

New Mexico MEP

New Mexico Manufacturing Extension Partnership

Presentation to Mesilla Valley Economic
Development Alliance
"Business in the Borderplex"



**Mesilla Valley
Economic
Development
Alliance**



Introduction:

Who is Danny L. Armijo II



Who is New Mexico MEP

- Created to help New Mexico's Manufacturers
 - Strengthen their global competitiveness
 - Delivering relevant services
 - Assist them to achieve their goals
- We Provide proven resources of industry technologies, practices and trends focused on results
- We have Strategic partnerships throughout the state and nationally
- Our board is made up of industry lead professionals
- We are part of the Department of Commerce - NIST

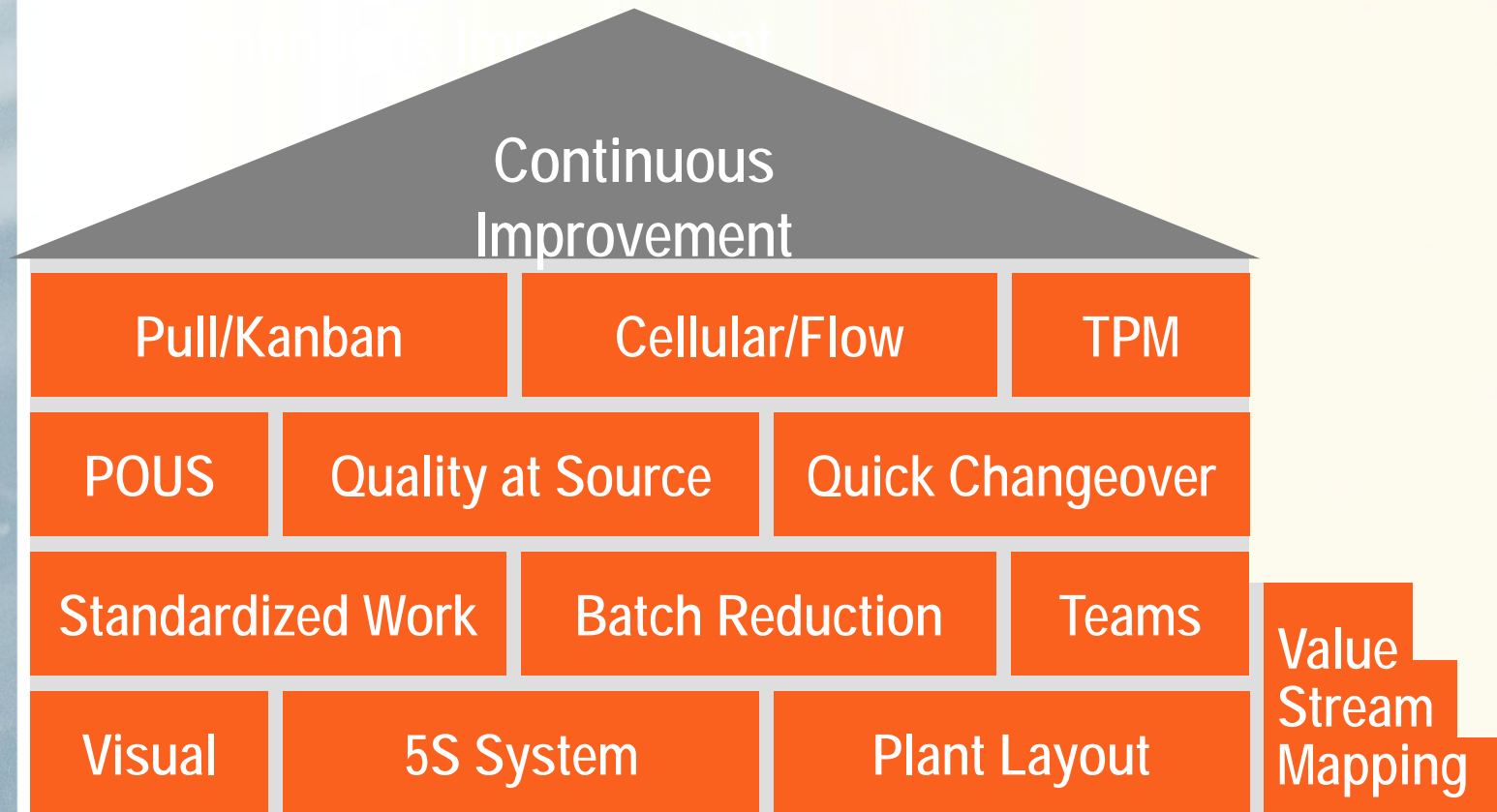
What is New Mexico MEP?

