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Welcome to the NEW New Mexico MEP!

Earlier this year New Mexico MEP participated in a successful and worthwhile transition to 100% local control and management. This newsletter is the first of many ways we will communicate our commitment to make our state an industry leader. We take pride in the successful interactions we have with all of our clients. Thank you for your support of New Mexico MEP. — Carol Sanchez, Center Director

New Mexico MEP Returns to Local Control

New Mexico Manufacturing Extension Partnership (New Mexico MEP), helping businesses to be more profitable, is now entirely managed in New Mexico. The Board of Directors*, with staff leadership assistance, completed the transfer of management and administrative oversight from an out of state company to New Mexico MEP. As a result of the transition, additional resources will be available to increase staff and services to the state's 1,700 manufacturers.

"This is a great move for New Mexico and a coup for businesses and manufacturers," says New Mexico MEP Board Member Sherman McCorkle. Resources provided through partnerships with Sandia National Laboratories Small Business Assistance Program* and the New Mexico Economic Development Department *, complement support provided by the United State's Department of Commerce National Institute of Standards and Technology* and the TVI Workforce Training Center*.

Partner Profile

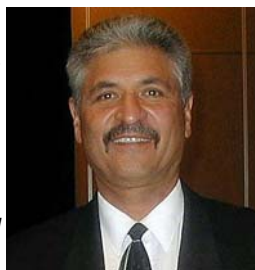
Sandia National Laboratories Small Business Assistance Program

"Our partnership with New Mexico MEP has been instrumental in making Sandia's Small Business Assistance Program a success. Working together to leverage private and public resources strengthens our economy throughout our state. Together, expanding small business capabilities is what we are all about."

Partnering with New Mexico MEP allows us to help manufacturers develop unique methods for machining, soldering, cabling, miniaturization, bonding, encapsulation, and solid models.

Providing independent product testing, mentoring as well as measuring and evaluating key design and operational variables are a few of the ways we dovetail with the experts at New Mexico MEP to help small businesses."

— Victor Chavez, Sandia National Laboratories Small Business Assistance Program



New Mexico MEP and Clients Featured on KRQE-TV

The services and successes New Mexico MEP provides to its clients were featured in a recent KRQE-TV, Channel 13 news report. Featuring the transformation and successes of Kendal Precision Machining (above) and Sparton Electronics. (below), reporter Bob Martin discussed ways New Mexico MEP approaches problems and provides solutions.

In addition to Lean Manufacturing workshops, New Mexico MEP engineers will also provide Value Stream Mapping, Work Place Organization (5S), Set-Up Reduction, Cellular Flow, and Kan Ban/Pull Systems. All of these products will be delivered according to New Mexico MEP and 360vu* specifications. New Mexico MEP will continue to provide ISO implementation for all industries.



*see www.newmexicomep.org for more information

New Mexico MEP Success Story

Putting Sagebrush Technology on the Global Map

Sagebrush Technology (ST) Production Manager Vaughn Halford knows a lot of military secrets. But the secrets he eagerly spills are the ones that New Mexico Manufacturing Extension Partnership (New Mexico MEP) helped him uncover.

Ask the heads of any small or medium size company if they'd like to be growing at more than a million dollars a year, and there's no doubt what they'd say. But for Albuquerque's Sagebrush Technology, that kind of growth was costing a lot of money.

Providing gimbals, positioners and other state-of-the-art precision motion products to the military, aerospace and medical markets not just in the United States, but in Israel, Australia and around the world, this New Mexico company is one of no more than 10 like it in the nation, says Halford. And its markets are booming. "Every month we had to order ever higher numbers of parts, and it was just a nightmare from beginning to end because of our bidding process, not just for us but for our vendors," says Halford.



The more parts, the longer and more complicated the process became. "It was getting to the point where our vendors almost dreaded our calls. 'Oh, no. It's another Sagebrush project.'"

That was before New Mexico MEP stepped in with an inventive mapping technique to streamline ST's parts ordering and bidding process, turning shortages and receiving delays into time and dollars added to the bottom line – both for Sagebrush and their vendors. Suddenly an investment of \$1,000 had saved ST nearly \$200,000 in direct impact on the company's operations.

A perfect example of working smarter, not harder, is the smart new mapping system Sagebrush created and implemented through New Mexico MEP's Lean Manufacturing course, one of the many training programs offered to help New Mexico's global companies eliminate waste and increase profits and morale.

"When you help companies impact their bottom line," says Carol Sanchez, Center Director of New Mexico MEP, you keep more money in the state and benefit New Mexico's overall economy. And that benefits all of us."

Project Manager Profile: Ron Burke



Senior Project Manager Ron Burke coordinated the New Mexico MEP effort for Sagebrush. Ron has worked in manufacturing for over 35 years. He has worked his way up the ranks from Maintenance Technician to Quality Manager to Manufacturing Manager. He has worked in a team based, lean environment for over 30 of his 35 years in manufacturing. For the past three years, as an employee of New Mexico MEP, he has been helping New Mexico businesses in the areas of Lean Manufacturing. He has an MBA as well as a BA in philosophy and psychology. He speaks Chinese-Mandarin.

Sign-up Now for Lean Workshops

Thursday, September 15 or Tuesday, October 18 (Albuquerque, New Mexico)

Learn how to eliminate the 8 "deadly" wastes of overproduction, wait time, transportation, inefficient process, excess inventory, excess motion, defects and under utilization of employees. Any small-medium business wishing to participate in the New Mexico MEP Lean Concepts Training, may utilize funding through the New Mexico Small Business Assistance Program with Sandia National Laboratories. Call (505) 262-0921 today!