

## MESSAGE from the PRESIDENT



MARTIN C.  
JISCHKE



The Technical Assistance Program (TAP) is one of the great success stories, not only for Purdue, but also for the state of Indiana. As governmental leaders and entrepreneurs have worked to bring about an economic resurgence in the state, TAP — in an ever-expanding role — has been an invaluable resource, providing cutting-edge expertise and solving problems. During the year chronicled in this report, more than 550 businesses, hospitals, health departments, and governmental units, representing all 92 Indiana counties, benefited from TAP's services.

The impact of these services has been substantial. TAP clients credit the program with increasing their sales by \$16.8 million and for helping them retain nearly \$32 million in sales. TAP's assistance also saved these companies and institutions more than \$5 million, created or retained 385 jobs, and led to capital investments of \$9.5 million.

It is because of performance like this that Purdue has increased its commitment to TAP, with help from our state government. During the past year, TAP has roughly tripled in size to 40 full-time equivalent staff and a \$5 million budget. It also opened new offices in Fort Wayne and Anderson to add to the existing ones in Indianapolis, Merrillville, and West Lafayette. An additional expansion to Rising Sun in southern Indiana is scheduled soon.

### Other highlights:

- The TAP Manufacturing Extension Partnership center served 79 companies, providing over \$2 million of training and education for 1,600 workers.
- Healthcare TAP served 15 healthcare providers with 20 projects, improving patient care, safety, and productivity.
- In a project undertaken for the Indiana State Department of Health, Healthcare TAP performed a gap analysis of the pandemic influenza plans for each of Indiana's 94 health departments.
- TAP is a partner with several state departments, including the Indiana Economic Development Corporation, the Indiana Department of Health, the office of Energy and Defense Development, and the Department of Workforce Development.

By any standard, it has been a banner year for TAP with significant benefits for our state, its people, and the entrepreneurs who are working to grow our economy. One of the primary goals of Purdue's strategic plan is to address the needs of society through engagement. Since 1986, the Technical Assistance Program has been one of our most powerful tools for meeting that goal, and — as this report demonstrates — it is getting better all the time.

A handwritten signature in black ink that reads "Martin C. Jischke".

Martin C. Jischke  
President, Purdue University

## INDIANA'S GROWTH and PROSPERITY



### TAP's Success is Indiana's Success

Whether an organization wants to improve competitiveness, increase profits, or continue to meet the growing needs of their customers, TAP can help them more efficiently and effectively meet their goals.

### TAP Experience

Purdue's Technical Assistance Program is designed to meet the many needs of Indiana companies, healthcare providers, and organizations. Each service TAP offers provides expert advice, professional training, and individualistic treatment to ensure that employers, employees, and Indiana all benefit from the partnership.

### TAP Expertise

TAP allows Purdue's award-winning faculty and staff experts to take their ideas out of the classroom and implement them in Indiana's businesses, constantly infusing companies with new methods of efficiency to cut waste and increase profits.

### TAP Knowledge

Purdue's Technical Assistance Program is helping companies from all over Indiana become more efficient, all while connecting businesses with the best resources Indiana has — today's educated youth and tomorrow's leaders of industry.

### Economic Impact Data July 2005–June 2006

#### Savings and Investments\*

Increased Sales	\$16,800,000
Sales Retained	\$31,675,000
Cost Savings	\$5,097,286
Capital Investment	\$9,474,700

