

## USA Today Headlines

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## Growing CMP Company to invest \$5 million, phase in 50 jobs

By [My-Ly Nguyen](#)*Press & Sun-Bulletin*

BINGHAMTON - Less than a year after acquiring Universal Instruments' machining business, CMP Advanced Mechanical Solutions said it will invest more than \$5 million and add about 50 jobs at its Bevier Street plant in the next three years.

The Canada-based enclosure solutions company bought Universal's machining business in July and has been leasing from Universal about 80,000 square feet at the 215,000-square-foot Bevier Street site.

Today, Conklin-based Universal remains a major CMP customer, buying machine and sheet metal parts from the company, said Maynard Wiff, Universal vice president of Binghamton operations.

But CMP, which opened its first U.S. manufacturing operation just north of Raleigh, N.C., in 2005, said it plans to expand further in North America, adding more customers and securing more orders as it continues to focus on the principles of lean manufacturing to increase competitiveness and responsiveness as well as cut lead times to mere days versus some competitors' months of lag.

CMP's Binghamton facility remains an important part of the company's overall growth plan, said Ryan DeLaney, the local plant manager.

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"For us to take this business somewhere else would be suicidal," he said. "We intend to be here for the long haul. We believe in North American manufacturing. The future of our employees is in North America."

The Binghamton facility employs 76 people. Hiring will be for machinists, metal fabricators and welders, DeLaney said. Wages and benefits will be competitive.

The growth also will benefit Universal, as CMP obtains greater balance in its business and is better able to weather market fluctuations, increase utilization rates on equipment and improve total cost structure, Wiff said.

"Universal will see better prices," he said. "That's why we did the deal. ... We are on track for our expectations for what we thought we'd get out of this."

CMP's challenges are similar to what any manufacturer in the industry faces, including finding customers, attracting them, sustaining business and boosting profit, Wiff said. Like Universal, CMP also must manage the high cost of doing business in New York, as high electricity costs and taxes eat into earnings, he said.

Still, Wiff described CMP as a "a high quality, very capable manufacturing employer here in the Binghamton area that provides good jobs" and seeks to do business not just in Binghamton but across the U.S.

Most American manufacturers are recognizing that transportation costs keep increasing, so "regionalizing" around customers cuts costs, DeLaney said.

"What's lean about throwing product on a boat and having it delivered here?" Wiff asked. "It's more lean to do it here."

Wiff noted that to "survive in North America you have to rely on small lots," offering certain types of products in high mix and low volume.

"In certain markets, there's a lot you can offer with fast response time, small lots, short lead times and the ability to manage a high amount of change -- engineering changes, scheduling changes," Wiff said. "The folks overseas just can't do that. Even if they accomplish a lot of the management aspects of that you've still got 8,000 miles of distance.

"For certain products of certain size and weight, the tradeoff in manufacturing cost versus transportation costs isn't going to work. It's going to eat up your savings."

## ABOUT CMP

\* Expected global revenues this year of more than \$100 million.

\* Facilities in Binghamton; Creedmoor, N.C.; Chateaugay, Quebec; and Ottawa, Ontario.

\* The privately held company designs and manufactures complex products for customers in the enterprise and storage, EMS, homeland security, industrial, medical diagnostics and lab, power, self-service (ATM, kiosk, retail), and semiconductor capital-equipment industries, as well as new and emerging markets.

Source: CMP

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Nearly 42 percent of the world's electronic-equipment final assembly still takes place in North America, with CMP's total market opportunity on the continent totaling about \$3.84 billion, CMP USA President Ralph Sandle Jr. said.





"The North American market is still growing. That's our focus. That's the reason we are in Binghamton," Sandle said. "You can compete with China. You can compete with Mexico. We're doing it. We're doing it successfully. ... North American manufacturing is where it's at."

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