

MACHINING COMPANY BOUNCES BACK AFTER DOD WORK DECLINES

ABOUT ADEX MACHINING TECHNOLOGIES. ADEX Machining is a one-stop supplier of ultra-high precision machined prototypes. Based in Greenville, South Carolina, with around 50 employees, ADEX operates on a 24-hour schedule for rapid customer deliveries. ADEX's customers include Boeing Commercial, Boeing Defense & Space, ATK, GKN Aerospace, GE Aviation, GE Energy, and many more Fortune 500 OEMs and top-tier supply leaders.

THE CHALLENGE. ADEX had a large amount of work with the Department of Defense (DOD) through 2013, primarily through two customers, Sikorsky Helicopters and Boeing Defense Systems. In 2014, two things changed: Sequestration directly hit the work that ADEX was performing for Sikorsky, and, consequently, the contract they had to supply spare helicopter parts to the US Army was put on hold. In addition, funding cuts impacted ADEX's project work with Boeing Defense. As the company's DOD work declined, its overall workforce decreased. Company leaders began rapidly transforming the business and saw opportunities in two main areas: blade manufacturing and commercial aviation aero structures. With additional funding, ADEX could provide advanced technical training in both the programming and quality inspection aspects of these parts, as well as make various operational improvements to become more competitive.

MEP CENTER'S ROLE. ADEX turned to the South Carolina Manufacturing Extension Partnership (SCMEP), a NIST MEP affiliate, for assistance. SCMEP helped the company to obtain funds from the South Carolina Department of Employment and Workforce to better equip ADEX to compete with other machining companies. Next, SCMEP recommended a Diversification and Quality Training program for ADEX. The program covered Advanced MasterCam 5-Axis training, MasterCam Macro training, Quality Inspection training, Fixture and Design training, Six Sigma Blackbelt training, ERP Upgrade training, and APICS CPIM training.

By taking advantage of the funding assistance and SCMEP training, ADEX successfully reduced turnover, retained existing jobs, and increased capital investment. The company developed the ability to program and machine more intricate parts to facilitate its expansion into new industries. Sales are up, and ADEX is adding jobs to keep up with demand.

"SCMEP has helped us by providing the training we needed to make our business more efficient, more productive, and much more technologically advanced versus other companies. They have been an outstanding partner to work with and we look forward to many more years of working together in the future."

-Charles Anthony, Director of Engineering & Operations

RESULTS



Added **6** new jobs



Increased sales by **\$3M**



Achieved cost savings of **\$350,000**



Retained **\$750,000** in sales

CONTACT US



250 Berryhill Road
Suite 512
Columbia, SC 29210



(803)252-6976



www.scmep.org



SOUTH CAROLINA
MANUFACTURING
EXTENSION
PARTNERSHIP