

\$375.7 million in new and retained sales  
\$85.9 million in new investments  
1,399 jobs created or retained

**The Georgia Manufacturing Extension Partnership (GaMEP)**, residing within Georgia Tech, provides technical assistance and continuing education to improve industrial competitiveness for manufacturers.

The team of over 30 engineers and other professionals are ready to support firms innovate and compete in the global market by implementing new strategies for growth, process improvement, and sustainability. They work side-by-side with companies to implement positive change to improve profitability and competitive advantages.

Services include: Lean Process Improvement, Quality and International Standards (ISO 9000, 14000), Energy Efficiency and Management, Environmental Improvement and Management, Sustainable Strategy Deployment and Growth Services.

For more information, contact:



Chris Downing, Center Director  
Georgia Institute of Technology  
75 Fifth Street, NW, Suite 700  
Atlanta, Georgia 30308-0640  
(404) 894-7700  
[www.gamep.org](http://www.gamep.org)



\* Impacts are based on clients receiving service in FY2010

# CLIENT SUCCESS: DELTA METALS, INC

*“Georgia Tech provides a valuable resource to businesses wanting to expand or change product lines. Now we are much better positioned to be competitive on future projects.”*

*Scott Rasplicka, Vice President.*

## **Delta Metals, Inc. Modernizes Manufacturing with Assistance from Georgia MEP**

Delta Metals, Inc., founded in 1959, manufactures commercial and industrial sheet metal products. The company operates three division -- sheet metal fabrication, roofing, and maintenance. Delta Metals employs 93 people at its facility in Savannah, Georgia.

### *Situation:*

Delta Metals was thinking of ways to modernize their business and increase productivity. A seminar offered by Georgia Tech’s Enterprise Innovation Institute (EI2), a NIST MEP network affiliate, confirmed that the company needed to expand its existing processes by modernizing a sheet metal production facility. Over the years, Delta has participated in many seminars offered by EI2, and we have always had the highest regard for their innovation and research capabilities,” said company president Ben Wells. “We had already researched a piece of equipment that’s been around a while, but it is continually improved with new software. That really made it more do-able,” Wells explained.

### *Solution:*

EI2 project managers provided Delta Metals with market research to substantiate a need for the new product beyond Delta’s then-existing market area. They also confirmed that the new process would result in substantial cost savings through an increase in productivity. “Bringing in Georgia Tech to conduct this research gave management much greater insight into both the company’s customers and competitors,” said Ann O’Neill, an EI2 project manager. “This really increased confidence in making the decision to invest in new equipment and a new business model.” The Georgia tech team verified the predicted cost savings and return on investment, prompting the company’s board of directors to approve the project.

The Pro-Fabriduct coil line that Delta Metals purchased has modernized and automated the company’s duct fabrication process. “This piece of equipment actually reduces the number of people you need for labor. Typically when that happens, people think there are going to be layoffs,” said Scott Rasplicka, vice president of Delta Metals. “But because our product is labor-intensive, the new equipment freed those employees up to go to other jobs and bring more work in. Last year at this time, we had 68 employees and now we have 93.” Both Wells and Rasplicka credit Georgia Tech with providing objective marketing research, thereby validating their decision to purchase the piece of equipment.

### *Results:*

- \* Estimated cost savings of 50 percent.
- \* Increased productivity by 100 percent.
- \* Created 55 jobs.

## Created 55 jobs

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