

FINDING QUALITY EMPLOYEES THROUGH STRATEGIC CONNECTIONS

ABOUT GULF COAST BUILDING PRODUCTS, INC. Gulf Coast Building Products, Inc. (GCBP) is an independent, family owned and operated aluminum and vinyl wholesale distributor with 30 employees.

GCBP supplies aluminum extrusions, vinyl siding and accessories, aluminum, windows, roofing systems, gutter systems, shutters, columns, and railings that are Florida Building Product Code approved. The company was founded in 1998 in Pensacola, Florida.

THE CHALLENGE. GCBP was growing and expanding its operations, and as a result needed to hire additional employees. The company looks for applicants that have a strong work ethic, a shared desire to continue to improve operations, and a drive for perfection.

Ray Mayer, president of GCPB shared, "GCBP is a great company to work for, with competitive pay and benefits, and is waiting for the right candidates to apply. Even if we do not have an immediate opening, if we have someone who wants to apply that shows real potential, we will find a position for them."

MEP CENTER'S ROLE. GCBP joined the Northwest Florida Manufacturing Council and was introduced to one of its partners, FloridaMakes-- part of the MEP National Network™. The University of West Florida/Florida Makes Business Advisors connected Ray to CareerSource Escarosa for hiring fairs and staffing support. Through this connection, GCBP has been able to identify and hire quality employees. GCBP also plans to hire additional employees as the company continues to expand its operations and facility.

"I knew becoming a member of the Northwest Florida Manufacturing Council was a great idea. Member benefits included my staff's connections to other agencies like CareerSource Escarosa, professional development training, business advisor consultation, and a CoreValue Discover Assessment. I would highly recommend joining the Northwest Florida Manufacturers Council and the University of West Florida/Florida Makes Advisors for consultation to any manufacturer."

-Ray Mayer, President

RESULTS



\$20,000 in cost savings



6 increased/retained jobs



\$40,000 increased/retained sales



\$85,000 in new investment



\$30,000 in savings on investments

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