculture.

The grant will be used to help Missouri's Agriculture Producers literally move "up the food chain" by capturing more consumer food dollars by forming business cooperatives to produce value added agriculture products from commodities.

The USDA assistance, along with in-kind support from the University of Missouri Commercial Agriculture Extension Program, will enable Missouri Enterprise to assist producer groups with feasibility studies, marketing plans, business plans and other consulting services for an affordable fee.

For more information about this grant, contact Andrew Branstetter at 573-578-7266 or at abranstetter@missourienterprise.org

Missouri Enterprise Helps O'Fallon Company Design New Manufacturing Facility

Trinity Products, Inc. is a steel pipe distributor and fabricator that serves the construction, piling, road boring, utility and caisson markets. The company has decided to expand its business and open a new market by adding spiral pipe fabrication capability.

The spiral weld manufacturing process forms hot rolled carbon steel coils into pipe. This is the most economical form of pipe production and with state-of-the-art equipment from PRD Manufacturing, Trinity will become one of only two companies in North America able to make steel pipe from 16" to 120" in diameter and .188" to 1" in thickness.

This unprecedented range in pipe manufacturing will make Trinity an American leader in manufacturing and fabricating pipe, according to company President Robert Griggs.

To accommodate this growth and the required new equipment, Trinity acquired approximately 40 acres in an O'Fallon industrial park as the site for their new facility and selected Missouri Enterprise to help layout the plant.

To provide a plant layout that promotes efficient flow through the facility and downstream operations, Missouri Enterprise analyzed and defined the production process flows, cycle time, product sizes and volumes as well as the constraints of the new site.

Following this analysis and consultations with company officials, a plant layout including major equipment locations and material flow paths was created.

The new facility will be a 60,000 square foot (107' x 550') manufacturing building with rail access and a 100 foot 30 ton crane. Construction of the new facility will start in mid summer with completion due in December when the new equipment will be installed.

Griggs said the company plans to begin manufacturing in the new facility in early 2007.

Missouri Enterprise Project Manager Mike Aden supervised the project with assistance of service partner John Jennings.

Sensient Food Colors Selects Missouri Enterprise for Continuous Improvement Program

Sensient Food Colors, assisted by Missouri Enterprise, has begun a continuous manufacturing process improvement program at its St. Louis plant, according to Roger Young, company supply chain analyst.

The program includes both staff training and implementation support.

Sensient Food Colors is a world leader in production of food colors for food, beverage, cosmetic, pharmaceutical and inkjet applications.

The first part of the program provided an introduction to "Lean Enterprise" training session for Sensient employees. This introduction included classroom instruction and four simulations. It dramatically demonstrates how "Lean Enterprise" tools can reduce lead-time and work in process and improve productivity, quality and space utilization by improving organization and flow through the facility.

Following the introductory training, Missouri Enterprise assisted the company's "Lean" team in development of current and future state value stream maps. Value stream mapping is a "Lean Enterprise" tool that is used to create a graphical representation of all the actions, both value added and non value added that are part of the company's operation. A future state map is a guide to the things that can be done to improve the company's processes.

Based on the Value stream maps created, Missouri Enterprise is assisting Sensient's "Lean" team and management examine and prioritize continuous improvement opportunities; and is helping the company conduct a series of very intensive and highly focused continuous improvement efforts, called Kaizen Events, to eliminate non value added activities. Missouri Enterprise Project Managers Mike Aden and Richard Doerr are assisting Sensient with the program.

**THE STAFF OF MISSOURI ENTERPRISE
WISHES YOU A SAFE AND HAPPY
HOLIDAY SEASON AND A
PROSPEROUS NEW YEAR!**