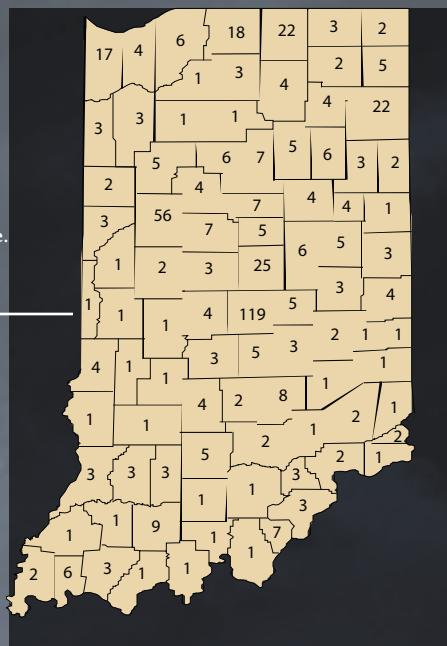
#### Employment\*

Jobs Created or Retained	385
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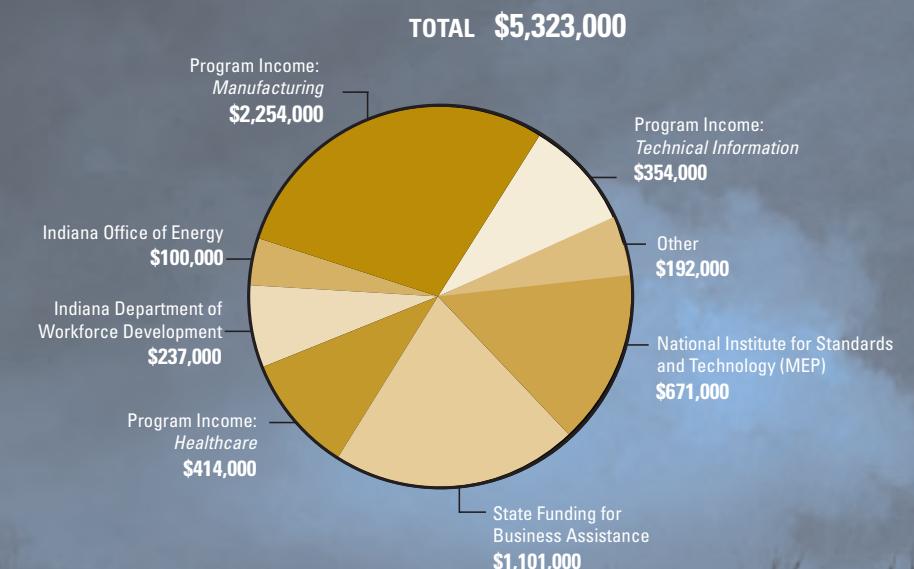
\*Data is based on client evaluations of TAP assistance.

#### Clients Served

In 2005–2006, TAP faculty, graduate students, and staff worked with over 536 companies, hospitals, health departments, and governmental units across Indiana.



### TAP Funding Sources for Fiscal Year 2006



## HEALTHCARE TECHNICAL ASSISTANCE PROGRAM

HANCOCK REGIONAL HOSPITAL



Greenfield, IN — Hancock Regional Hospital has a mission: to be a caring community partner dedicated to enhancing the health of the patients and communities they serve. HTAP became an important part of that mission this past year.

"We hired Healthcare TAP to improve the efficiency of the day-to-day operations of our facility, and in doing so improve the healthcare provided in our hospital. We had just built a new addition on our hospital, which included a new Emergency Department and a new Cardiac and Intensive Care Unit. After moving into these new facilities, we realized we had inefficiencies and processes that needed improvement. Healthcare TAP applied engineering techniques and nursing know-how to make several recommendations to improve patient care and flow. The recommendations HTAP made, and the implementation of those recommendations, have benefited the patient as well as saved the hospital thousands of dollars in time efficiency. We look forward to using Healthcare TAP services in the future."

— Bobby Keen, President and CEO of Hancock Regional Hospital

Patricia Coyle-Rogers, PhD, associate professor in the school of nursing, and Bobby Keen stand in the foyer of Hancock Regional Hospital. Coyle-Rogers worked with Professor Yuehwern Yih, PhD, and graduate assistant Guruprasad Sankaranarayanan, both from the school of industrial engineering, to analyze patient flow and productivity in the CICU, medical, and surgical units of Hancock Regional.

