

## **WORKFORCE TRAINING GENERATES COST SAVING AND COMPANY GROWTH**

### **BACKGROUND:**

Henry Troemner founded **Henry Troemner LLC** over 170 years ago in 1838. The company started as a manufacturer of scales and weights in Philadelphia, Pennsylvania. The manufacturing of laboratory equipment began in 1963 and in 1993 Troemner became one of the first companies in the Philadelphia area to earn ISO 9001 certification.

Troemner's laboratories are accredited by both the National Institute of Standards and Technology (NIST) administered National Voluntary Laboratory Accreditation Program (NVLAP) and the United Kingdom Accreditation Service (UKAS). Troemner is now located in Thorofare, New Jersey, where it currently employs 140 people.

### **CHALLENGE:**

Henry Troemner and NJMEP have a long-standing relationship, going back to 2006 when the company embarked on its Lean transformation. Eight years later Troemner remains committed to remaining on the leading edge of its industry. In pursuit of excellence, the company maintains a continuous improvement program. As part of this program NJMEP and Troemner identified areas to focus on: quality performance, productivity, new product development and market penetration. To help Troemner with the cost of training, NJMEP would assist in the application and management of a New Jersey Department of Labor (NJDOL) Customized training grant.

### **SOLUTION:**

To meet its objectives, NJMEP designed a training program consisting of: Six Sigma Problem Solving, MRP (Material Requirements Planning), SPC (statistical process control), as well as Inventory Excellence. Based on the proposed program, Troemner was approved for funding.

Working with NJMEP's Trainers Troemner's workforce took part in seven (7) courses:

- Six Sigma Green Belt Certification Training
- Problem Solving
- PC Skills –Project Management
- MRP
- Logistics and Materials Management
- SPC
- Inventory Accuracy

Thirty-five (35) front line technical, logistical, and engineering employees over all operational classifications took part in the training that provided them with the technical skills of Design of Experiment, Six Sigma, Microsoft Project, and Materials ERP skills.

### **Connect with NJMEP:**





## RESULTS:

As a result of tools and techniques that were learned in this round of continuous improvement training, Troemner reported significant impact when surveyed by NIST.

- Generated a cost savings of \$250,000
- Grew by 10 jobs and retained 10 jobs that otherwise would have been lost
- Saved \$32,000 in training costs as a result of the grant
- Invested \$200,000 in new process and/or products
- Grew Sales by 3.3%

**Stephen Butler, the Vice President of Operations of Henry Troemner LLC, explained, “NJMEP was instrumental in assisting us in obtaining a DOL Training grant which funded this project. Through this project we improved our schedule management and adherence. In doing so, we increased sales, through increased customer service and satisfaction.”**

## 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:

