



## **MVATC Trains Metal Solutions to Success**

Mohawk Valley Applied Technology Corporation (MVATC) has provided training and lean management services to Metal Solutions, Inc. for the past four years. The innovative sheet metal fabrication specialist, which manufactures products primarily for the aerospace and transportation industries, intended to grow its business, and contracted their regional development center for assistance.

MVATC first met with the owners of Metal Solutions to identify its unique capabilities and core competencies. Marketing and sales strategies were developed, acting as a blueprint to connect to their existing customers and attract potential clients to ultimately increase their base.

Since 2010, MVATC is guiding the family-owned manufacturer in a Lean process improvement program. Through the direct coaching of Senior Manufacturing Consultant, Bill Heron, advancements have been made to optimize time and productivity while improving the quality level of their products. In June of this year, Metal Solutions attained ISO (International Standard for Standardization) 9001-2008 registration through MVATC's training program. This certification has ensured that their products and services are safe, reliable, and of good quality, thus cutting costs through the reduction of product defects and waste.

Throughout the process, Metal Solutions earned the Automotive & Transportation Industry requirements to secure a Welding Department Certification, which allows them to meet industry standards for manufacturing and fabrication.

As a result of the four-year transition, Metal Solutions' on time deliveries are greater than 95%, while their customer lead times have been drastically reduced and their internal scrap rate decreased to less than 1%. Meanwhile, they have increased their sales and added four new employees, propelling them to new heights. They are now pursuing new business opportunities in the transportation, railroad, and HVAC industries.

"We would not be in the position we are were it not for the ongoing help from MVATC," said Joe Cattadoris, President of Metal Solutions, Inc. "As always, we are blown away by the help and support we get from MVATC!"

For more information on MVATC's industry certification and Lean management services, call 315 793 8050, or email Cory Albrecht at [corya@mvatc.com](mailto:corya@mvatc.com).