## ENERGY EFFICIENCY PROGRAM

ALCOA WARRICK OPERATIONS

TAP's Energy Efficiency Program provides industrial energy assessments, training, and implementation to firms seeking technical and management assistance in addressing energy usage. These services impact workforce, processes, and management systems to affect sustainable improvements in gas and/or electricity consumption. These services served over 58 firms in the past year.

Newburgh, IN — With 120 acres under one roof, 300 within the fence, and 9,000 acres overall, Warrick Operations is one of the largest aluminum smelting and fabricating facilities in the world. Alcoa's Primary Metals and Rigid Packaging divisions create aluminum sheets for beverage and food can ends and tabs, along with other flat-rolled aluminum products. Alcoa Warrick employs 2,000 hourly and salaried workers.

"Alcoa Warrick Operations engaged David Zeese from Purdue TAP to assist us in reviewing energy usage and potential areas of conservation and/or usage elimination. What we learned at the TAP-sponsored CHP conference opened our eyes to the feasibility of capturing waste heat for potential fuel consumption reductions. We have found TAP's services to be a good addition to our own Alcoa resources as we work to tackle our energy use and reduce our production costs."

— Bill Spry, Plant Manager

"Put together a stronger energy efficiency culture in Indiana's energy intensive manufacturing sector through increased federal and state support for Purdue University's Technical Assistance Program (TAP) and the Clean Manufacturing Technology & Safe Materials Institute. Technical assistance and training from these programs will provide energy managers at manufacturing facilities, both large and small, with the necessary tools and knowledge to reduce their energy usage and costs, benefiting all Indiana sectors through reduced demand for electricity and natural gas."

