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A Stuart Printing Company Finds Increased Customer Base through Unique Partnership

~ As Kinane Corporation grows the Florida MEP provides guidance ~

STUART, Fla. – Kinane Corporation Commercial Printing, a Stuart-based one-stop-shop for design, printing and marketing, recently announced the company's second acquisition in two years with the purchase of Capitol Printing. The achievement follows an ongoing relationship with the Florida Manufacturing Extension Partnership (MEP), whose valuable direction and programs aided in the corporation's ability to merge.

Sue Kinane founded the corporation in 1990 with the goal of providing her clients high-quality products that continuously exceed consumer expectations. As her client base grew and new technology constantly entered the work space, Kinane called on the Florida MEP to conduct a manufacturing assessment of her corporation to ensure her clients received products in a timely manner.

"The Florida MEP showed me what we were doing wrong and what we were getting right," said Sue Kinane, owner and president of the Kinane Corporation. "They gave me a plan to improve and streamline my company's work flow process. Our company absolutely benefited from MEP's evaluation and guidance - I believe every manufacturing business, not just printing companies, should have an evaluation."

Kinane Corporation has spent more than two years with the Florida MEP learning and using their lean manufacturing methods. The adoption of lean methods in the work space eliminates waste and increases productivity and profitability. More importantly, lean manufacturing methods allow for a smaller company, such as the Kinane Corporation, to gain a competitive edge in an increasingly global marketplace.

"The Kinane team embraced the information they received in all of their MEP training sessions which included Lean Competitive Assessment, Lean Workshop and Value Stream Mapping," said Phyllis Morese, the Florida MEP project manager. "Following the Lean philosophy, Kinane implemented the tools they received to launch their company on a continuous improvement path."

During Value Stream Management sessions Kinane employees worked together to target improvement opportunities in company performance. The opportunities were broken down into material pathways - the movement of incoming materials through the manufacturing operations to the shipping of finished goods and into information pathways - addressing customer and supplier communications. These sessions aimed to identify production steps which could be changed, eliminated, or improved and provided a strategy-focused group approach to improvement.

Florida MEP is a non-profit service available to every manufacturer in the state. Between 2001 and 2006, the Florida MEP served close to 800 small- to medium-sized manufacturers, like Kinane Corporation, throughout the state. In those five years, MEP has created or retained more than 6,500 jobs, saved nearly \$100 million in costs, and increased or retained \$470 million in sales.

To learn more about the Florida MEP program visit www.floridamep.org. Kinane Corporation can be reached at (772) 288-6580 or at their Web site, www.kinaneprinting.com.