



California's Manufacturing Network

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MEDIA RELEASE

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Local Ontario, CA Veteran Owned Small Business Implements Lean Culture to Manage Growth

Torrance, CA – February 13, 2020 – Local Ontario, CA manufacturer, Great Western Eagle Packaging (GWEP), was recently featured in a case study submitted by CMTC (<https://www.cmtc.com/cmtc-case-studies/great-western-eagle-packaging>).

Established in 2008, GWEP is a Veteran-Owned Small Business (VOSB) providing high-end, custom foam cases and inserts to protect products and valuables. Additionally, GWEP provides assembly services to place foam inserts into cases for their clients and then shipping the finished cases with inserts to its client's customers.

GWEP had an immediate need to improve space utilization to enable continued growth in their current facility, improve productivity and improve storage capacity. GWEP recognized that it needed outside expertise to assist in improving its space utilization and to become more productive. GWEP management chose CMTC to assist them in this process.

The approach taken was to design a project that would provide training and facilitate improvements. It was critical that key GWEP employees be introduced to and trained on the concepts and tools of Lean Manufacturing so that they would embrace change, drive the internal changes needed, and sustain and

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improve upon the changes. The project objectives were to improve space utilization to support growth within the existing facility; eliminate storage on the top racks to avoid an estimated \$50,000 investment in a high rack sprinkler system required by the Fire Department; and improve overall productivity through more efficient product flow, less clutter and a more effective die storage area.

The successful completion of the training and facilitation of the implementation of improvements led to measurable results including:

- A sales increase of \$420,000 and retained sales of \$1,000,000, which led to 10 retained jobs and the addition of 5 jobs
- Investment of over \$150,000 in new processes, plant and equipment

Todd Teach, President of GWEP stated, "Lead times to our largest customer were 10-12 weeks, and our business was at risk. With CMTC's assistance, these lead times are now down to 3-4 weeks. This freed up capacity to grow. We are now quoting new business and are in a good position to pick up additional business with our largest customer."

CMTC, as one of fifty-one Centers across the nation in the MEP National Network, is part of the U.S. Government's effort to develop and deploy technology, management and technical expertise to small and medium-sized manufacturers to improve their productivity and global competitiveness.

About Great Western Eagle Packaging

GWEP is an industry leader in foam fabrication. At GWEP, we like to think of ourselves as your "one-stop foam supplier". We have a highly-skilled workforce and dedicated service personnel as well as the most up to date foam fabricating equipment available.

Because of our custom fabrication services and capabilities, we find ourselves able to respond to a diverse clientele. We are especially proud of our commitment to the continuous improvement of our facilities, our equipment upgrades and modern manufacturing practices. Our ISO 9001:2008 certification is just one part of our quality policy.

About CMTC

CMTC, a private non-profit corporation, was established in 1992 to provide consulting services to small and medium-sized manufacturers in California. In 2016, The U.S. Commerce Department's National Institute of Standards and Technology (NIST) awarded CMTC a five-year agreement to be California's Manufacturing Extension Partnership (MEP) Center. This agreement makes CMTC the lead organization for delivering services to small and medium-sized manufacturers in California with support of partners throughout the state. Through its collaboration with these partners, CMTC will enhance operational performance, new product development, market expansion and technology adoption for manufacturers in both urban and rural centers. For more information visit www.cmtc.com.

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