

Success Story

NORTH COAST PLASTICS ADDS NEW DIVISION



"I have always relied on the Gannon SBDC to assist me with all new projects."

-Bill Clyde, President

Name Bill Clyde
Company North Coast Plastics
Address 2114 Loveland Av
Erie PA 16506

County Erie County

Website: northcoastplastics.com

Industry: Manufacturer

Year Founded: 1994

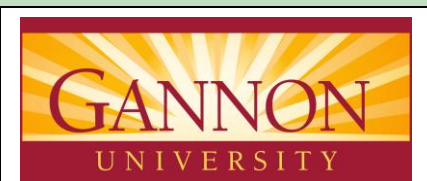
Consultant Name: John Snyder

SBDC Assistance: Projections,
Business Plan

Additional Partners: Key Bank

Gannon University SBDC
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Erie, PA 16501

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Background:

Bill Clyde is President of North Coast Plastics, a manufacturer specializing in the production of numerous types of bags, perforated sheets, centerfold sheeting, and tubing. In 2017, Bill recognized a great opportunity with the increased popularity of vinyl records. Once the only way of listening to music prior to the 1960s, many younger consumers are finding the retro character of vinyl records very appealing.

Over the past ten years, there has been a resurgence of the vinyl record industry coupled with a shortage manufacturing capacity. With new state of the art equipment now in place, new producers can get in on the ground floor. The latest equipment has several advantages over the existing machines. The new machines are computer automated which means less room for errors. Also, the new machines allow for per-unit costs to significantly decrease with volume. In addition, labor costs can be reduced with the automated machines.

Bill plans on calling his new division "Clydeoscope Record Pressing".

Assistance Requested/Provided by SBDC

Having worked with the Gannon SBDC several times in the past, Bill contacted the SBDC to assist him to prepare his proposal to lenders. The SBDC assisted with the business planning process as well as the financial projections. The SBDC also worked with the client to ensure the accuracy of his costs and pricing.

Outcome and Impacts

Bill has already received approval on part of his \$900,000 financing proposal and expects to have the rest in place by September 2017. Five new jobs will be created with more anticipated by next year. All of these jobs will pay in excess of \$40,000 and all employees will receive benefits.