

Trade Adjustment Assistance for Firms (TAAF)

Mold Manufacturer

CHALLENGE

Competition from low cost producers in China.



In the two years prior to starting TAAF:

Sales Change: -13%
Jobs Change: 4%

NWTAAC assisted company to prepare a petition for TAAF

While there are effective responses to price competition, they require investment and time to take effect.

Referred to TAAF by:

NWTAAC Regional Outreach

SOLUTION

NWTAAC worked with management to review and advise on a strategy to innovate in production and refine products for energy efficiency.

Investment NWTAAC secured approval for \$30,000 for outside expertise with the company matching at 25% (\$7,500). The company invested substantial additional funds to fully implement the strategy.

Outside * Expertise * Tooling & Process Consulting with WTI

* Lean Manufacturing with Idaho Tech Help

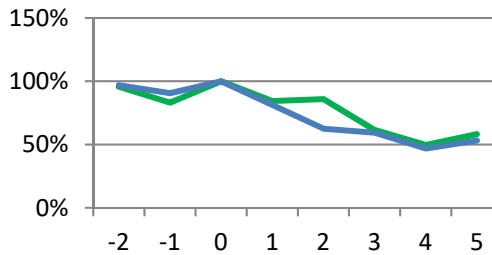
RESULTS

TAAF focused on production capability. The company found itself shifting its strategy during the recession and ultimately closed or was acquired. The firm employed \$13,931 of TAAF assistance over 6 years.

Results from start of TAAF:

Sales Change: -42%
Jobs Change: -47%
Productivity: +10%

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



*Active for 6 years with 0 years of follow-up

TAAF Usage: Partial

Status at Close: Company closed

Long-term: Company closed or may have been acquired

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.



NorthwestTAAC

1200 Westlake Ave. N., Ste 604
 Seattle, Washington 98109
 T: (206) 622-2730; F: (206) 622-1105
 www.nwtaac.org

Trade Adjustment Assistance for Firms

Alaska, Idaho, Oregon, Washington

