

Helping South Carolina Companies Grow



2010 Annual Impact = \$277.7 million

Reported by SCMEP's Manufacturing Clients

Overall Economic Impact \$277.7 million	New and Retained Sales \$98 million	Capital Investment \$5.3 million
Jobs Created and Retained 1269	Cost Savings \$22.1 million	Manufacturers Served 798



A few highlights include:

VELUX

"Without SCMEP's Training Within Industry (TWI) program we wouldn't have the quality and the output that we have right now. We made an investment up front, but we don't have to go back and retrain. More importantly we're seeing hardly any mistakes. I think anybody who has either new products being introduced, or if you have a business that's seasonal like ours, SCMEP's TWI training is an excellent method. I would recommend it to any company that has either of those things going on."

-John W. Pillman, VELUX Greenwood President

RESULTS:

- \$300,000 RETAINED SALES
- \$250,000 COST SAVINGS
- \$40,000 WORKFORCE PRACTICES
- \$25,000 SVE INVESTMENT

BENETEAU

"SCMEP really tailors the training or support to your own business with people who have been in the real world. They've done it before. They bring their own experience. Its 6S Program greatly improves quality and consistency."

-Gerard Martineau, Beneteau USA's Vice President of Manufacturing

RESULTS:

- \$1,200,000 EQUIPMENT INVESTMENT
- \$225,000 COST SAVINGS
- 5 JOBS CREATED
- 6 EMPLOYEES RETAINED

CCL LABEL

"SCMEP provides hands-on and cost-effective approaches to help you with your business. With the help of SCMEP and its Lean Manufacturing Principles, CCL Label has engineered dramatic change to drive up profits and create dynamic, lasting improvements."

-Jim Searcy, CCL Label General Manager

RESULTS:

- \$2,500,000 INCREASED SALES
- \$11,000,000 RETAINED SALES
- \$400,000 COST SAVINGS
- \$3,500,000 EQUIPMENT INVESTMENT
- 4 JOBS CREATED
- 10 EMPLOYEES RETAINED

INTERNATIONAL KNIFE AND SAW

"I don't think our business could have survived without something as strong as DBA. We have lots of inventory -- thousands of SKUs. It was a constant struggle to find and search for items. We couldn't have done it any other way that would have allowed us to keep tabs on items. When you lose track of inventory, you lose track of customers."

-Jim Ranson, Vice President and National Sales Manager for IKS

RESULTS:

- \$2,000,000 INCREASE SALES
- \$1,000,000 RETAINED SALES
- 4 JOBS CREATED
- 10 EMPLOYEES RETAINED

SCMEP Management Team



John Irion
President



Chuck Spangler
Vice President

SCMEP

SOUTH CAROLINA
MANUFACTURING
EXTENSION
PARTNERSHIP

SCMEP Partners and Alliances

Education Partners

University of South Carolina

Clemson University

South Carolina State Technical College System



Public and Business

South Carolina Chamber of Commerce

South Carolina Department of Commerce

South Carolina Economic Developers Association

South Carolina Export Consortium

South Carolina Small Business Development Center

South Carolina Small Business Chamber

Service Corps of Retired Executives (SCORE)

U.S. Small Business Administration

NIST MEP

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South Carolina Lean Alliances

CSRA Lean Alliance

Greenwood Lean Consortium

Low Country Lean Alliance

Metrolina Lean Alliance

Midlands Lean Alliance

Pee Dee Lean Alliance

Upstate Lean Alliance



Questline is a complimentary service SCMEP makes available to current clients providing them with technical, business research and information assistance.

SCMEP Offices

Headquarters

1301 Gervais Street, Suite 910
Columbia, SC 29201
(803) 252-6976 Phone
(803) 254-8512 Fax

216 South Pleasantburg Drive
Suite 283
Greenville, SC 29607
(864) 288-5687 Phone
(864) 288-8957 Fax

7 Southridge Court
Elgin, SC 29045
(843) 278-7737 Phone
(803) 462-1578 Fax

452 South Anderson Rd., Bldg. C
Rock Hill, SC 29730
(803) 324-2273 Phone
(803) 753-9108 Fax