

Connector

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Champion New Technologies

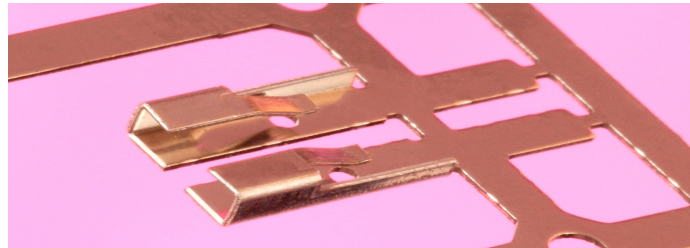
Business does not stop in a recession, because we develop strategies for survival,” disclosed Richard Dennis, President of Die-Tech.

Manufacturing floors these days seem a little less crowded, but while for some it's due to fewer orders, for others it's a result of lean technology, increased efficiency and cost savings. This recession requires a new set of skills says Dennis and he has identified four critical success factors. The third of the four are featured this month – champion new technologies.

You are sweating and your heart is pumping fast. The adrenaline flows. You expect it won't be easy but you are up to the challenge. You'll go that extra mile. No, you are not preparing yourself to run a grueling marathon. It's not a 2.4-mile swim and a 112-mile bike race. You are an engineer responsible for providing the designs to keep your EDM team running and it doesn't feel much different. There is the anticipation. You need to be more [flexible and agile](#) than your competitors. You want to perform better, faster and leaner. That's what Will Harmis, Engineer at Die-Tech, experiences every day at work.

“If customers need it quickly, they call us,” says Will. “Difficult parts with short lead times are our specialty.”

The commitment to investing in new technology has to be bone deep in a corporation's culture to support its customer during good times and bad. Not only has Die-Tech invested in EDM machines to make precision tooling components for its stamping operations and to



produce prototype components for its growing customer base, but it is using computer aided design (CAD) software in new, and revolutionary, ways.

Harmis cites a recent example. Die-Tech received a request to stamp a component to be used in a furnace. It was a complex part with two prongs that make the power connect. The engineering team was able to eliminate one station out of ten in the original progressive die design, which made the part easier to stamp and the tooling less expensive. Then, using a newly developed CAD process, the completed die design was ready for the EDM team in less than five days.

“Die-Tech is often asked to develop complex components that other manufacturers avoid. We attribute this to our continuing commitment to finding [newer, better, smarter ways](#) to do what we do,” Harmis divulged.

It's obvious that setting performance goals not only inspires marathon runners but also Die-Tech engineers. Does your metal stamper champion new technology, or is it all just lip-service?

Need a stamper to go that extra mile? Call our engineering hotline at **1-888-89-STAMP** (1-888-897-8267) to speak with a product development engineer.

For further information: Website: www.die-tech.com Phone: 717 938 6771 Email: stamping@die-tech.com