

Success Story: Nylene Technology Scouting Project

COMPANY PROFILE

Nylene located in Henderson, KY produces nylon resins used in the manufacturing of a variety of products including food packaging film and weed trimmer line.



SITUATION

Nylene had identified an opportunity to expand into a new market by producing a related yet new line of Nylon Resin Polymers that could nearly double the size of their business. These polymers were produced by a handful of firms outside of the US. As such, the engineering, equipment, and technology were closely guarded and not readily available on the open market. It was verified that customers within this new market were anxious for a domestic supplier of the polymers.

KY-MEP's SOLUTION

Nylene engaged KY-MEP in a Technology Scouting Project to find expertise and technology to build their polymer line. No domestic suppliers were found; and the few current producers of the polymers had most likely custom-engineered and built their processing line. With no US manufacturers, efforts focused abroad. Two polymer research institutions provided technical assistance which led to identifying the firm that engineered and built the line and equipment for the largest producer. Concurrently, industries that use similar technologies were identified as well as universities with expertise in polymer science.

"We were trying to determine if the technology and expertise were available to expand into this new product line. Not only did the findings of the Technology Scouting project show that we could expand into this new product line, but I estimate that KY-MEP saved us at a minimum, 1 year in R&D to get to this point. " – Herb Rawlings, Operations Director

RESULTS

\$8 M

Expansion in the state of Kentucky

\$75 M

Additional revenue for a new polymer product line.

100%

Increase in annual revenue.

Kentucky MEP provides high-value solutions, helping businesses maximize their success by increasing profits, reducing costs, and helping leaders lead people to manage processes.

Industry Leaders, Leading Industry

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KY-MEP can have success with your team, too. Call us today!