

## SMALL SMART INVESTMENT DELIVERS EXCELLENT RESULTS

### BACKGROUND:

Sealing products manufacturer **ZäGO** is headquartered in Newark, New Jersey. The company, which has been selling its products since 1993, is a global leader in fastener and switch security. Thanks to the company's proximity to Newark Airport, the Port of Newark, and most of New Jersey's major transit routes, they make daily shipments throughout North America, Central America, South America, Europe and Asia. An ISO 9001:2008 certified company; ZäGO's products are DFARS, ROHS and REACH compliant.

All designing, engineering and manufacturing is done locally by its 25 employees, enabling ZäGO to rapidly create prototypes, implement adjustments and begin production for its customers that include major military contractors, aerospace industry suppliers, computer and electronic equipment makers, medical, marine products, and motor vehicle manufacturers. The company sells its self-sealing fasteners, nuts, toggle switch boots & panel bushing seals to both distributors and Original Equipment Manufacturers (OEMs).

### CHALLENGE:

Gail Friedberg, VP and Legal Counsel for Z GO first contacted NJMEP in response to an Energy Alliance email campaign the organization launched. Ms. Friedberg was looking to change suppliers when the current contract expired in 18 months. In the interim, NJMEP conducted a lean assessment that indicated a number of opportunities where the company could improve its operations, most notable, the plant layout.

### SOLUTION:

To address the changes necessary to improve the efficiency of the plant floor NJMEP brought in one of its manufacturing specialists to evaluate the current set up. After spending time on the floor watching processes and speaking with frontline workers and management a new floor plan was drawn up and equipment was moved.

### RESULTS:

When completing the NIST survey that was conducted 6-9 months after project completion ZäGO reported impact directly related to the work as:

- Increased Sales: \$100,000
- Cost Savings: \$10,000
- Investments and /or saving in plant equipment and info systems: \$55,000

NJMEP is currently working with Ms. Friedberg to improve other areas that were identified in the initial assessment. With the help of NJMEP and a NJDoL Skills4Jersey grant ZäGO is training it frontline and administrative workers in Lean tools and techniques that will build on the new plant layout and increase operational efficiencies. Regarding changing energy suppliers to reduce energy costs, ZäGO now uses Solar Power to reduce them.

### Connect with NJMEP:



**When asked about the project Ms. Friedberg replied, “When we reorganized our shop floor and were seeking to maximize efficiency in our plant we brought in NJMEP to assist us with our new plant layout. Everything worked out great. NJMEP was a pleasure to work with, their advice was invaluable and everything is flowing smoothly now.”**

### **NJMEP'S MAIN SERVICE AREAS:**

- Business Development Services
- Contingency and Emergency Planning
- Destination Innovation
- Energy Alliance Program
- ExporTech™
- Human Resources Solutions
- Lean Business Solutions
- Quality Management Systems & ISO
- R&D Tax Credits
- Six Sigma
- Supply Chain, Transportation and Logistics Services

### **Connect with NJMEP:**