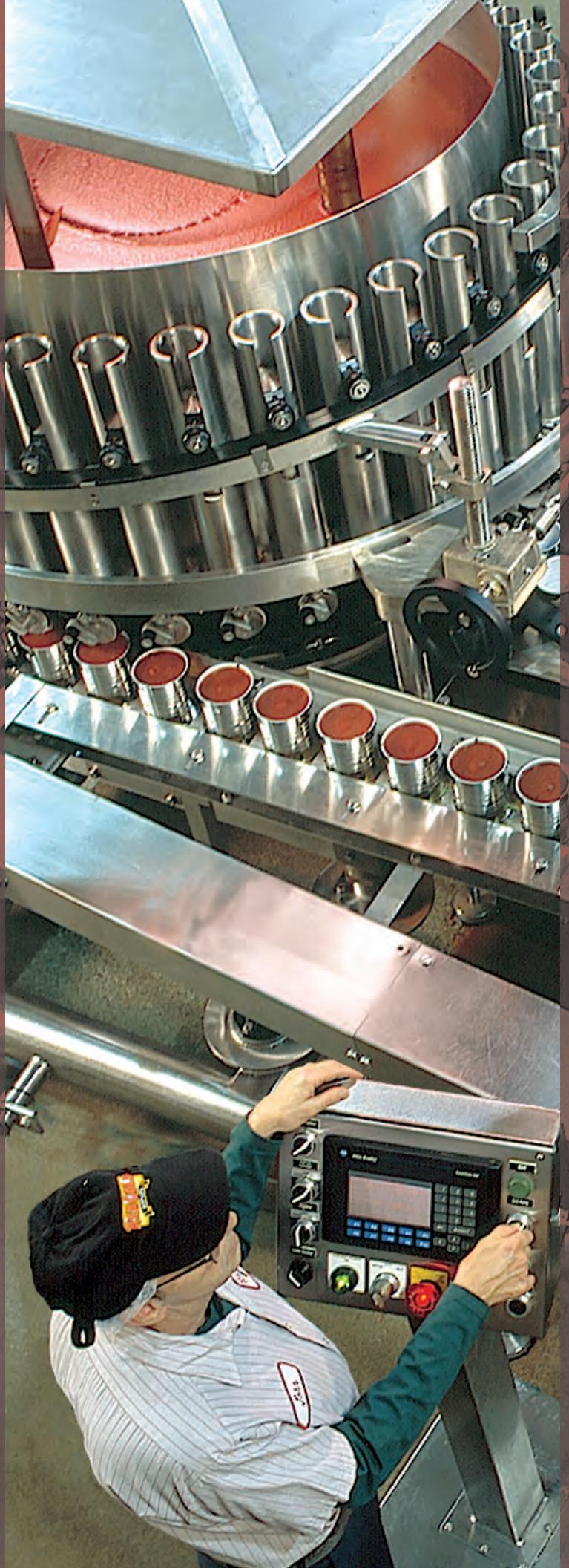
— from Governor's Plan





## MANUFACTURING EXTENSION PARTNERSHIP

RED GOLD





## FACULTY ASSISTANCE PROJECT

T&L SHARPENING



Monticello, IN — T&L Sharpening, Inc. manufactures instruments for orthopedic surgery, including drills, taps, reamers, and bone rasps. The company uses fixtures to heat-treat drill bits at extremely high temperatures, but the fixture they were using was warping and was unable to provide the fixturing necessary. TAP's recommendation to either change the design of the fixture or change the material to prevent the warping gave the company something to consider and a path to go down with discussions from their vendors.

“The help we received from the TAP program allowed us to make informed decisions and advance our project to the next level, bypassing a lot of research and testing. We would not hesitate to use the program again for future projects.”

— Tom Herr, Quality Control Manager

## FACULTY ASSISTANCE PROJECT

ONE SOURCE AUTOMATION  
& TECHNOLOGIES



Marty Veller (left), president of One Source Automation & Technologies, with Mileta Tomovic, W.C. Furnas Professor of Enterprise Excellence from the department of mechanical engineering technology.

Peru, IN — One Source Automation & Technologies is a custom integration company, providing custom turnkey automated solutions to their clients, which include Leroy Somers, ICG Castings, LynRus Aluminum Products, and Airo Die Castings. When the company had the opportunity to design and build a generator test stand that would require a computer-aided finite analysis to meet its extremely stringent resonance and deformation requirements, TAP resources were used to interpret their finite analysis to make sure the machine was built within these requirements.

“To have an outside contract engineering company review our analysis would have cost us between five and eight thousand dollars. By using the resources through the TAP program, we were able to save the money and still receive the assurance that the analysis was done correctly. The project was a complete success and the customer was very pleased. In fact, because of the success of our partnership with TAP, the customer has asked us to build another test board for them. I suggest that if any other business needs technical assistance, it would be to their benefit to use TAP resources to get the job done.”

— Marty Veller, President of One Source Automation & Technologies

## HIGH TECH JOB FAIR

for Indiana Companies

CROWN ESA

Kelsey Jonkman, 2005 graduate,  
electrical and computer engineering  
technology

Portage, IN — Crown ESA is a professional engineering and manufacturing firm specializing in industrial process automation and electrical control systems. Its diversified 100+ customer base includes well-known clients such as Build-A-Bear, United States Steel, Harsco Track, Unilever, BP Pipeline, and the U.S. Navy, all which help Crown ESA meet annual sales of \$20 million.

“Crown ESA realizes its future lies with young engineers. After attending last year’s Purdue Job Fair and hiring Kelsey Jonkman directly from the Purdue Job Fair, Crown ESA has changed its business-hiring model to be more proactive in hiring young engineering graduates directly after their college graduation. Kelsey has demonstrated to Crown ESA that Purdue offers young engineers with a strong technical background and good work ethic. Crown ESA is looking forward to hiring several young engineers from the Purdue Job Fair in the coming years.”

