

CONNEX SUCCESS STORY



How L&H Manufacturing Used CONNEX to Diversify Into New Industries



THE PROBLEM

Founded in 1964 and headquartered in Gillette, Wyoming, L&H Industrial is a leader in technology innovations, custom manufacturing and comprehensive services for heavy industrial machinery used in mining, oil and gas, railways and other industries. L&H has facilities around the world that serve as operations bases for manufacturing, repair, design, engineering and field services teams.

Due to the ebb and flow of the oil and gas industry, the L&H Gillette facility in rural Wyoming had been looking to diversify their manufacturing services into other industries to help ensure stable employment and growth for their company.

In his effort to get new contracts with large Primes & OEMs, L&H CEO Mike Wandler said, "We were having trouble getting in front of big primes. To get contracts with them, you basically try knocking on the door, but get nowhere. It's very expensive to cold-call & get the door slammed in your face."

This is a typical scenario for many small and mid-sized manufacturers across the U.S.

THE SOLUTION

L&H Industrial came across the CONNEX Marketplace platform and decided to sign up. After filling out their profile of equipment, qualifications, certifications and more, they were soon notified of a contract opportunity which they were qualified for. The opportunity came from Northrop Grumman's Propulsion Facility in Utah. The CONNEX platform had determined that L&H was a perfect match for Northrop's needs and had automatically notified them and facilitated the introduction.

After meeting with Northrop, and working with the Wyoming Manufacturing Works office (MEP) to obtain necessary certifications, L&H obtained a new contract with Northrop Grumman. This additional work allowed them to maintain their workforce and use their existing equipment within a new industry for them.

TIMELINE (Average contract time was significantly shortened using the CONNEX platform)

- Jan 2021: Northrop posted their needs and the CONNEX platform matched them with L&H. Introductions were made and discussions began
- Mar 2021: Wyoming Manufacturing Works (MEP) office helped L&H obtain necessary certifications
- Jul-Sep 2021: Northrop conducted site visits
- Dec 2021: PO issued from Northrop and L&H began new contract work

"For manufacturers looking to get into CONNEX, I would tell them to do it. This one works!"



-Mike Wandler
CEO
L&H Industrial

www.ConnexMarketplace.com