

NWTAAC Trade Impact Case Study

Trade Adjustment Assistance for Firms (TAAF)

Plastic Parts Manufacturer

CHALLENGE

Relocation of customers to Mexico and China.

In the two years prior to starting TAAF:

Sales Change: -17%

Jobs Change: -52%

NWTAAC assisted company to prepare a petition for TAAF



When a factory moves offshore, an entire network of suppliers is sent reeling

Referred to TAAF by:

Local economic development office

SOLUTION

NWTAAC worked with management to review and advise on a strategy to stabilize operations and seek an acquisition offer.

Investment NWTAAC secured approval for \$150,000 for outside expertise with the company matching at 50% (\$75,000). The company invested \$785,000 to fully implement the strategy.

Outside * Expertise * Manufacturing process improvement with TUV USA & WMS

* Marketing - Promotion with Catalyst & Zoom Studio

RESULTS

TAAF focused on helping the company stabilize operations while seeking acquisition. The company was successful in finding an acquisition partner. The firm employed \$25,225 of TAAF assistance over 2 years.

Results from start of TAAF:

Sales Change: -29%

Jobs Change: -23%

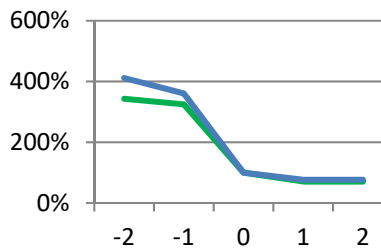
Productivity: -8%

TAAF Usage: Limited

Status at Close: Company acquired

Long-term: Continued operation by new owner

Table: Indexed SALES and JOBS by program year, TAAF start = 100% and year 0.



*Active for 2 years with 0 years of follow-up

TAAF helps companies (typically: small, closely held/family owned) to overcome challenges from import competition. Help focuses on business strategy and outside expertise. The program is single use with a cap on assistance.



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Trade Adjustment Assistance for Firms

Alaska, Idaho, Oregon, Washington



NWTAAC is a private, non-profit organization with over 35 years experience in the Pacific Northwest