

**Oklahoma  
Manufacturing  
Alliance**

***2010 Impact***



**Our Report to Oklahoma**

# Oklahoma Manufacturing Alliance

Through our statewide network of manufacturing extension agents and applications engineers, we provide a full range of services to companies. The Oklahoma Manufacturing Alliance is the go-to source for assessing needs and finding solutions available through public and private resources.

We offer technical assistance and business advice, helping manufacturers become progressively more successful. Services focus on improving the bottom line, while growing the entire company. We live and work in communities across Oklahoma, taking our support to your workplace on your schedule. Manufacturing extension agents are uniquely trained and offer assistance to manufacturers in all aspects of business, including:

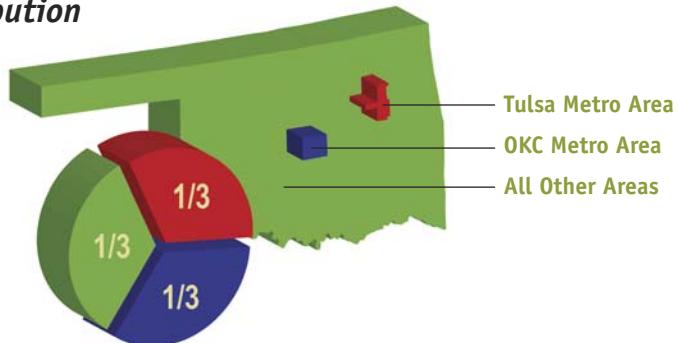
- ▲ Company-wide assessments
- ▲ Technical and short-term engineering assistance
- ▲ Lean Manufacturing
- ▲ Business growth services including Eureka! Winning Ways
- ▲ Exporting assistance and new market exploration
- ▲ Succession and strategic planning
- ▲ New product development
- ▲ Business and tax incentives



**Oklahoma manufacturing is firmly grounded in the energy and aerospace sectors.**

## *Geographic Distribution*

The geographic distribution of Oklahoma's 4,000 manufacturing companies is generally split among the Tulsa area, the Oklahoma City area, and other non-metro areas.



# Our Sponsors

The Oklahoma Manufacturing Alliance contracts with local sponsors to provide Manufacturing Extension Agents who work under our direction and provide assistance to the state's nearly 4,000 manufacturers. MEAs work at the grassroots level to help manufacturers increase their competitiveness.

## CareerTech

Caddo-Kiowa Technology Center, Ft. Cobb  
Canadian Valley Technology Center, El Reno  
Francis Tuttle Technology Center, Oklahoma City  
Gordon Cooper Technology Center, Shawnee  
Great Plains Technology Center, Lawton  
Indian Capital Technology Center, Muskogee  
Kiamichi Technology Center, Wilburton  
Meridian Technology Center, Stillwater  
Metro Technology Centers, Oklahoma City  
Mid-America Technology Center, Wayne  
Moore Norman Technology Center, Norman  
Northeast Technology Centers, Afton  
Pioneer Technology Center, Ponca City  
Pontotoc Technology Center, Ada  
Red River Technology Center, Duncan  
Southwest Technology Center, Altus  
Tri-County Technology Center, Bartlesville  
Tulsa Tech

## Corporate

Arvest Bank  
Bank of Oklahoma  
Blue Cross and Blue Shield of Oklahoma  
Oklahoma Gas & Electric  
Oklahoma Natural Gas Company  
Public Service Company of Oklahoma  
UMB Bank

## Higher Education

Murray State College, Tishomingo  
Northeastern State University, Broken Arrow  
Northeastern State University, Tahlequah  
Northern Oklahoma College, Tonkawa  
Oklahoma City Community College  
Oklahoma State University, New Product Development Center  
Oklahoma State University-Oklahoma City  
Oklahoma State University, Stillwater  
Redlands Community College, El Reno  
Rogers State University, Claremore  
Southwestern Oklahoma State University, Weatherford  
Tulsa Community College

## Economic Development

Grand Lake Manufacturer's Council, Afton  
Muskogee Development  
Muskogee Port Authority  
The State Chamber

## Government

National Institute of Standards and Technology  
Oklahoma Center for the Advancement of Science and Technology  
Oklahoma Department of Career & Technology Education  
Oklahoma Department of Commerce  
Oklahoma State Regents for Higher Education

# Economic Impact

The Oklahoma Manufacturing Alliance, as part of the national Manufacturing Extension Partnership, is continuously reviewed by the National Institute of Standards and Technology to ensure a high return on investment. In fact, the latest quarterly review rated the Oklahoma Manufacturing Alliance a perfect 100 percent. We are routinely among the most effective MEP centers nationwide. A look at some of the economic impacts from the past year show the impressive results.

*Figures represent July 1, 2009 to June 30, 2010.*

*Impacts are reported by the manufacturers.*

**Number of Oklahoma manufacturers assisted:**

457

**Number of individual projects completed with economic impact:**

408

**Total savings in labor, materials, energy, and overhead:**

\$41,875,686

**Amount of increased and retained sales reported by manufacturers:**

\$122,353,660

**New capital investments made by companies assisted through the Oklahoma Manufacturing Alliance:**

\$41,194,148

*As a 501(c)(3) non-profit organization, the Oklahoma Manufacturing Alliance receives funding from both public and private sources.*

# Lean Manufacturing

More than a decade ago, the Oklahoma Manufacturing Alliance launched its Lean Manufacturing initiative, a program that has taught more than 20,000 employees how to make their workplace more efficient and their companies more productive. It's an unprecedented partnership between state and federal agencies, educational institutions, economic development organizations, and private enterprise. This unique mechanism for transferring knowledge into the marketplace has transformed the landscape of manufacturing in Oklahoma. While improving the competitiveness of existing industry, the Lean Manufacturing initiative is creating a technically-skilled workforce that is better prepared to compete in the 21st Century.