- * An organization that delivers and makes available manufacturing services to the State's approximately 1,600 existing manufacturing enterprises
- We engages in strategic partnerships throughout the State –
Local and State EDD, SBDC, Colleges
Nationally – DOL, EPA, DOE, DOD, USDA

Other Partnerships

- **Including:**
 - **Sandia National Laboratories Small Business Assistance Program and Los Alamos Labs (NMSBA Program)**
 - **Quality New Mexico**
 - **National Institute of Standards and Technology (NIST)**

Core Lean Building Blocks



Some of Our Services

LEAN MANUFACTURING-

Lean assessments, value stream mapping (VSM), standard work, cellular/ work flow, 5S (workplace organization), mistake proofing, lean office, supply chain management

LEAN Leadership

Defining the true definition of “Leadership” and what makes for a good “Leader”

Senior Management to the Manager, Supervisor, to the workforce. All Directions....

Family Business Advising

Assessments and benchmarking, strategic planning, product rationalization, distribution and management, succession planning, exit strategies.

Expotech – Growing Your Business

Alchemy Training Systems

What is "Leadership" to you and how is your "Leadership" looked upon in your organization ??

- Is there "communication" ?
- Is there "Trust" ?
- Is there proper use of the "Chain of Command" ?
- Is there "Teamwork" ?



100 % / 0



There is a quote from Ken Blanchard who wrote a book on great leaders and the fundamental principle is this :

> SERVE

> The acronym stands for; S = See the Future, E = Engage and Develop People, R = Reinvent Continuously, V = Value Results and Relationships, and E = Embody the Values. The SERVE acronym is definitely not an easy thing to live up to on a daily basis.

What is ExporTech?

**An Export Acceleration System for
Achieving Profitable Growth**

**System/Process versus Training
Helps Companies Enter or Expand in
Global Markets**

**Develop a vetted international growth
plan**

**Obtain and apply expert knowledge
specific to their needs**

**Reduce risk and increase chance of
success**

Why Export?

Export is the best way to grow a small business and create new products and markets.

27 million Small Businesses in the US

260,000 (<1%) export

60% export to only one country

95% of the world's consumers live outside the US

NM MEP Success Story Business Impacts

Over the past year, New Mexico MEP has served over 116 clients

New Mexico MEP clients have reported the following significant impacts through third-party surveys: (NIST)

- * **\$ 3.5 Million Annual Cost Savings**
- * **\$ 86.5 Million Increased/Retained Sales**
- * **\$ 13.4Million Plant/Equipment Investments**
- * **446 Jobs - Created/Retained**

