

Brief

For people seriously committed to product and process improvement

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When the Tide Comes In, All Boats Float

This was Richard Dennis' reply when asked why he accepted a Board position with MANTEC, a nonprofit industrial resource center supported by the Commonwealth of Pennsylvania through the Department of Community and Economic Development. Dennis, President of Die-Tech, supports the Mission of MANTEC which is to assist the manufacturers of South Central Pennsylvania to continuously and strategically strengthen their businesses. "My position on the Board is an opportunity to give something back to help our strategic partners be even more successful. I will be making presentations which explain the impact of MANTEC training on workforce competency."

Dennis and other employees at Die-Tech, who attended MANTEC training programs, are encouraging their suppliers and manufacturing partners to take advantage of MANTEC sponsored training. "The open sharing of information and the exchange of ideas can improve the state of manufacturing in the region," he adds.

Dennis compares this sharing of resources to his analogy of all boats floating when the tide comes in. Everyone benefits, he says. "Die-Tech's success is ultimately dependent on our customers' ability to surpass their competition. For our customers to be profitable, Die-Tech must supply quality products at a competitive price. We continually look at our processes to control cost so we can give our customers the necessary advantage. In turn, our customers should be looking for ways to strengthen their business operations. And we expect the same from our suppliers"

Die-Tech manufacturing, engineering and quality personnel have honed their problem-solving skills by attending

MANTEC seminars. They are empowered by the company to search for product and service innovations, which add value to their customers. Dennis describes two customer situations, which illustrate this business philosophy in action.

In the first situation, Die-Tech was able to reduce costs for a low volume application by incorporating prototype tooling into the production die. "We were able to eliminate the prototype and go right to production," explains Dennis, proudly.

The second example offered involves a manufacturer of insulation displacement blades for electronic outlets who approached Die-Tech when they were unable to mass-produce their blades cost effectively. "Rather than grinding the blade, we developed a stamping process for them which would produce a sharp edge," said Dennis. "This revised process saved our customer both time and money."

In summary, Dennis confidently affirms his position, "We will continue to capitalize on MANTEC resources because we want to sustain our position as a world class stamper."

Is your company a world class organization? To what extent are you committed to product and process improvement? How can Die-Tech help you overcome your greatest production challenges?

Win a gift certificate! Send your ideas for Die-Tech product improvements and services to ideabox@die-tech.com and you will be entered in our quarterly drawing for a \$50 Amazon gift certificate.

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