

Tooling Dynamics LEAN through Sales Growth

Real Results:

- 50 new jobs
- Saved \$25,000 in scrap
- Lead times cut by 3 weeks
- Inventory turns increased by 3

Company Profile: Tooling Dynamics based in York, PA specializes in high volume, precision micro-miniature metal stamping and Swiss screw machining. Their expertise is working with very thin gauge metals under extremely tight tolerances to tackle the toughest jobs in the electronic connector world. For over 25 years, they have supported the electronic, medical, solar, aerospace, military, computer and automotive industries—delivering engineering expertise and production services to meet your most demanding requirements and schedules.

Situation: Lead times at Tooling Dynamics were approaching 8 weeks which was unacceptable for the industry. Additionally they were experiencing quality issues and did not have a good handle on raw material inventory. Tooling Dynamics identified the need to train LEAN specialists within the company to be the catalyst for implementing continuous improvement initiatives. Employees did not have the skills needed to successfully transform the organization to allow for growth. Tooling Dynamics turned to MANTEC's LEAN Certification program to develop these skills.

Desired Results and Deliverables: Over the course of several months, the LEAN Certification program advanced their understanding of LEAN techniques through training events and best practice observation opportunities at local LEAN facilities. Tooling Dynamics developed key LEAN leaders to act as the internal catalyst for implementing LEAN processes and leading in house LEAN Kaizen events. The goal of having LEAN leaders was to decrease lead times, increase flow velocity, increase value add, create a more visual workplace, reduce of waste, and develop additional leaders throughout to implement LEAN practices and principles.

End Results: Over the course of two years, five Tooling Dynamics employees completed the LEAN certification program. In early 2010, the entire staff went through a light LEAN principles course so everyone understood the goal. Throughout the recession Tooling Dynamics experienced tremendous growth, doubling sales from July 2009 to 2010. This was due to methods put in place to diversify the organization. The LEAN certified employees took charge and worked on five areas to maximize space to handle the growth. They performed many 5S projects throughout the facility and set up efficient work cells. While many organizations would have put LEAN initiatives on the backburner during a busy period, Tooling Dynamics prioritized LEAN. In the past year Tooling Dynamics was able to hire 50 new employees. In mid-2010 it was decided their facility was as LEAN as possible and facility expansion was required. Construction started in the fall of 2010. LEAN initiatives have kept Tooling Dynamics on track during their growth surge. In one work cell with LEAN implementation, the scrap was cut in half allowing for an annual savings of \$25-30,000. There is increased productivity in the work cells allowing for lead times of 5 weeks, versus 8 week prior to the LEAN program. Inventory turnover has increased from 5 turns in 2008 to 8 turns in 2010 and raw material inventory related to sales has decreased by 30%.

"MANTEC's LEAN Certification allowed Tooling Dynamics to develop key LEAN leaders to ensure we are operating as efficiently as possible. During our growth surge these techniques were critical to handle the increases and to plan for the future."

~John Wilson- Facilities Operations Manager, Tooling Dynamics

To set up your LEAN
Certification contact your
Professional Business
Advisor directly or
MANTEC at 717-843-5054

600 North Hartley Street
Suite 100
York, PA 17404
717-843-5054
www.mantec.org