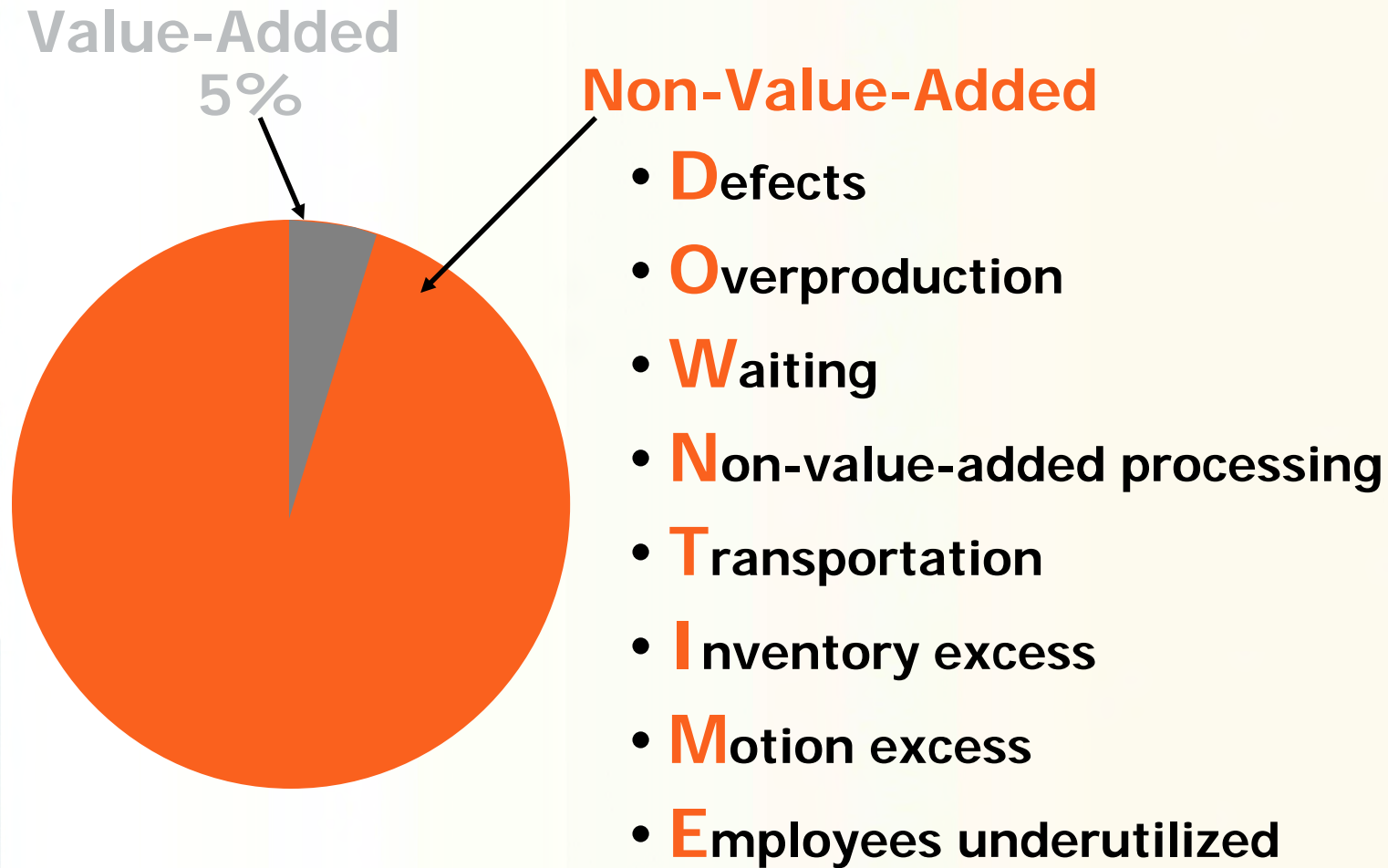
How does this happen?

- **Unyielding leadership**
- **Deep commitment to excellence**
- **Ability to question everything**
- **Strategic vision, based on Lean Enterprise as part of company strategy**

Every Business likes these type of results...

- Increased efficiencies by more than 50%
- Reduced manufacturing time from 1 hour to 15 minutes
- Improved on-time delivery from 70% to 90%
- Reduce lead time from 1 week to 4 hours
- Increase production output and reduce work hours while maintaining the same level of staff
- Improve quality by 90% in less than 12 weeks

Lean = Eliminating Waste



Typically 95% of all lead time is non-value-added

“One of the most noteworthy accomplishments in keeping the price of Ford products low is the gradual shortening of the production cycle. The longer an article is in the process of manufacture and the more it is moved about, the greater is its ultimate cost.”

— Henry Ford, 1926



So what is a Lean Culture is

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- • • everyone in an organization looking for answers to the continuous improvement question:

How can We Do a Better Job?

Working Smarter – Not Harder !!

Benefits of a Lean Culture

- Fully utilize every person as value-added problem solvers
- Improve bottom line results \$\$\$\$\$\$
- Make improvements sustainable
- Create continuous improvement process
- Retain good employees

How to Become a Lean Organization

- See every activity or challenge as a learning opportunity
- Be totally committed to continuous improvement
- Approach every activity with the goal of perfection

Every morning in Africa, a gazelle wakes up. It knows it must run faster than the fastest lion or it will be killed. Every morning a lion wakes up. It knows it must outrun the slowest gazelle or it will starve to death.


It doesn't matter whether you are a lion or a gazelle — when the sun comes up, you had better be running.





I will leave you with these final thoughts: How Lean is your culture?

- **Communications?**
 - **Problem Solving & Decision Making?**
- **Vision/Business Strategies?**
 - **Performance measures?**
- **Employee Recognition?**
 - **Conflict Management?**



**New Mexico MEP is
committed to
delivering
innovative and cost
effective solutions
to our clients.**

Questions

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For Further Information

**Contact:
Danny L. Armijo II**

**400 N. Pennsylvania Ave.
Suite 940A
Roswell, New Mexico 88201
Office: 1-575-624-3219
Cell: 1-575-420-2793**

**dannya@newmexicomep.org
www.newmexicomep.org**