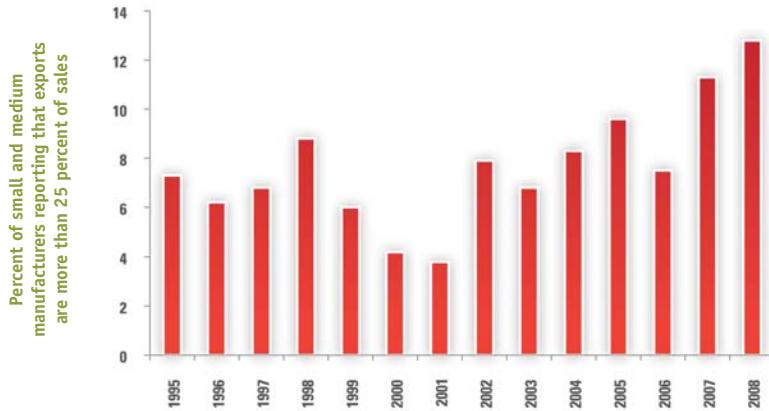
The Oklahoma Manufacturing Alliance has developed the most comprehensive program for this kind of process improvement. The tools and services are not only proven, they're flexible, taking a company from introductory courses to a progression of on-site Kaizen process improvement projects. The Oklahoma Manufacturing Alliance works in conjunction with public agencies and private service providers to identify opportunities, design solutions, implement schemes, and create systems for continuous improvements.

**Number of individual employees participating in Lean Manufacturing services provided by the Oklahoma Manufacturing Alliance over the past 11 years:**

20,015

**Number of Oklahoma manufacturing companies supported through Lean Manufacturing activities over the past 11 years:**

635



Source:  
National Association  
of Manufacturers

## The Growing Importance of Exports

Scale economies—as well as the complexity and cost of selling goods and services overseas—naturally give larger business establishments a competitive advantage in the exporting arena. In spite of the challenges, smaller manufacturing firms are gaining traction in global markets. The share of small and medium manufacturers reporting that exports account for more than one-quarter of their sales more than tripled from 3.8 percent during 2001 to 12.8 percent during 2008.

The internet, as well as a variety of assistance programs, has lowered the barriers to export markets for smaller manufacturers. And technology has allowed for smaller scale production of commoditized products. The Oklahoma Manufacturing Alliance helps provide direction to manufacturers through our ExporTech program.

### ExporTech

The ExporTech program helps companies enter or expand into global markets. It assists in the development of a customized international growth plan, which is vetted by experts and supported by a team of organizations that help companies move quickly beyond planning to actual export sales.

Participants work as a group through a process to accelerate the pace and increase the success rate of international sales efforts. Unlike a static classroom environment, this course is customized to the specific learning needs of participants and produces an international growth plan for each company. During the three sessions, spanning approximately three months, the participating companies gain an understanding of how exports can be a major growth driver, identify hurdles to expansion, and work with the facilitators to develop a customized international growth plan for their company.

Over the past two years, more than 30 Oklahoma companies have participated in this program.

# Wilco Machine & Fab

## The Company

Wilco Machine & Fab employs about 200 at its 27-acre complex in Marlow. The 25-year-old company manufactures fabricated and machined equipment, products, and tools for the energy industry. Wilco built and holds the reputation as the provider of superior ASME vessels and tanks as well as bulk material handling equipment, energy services equipment, and machined products and tools. Whether Wilco builds to a customer's specification, or to one of its own designs, the customer is assured of the finest quality, in addition to consistent, on-time delivery.

## The Situation

At a time when U.S. domestic markets were performing poorly and offering little or no opportunity for growth, Wilco was searching for new ways to expand its business. Vice President Anthony Chandler turned to Bill Cunningham, a manufacturing extension agent with the Oklahoma Manufacturing Alliance. Chandler and Cunningham had worked together on many projects and enjoyed a solid relationship. Cunningham suggested ExporTech. The program offers detailed guidance on the variety of elements critical to understanding international markets ... from banking and financing to freight forwarding, licensing, and strategy. For Chandler, it was well-timed and exactly what was needed to ramp up their production.

## The Solution

Through the ExporTech program, Wilco produced a comprehensive and detailed plan for expanding its foreign markets. Putting the plan into action already has returned impressive results. The company has visited the Middle East to establish relationships and gauge the competition. Officials have met with private and state-owned oil companies. Wilco is in negotiations for a joint venture in Brazil, and is scouting locations in the Middle East and Africa for manufacturing products in those regions. Exports have increased a dramatic six-fold and Chandler expects they will reach 75 percent of total revenue this year.



“ If you're going to grow and be successful, you can't just think domestically anymore. That will stifle your business. The world is our market, particularly in our industry. You've got to be willing to go where you've never been before. ExporTech has given us the logistical knowledge and information so we can be very successful. ”  
*Anthony Chandler*

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Tulsa Centerless Bar Processing

Tulsa

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Kirtz Shutters

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### **Oklahoma Manufacturing Alliance**

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