— Jim Eaton, Director of Operations

Elkhart, IN — Godfrey Marine is the 4th largest boat builder in the U.S., manufacturing everything from cruising to water sports to saltwater/freshwater fishing. Their products include pontoons (Sanpan, Aqua Patio, Sweetwater, Parti Kraft), Hurricane Deck Boats, Polar Kraft aluminum fishing boats, Polar saltwater fishing boats, and Rinker Express Cruisers & Sport Boats.

## SUMMER INTERN PROGRAM

GODFREY MARINE

Clockwise, from left: Laura Lewandowski, junior, industrial management, Kevin Slater, senior, consumer and family science, and Rob Felton, junior, accounting and finance

“We gain fresh perspectives and new ideas from energetic individuals with computer fluency and a desire to learn on the job. Students from Purdue University possess solid organizational abilities, written/verbal skills, and a professional, resourceful attitude. Godfrey Marine looks forward to working with Purdue University to obtain students for our summer internship program as well as graduates for available career positions.”

— Roxanne Lutz, Marketing Manager

## Expertise for Any Need

TAP offers training and technology implementation on a funded basis. Offerings include:

- Lean manufacturing
- Quality systems
- Team building, problem solving, and leadership training
- Information technology security profiles
- Customized training for the healthcare sector
- Energy reduction

TAP provides up to 5 days of free, confidential consulting on a full range of business and technical issues, including:

- Advanced manufacturing
- Business management
- Human resources
- Information technology
- Environmental issues
- Product development and engineering\*

\*TAP does not support projects involving litigation. Projects involving the development of intellectual property require written contracts.

## High-Tech Assistance

TAP can provide assistance in many areas, including advanced manufacturing and logistics, business management, and information technology. These are a few of the high tech companies that benefited from the skills and knowledge of TAP professionals this year.

GH LLC  
QuadraSpec  
Apollo Design Technology

Titon Energy  
Endocyte  
TriMedx  
GDS Technology  
Blairex Laboratories, Inc.  
Ecologistics Limited  
Griffin Analytical Technologies, Inc.  
Eitac Solutions Group, LLC  
IN Space LLC  
Darkstar Technologies  
Seyet LLC  
Metaresearch

## The HTAP Advantage

Healthcare TAP provides consulting services for hospitals and medical centers, which can result in immediate benefits to patient care, productivity, quality, and safety. This past year, these outstanding hospitals and medical centers across Indiana took advantage of HTAP services.

Bedford Regional Medical Center  
Clarian Health Partners  
Clark Memorial Hospital  
Columbus Regional Hospital  
Daviess Community Hospital  
Dunn Memorial Hospital  
Good Samaritan Hospital  
Greater Lafayette Health Services  
Hancock Regional Hospital  
Henry County Memorial Hospital  
IU Medical Group  
King's Daughters' Hospital and Health Services  
La Porte Regional Health System, Inc.  
Major Hospital  
Memorial Hospital & Health Care Center  
Mulberry Health and Retirement Community, Inc.  
Riverview Hospital  
Schneck Medical Center  
St. Francis Hospital & Health Centers  
St. Joseph Regional Medical Center  
St. Vincent Carmel Hospital  
Wishard Hospital  
Witham Health Services

