

## MAMTC in Kansas

### What is MAMTC?

MAMTC (Mid-America Manufacturing Technology Center), an MEP center, is dedicated to assisting small and medium-sized manufacturers to become more competitive and profitable. With MAMTC's assistance, manufacturers in Kansas are improving quality, increasing sales and productivity while adopting the latest and most efficient technologies, processes and business practices.

### Impact in Kansas

MAMTC has initiated over 4,900 projects for Kansas manufacturers since April 1992. Kansas clients have estimated the following results for completed projects:

	<u>Cumulative</u>	<u>FY2004</u>
Jobs created or retained	4,580	152
Payroll for additional jobs	\$156,165,532	\$5,092,000
Increased annual sales	\$446,801,469	\$28,709,651
Decreased annual costs	\$113,700,250	\$6,883,733
Increased capital spending for modernization	\$118,699,988	\$3,380,400
Client sales increases and cost decreases per \$ of federal investment		\$23

MAMTC has worked with manufacturers in all corners of the state - in 98 counties to date. In FY 2004, MAMTC initiated projects with 410 manufacturing companies.

### Examples of MAMTC projects with manufacturers

- **Day & Zimmerman (Parsons)** – Conducted Six Sigma training for employees aimed at achieving Green Belt status in Six Sigma Process Improvement. Anticipated sales increases of \$500,000.
- **Kansas Gun Drilling (Wichita)** – Assisted with a Baldrige assessment as required by Cessna to remain a supplier. Provided training to employees and guided the company through the AS9100 certification process. As a result of being certified, they gained a large new customer and to increase sales.
- **Kiser Manufacturing (Argonia)** – Led the company through the AS9100 registration process. Company attained certification and will be able to stabilize its customer base and expand its market share in the aerospace industry.
- **KMW Ltd. (Sterling)** – Conducted and implemented Lean Manufacturing. The company will reduce its inventory by \$500,000, improve its labor utilization and save \$280,000 and retain 27 jobs that might have otherwise been lost.
- **Flame Engineering (La Crosse)** – Conducted Lean Manufacturing training. Expect inventory reduction of \$30,000, materials savings of \$25,000 and labor savings of \$15,000.
- **Ankmar Door Manufacturing, Inc. (Kansas City)** – MAMTC helped Ankmar improve its processes to reduce scrap and decrease production time. Anticipated sales increases of \$100,000, cost savings of \$165,000 and the retention of 4 jobs.
- **PPS Inc. (Olathe)** – Provided Lean Manufacturing training to improve efficiencies and decrease waste. The company expects to increase its sales by \$1,000,000, decrease its costs by \$32,000 and increase its capital investments by \$105,000.

### History in Kansas

MAMTC has operated in Kansas since 1991 and has offices throughout the state including Garden City, Great Bend, Hays, Manhattan, Overland Park, Pittsburg and Wichita. MAMTC is a subsidiary of the Kansas Technology Enterprise Corporation (KTEC).

The State of Kansas invests \$1.9 million in MAMTC, through KTEC, every year via the Economic Development Initiatives Fund. Five universities and colleges and an economic development organization add another \$1 million in equipment, personnel and other in-kind resources. Clients pay a fee for technical assistance projects and seminars. NIST/MEP invested \$1.865 million in MAMTC's operations in Kansas in FY 2004.