



impact!

www.missourienterprise.org

Cape Girardeau • Columbia • Ft. Leonard Wood • Kansas City • Kirksville • Park Hills • Rolla • Springfield • St. Louis

Missouri Enterprise Provides Market Research & Continuous Improvement Projects For Thiel Tool & Engineering Co., Inc.

Missouri Enterprise has begun two projects at Thiel Tool & Engineering Co., Inc., a St. Louis based manufacturer of fasteners and staples for the electrical industry and of precision metal stamping and assemblies for the automotive, transportation/heavy equipment, construction and HVAC markets, according to Company President George Marklin.

The company offers customers a wide range of precision progressive die stamping presses ranging from 100 tons to 800 tons in capacity. Thiel Tool & Engineering Co., Inc. specializes in sophisticated, complex deep drawn stampings in medium to heavy gauge steel. The company also offers customers tooling and design engineering. This is especially important on large volume stampings with critical tolerances and complex shapes.

K & S Wire Products To Be Honored

On February 24, 2006, K & S Wire Products will receive the Missouri *impact!* Award for Continuous Improvement in Manufacturing Excellence. The Neosho company manufactures a variety of steel CNC wire forms, grills, grates, display units and custom products for various industries and consumer use.

The March *impact!* Newsletter will include complete coverage of the upcoming award ceremony.



Thiel Tool & Engineering Co., Inc. provides customers with precision metal stampings and assemblies

Thiel Tool & Engineering Co., Inc. was founded in 1945. It currently employs 75 people and is located in an 80,000 square foot facility in north St. Louis.

In the market research project, Missouri Enterprise is conducting an extensive survey of customers and independent representatives of the company's electric fastener/staple product group. The division manufactures both insulated and non-insulated staples and fasteners.

The study will help the company define the potential market size for its

fasteners, offer analyses of the competitive environment and establish new ways to better serve its customers, said Steve Swaney, company sales and marketing manager.

Missouri Enterprise Project Manager Al Marcus is conducting the study, which is expected to be complete this spring.

The second project focuses on the company's metal stamping and assembly operations. "Its objective," according to Marklin, "is to introduce company management and key employees to 'Lean Enterprise' principles and

Continued on Page 2

Missouri Enterprise To Help HTR-GROUP Identify Uses for Calcium Phosphate

HTR-GROUP has selected Missouri Enterprise to research potential uses for calcium phosphate material from its recycling of used mercury containing electrical light bulbs, according to Ray Kohout, the company's chief operating officer.

The Lake Ozark company collects a variety of mercury containing light bulbs and ballasts from dozens of fortune 500 companies, state agencies and educational institutions and recycles them in complete compliance with all state and federal environmental regulations. HTR specializes in handling hazardous materials.

Missouri Enterprise will identify potential end markets for the calcium phosphate powder such as cement

filler or fertilizer products and identify and evaluate the financial aspects of recycling the phosphorous powder.

HTR hopes to find environmentally friendly uses for up to 100 tons of calcium phosphate per year.

The project is receiving support from the Missouri Environmental Improvement and Energy Resources Authority (EIERA). This quasi-governmental agency provides a variety of services to help companies increase their use of waste products; promote economic development, job creation and a quality environment.

Missouri Enterprise Project Manager Keturah Adams will conduct the study, which is expected to be complete this spring.

Schaefer's Electrical Enclosures To Begin Continuous Improvement Program

Schaefer's Electrical Enclosures has selected Missouri Enterprise to provide a multi-phase continuous manufacturing improvement program, according to Mark Diamond, company president.

Schaefer's is a fast growing manufacturing company that produces a wide range of custom carbon and stainless steel enclosures for electrical equipment. Its customers include distributors and original equipment manufacturers throughout the country.

Since 1999, the company's southeast Missouri workforce has grown from 38 to more than 100. In response to its dramatic growth, Diamond said, the company is continually seeking ways to incorporate industry "best practices" and state-of-the-art techniques to enhance productivity.

Diamond said the continuous improvement program will help the company maintain and strengthen its

position in its highly competitive market. In the project, Missouri Enterprise will help the company evaluate and upgrade several of its document control and customer information order systems. The project will make sure that the company's systems are compliant with the most current quality management system requirements and ISO methodology.

In addition, Missouri Enterprise Project Manager Dewayne Whitener will provide Schaefer's employees with training and hands-on implementation of a 5S program. 5S is a method of perpetuating an organized, clean and efficient workplace that reduces waste and non-value added activity while improving quality, efficiency and safety. The five S's are simplify, straighten, scrub, stabilize and sustain.

The projects are expected to be complete by mid summer.

Thiel Tool & Engineering Co., Inc.

Continued from Page 1

to 'Lean Enterprise' principles and help create a corporate culture built on these 'Lean Enterprise' principles." The program includes both staff training and hands-on implementation support.

The first part of the program will provide Thiel Tool & Engineering Co. Inc. employees with a training session including classroom instruction and hands-on simulations. It dramatically demonstrates how "Lean Enterprise" tools can reduce lead-time and work in process and improve productivity, quality and space utilization by improving organization and flow through the company's facility.

Following the introductory training, Missouri Enterprise will assist the company's "Lean" team in development of current and future state value stream maps. Value stream mapping is a "Lean Enterprise" tool that is used to create a graphical representation of all the actions, both value added and non-value added, that are part of the company's operation. A future state map is a guide to the things that can be done to improve the company's processes.

Based on the value stream maps created, Missouri Enterprise will help the company's "Lean" team and management examine and prioritize continuous improvement opportunities; and will help the company conduct a series of very intensive and highly focused continuous improvement efforts, called Kaizen Events, to eliminate non-value added activities.

Missouri Enterprise Project Manager Jim Devereux is helping Thiel Tool & Engineering Co., Inc. in their continuous improvement activities.