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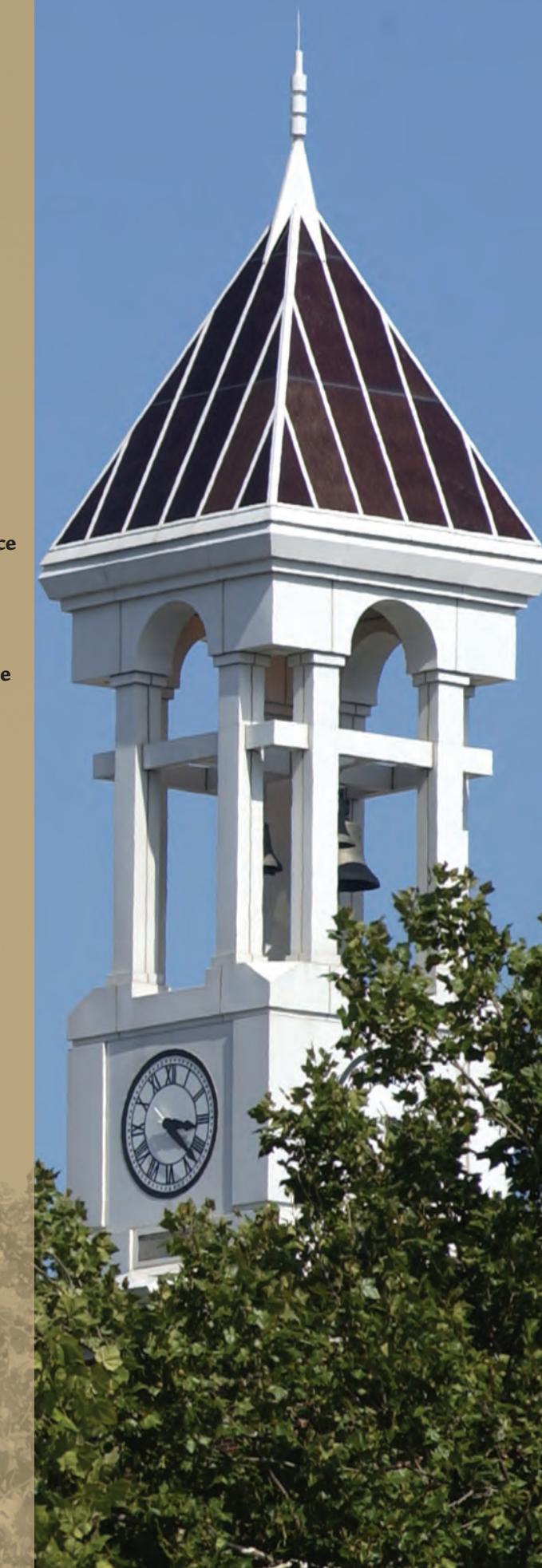
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## TECHNICAL ASSISTANCE PROGRAM

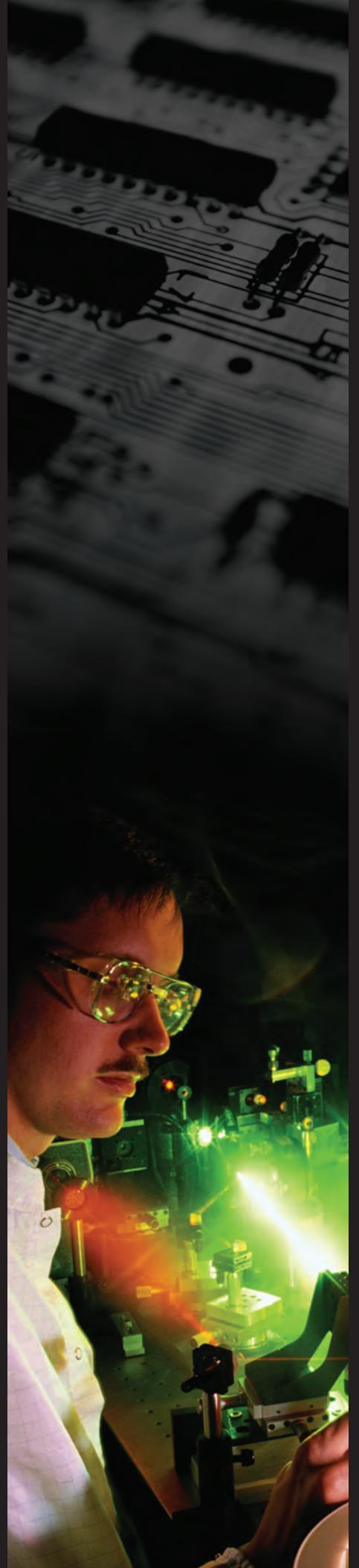
A YEAR IN REVIEW JULY 2005 – JUNE 2006

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