

\$33.4 million in new and retained sales
 \$15.4 million in new investments
 446 jobs created or retained

Colorado Association for Manufacturing & Technology (CAMT) is a statewide manufacturing assistance center dedicated to increasing the competitiveness of Colorado manufacturers. Their manufacturing experts and industry resource network help create the change that can make the difference.

CAMT provides expertise in results-driven methodologies, best practices, and innovative technologies designed to increase your profitability. As a public/private partnership, they bring together government, not-for-profit and industry resources to offer the comprehensive programs and services manufacturers need. Since CAMT's inception in 1994, hundreds of Colorado manufacturers have turned to CAMT for strategic solutions to help them succeed over the long term.

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* Impacts are based on clients receiving service in FY2010

CLIENT SUCCESS: DIAMOND WIRE TECHNOLOGY

“DMT is growing at a break-neck pace to meet global demand, and CAMT has provided the needed resources to ensure world-class manufacturing processes help us meet this incredible growth.”

Tim Townley, VP of Operations

Diamond Wire Material Technologies Improves Business Processes with VSM

Diamond Wire Material Technologies (DMT), located in Colorado Springs, Colorado develops, manufactures and distributes diamond wire and consumable products. Primarily serving the solar (photovoltaic) market in Asia and Europe, DMT products are also used by optical and semi-conductor companies. DMT produces five product lines of wire for manufacturing purposes, such as large wire for cutting solar bricks and smaller wire for slicing photovoltaic wafers. The company employs 100 people.

Situation:

With the rapid growth of the solar industry, particularly in Asia, DMT has seen sales expanded exponentially. Scaling operations to meet increased demands is a challenge and DMT found that efficiency, timeliness and responsiveness, both on the plant floor and in the office, diminished as business grew. DMT's VP of Operations, Tim Townley, heard through industry colleagues that the Colorado Association for Manufacturing and Technology (CAMT), a NIST MEP network affiliate, offered value-added programs in Lean Manufacturing and Six Sigma. Together, CAMT and DMT built a comprehensive training plan for all supervisors and leads.

Solution:

CAMT conducted Value Stream Mappings (VSMs) on various product lines and office processes. VSM exercises root out non-value added steps in a process. CAMT assisted the company in establishing 5S (Sort, Set-in-Order, Shine, Standardize, Sustain) Workplace Organization throughout the facility to ensure a clean, organized and standardized workplace where everything is in its place. CAMT also provided training in problem-solving methods based on the Six Sigma DMAIC (Define, Measure, Analyze, Improve, Control) model for several employees. Through the VSM exercise, DMT employees created a spaghetti diagram of the process from order to manufacturing and found a multitude of duplicated efforts, unnecessary steps and frustrating delays. As a result of assistance provided by CAMT, the entire process was reworked with single points of contact and efficiency increased from 5 percent to 50 percent.

Results:

- * Retained sales of \$5 million.
- * Improved office efficiency from 5 percent to 50 percent.
- * Projected addition of 350 employees.

Retained sales
of \$5 million