LEAN QUALITY ASSURANCE SUPPORTS SALES GROWTH

ABOUT MARKIN TUBING, LP. Markin Tubing manufactures precision custom steel tubing products for applications in numerous industries, including automotive, heat exchangers, transportation, consumer goods, agriculture, and construction. The company has developed proprietary methods and techniques to produce a range of specialty products that represent a compelling, low-cost alternative to stainless, copper, and PVF coated tubing. Founded in Rochester, New York, in 1958, the company’s main facility is in Wyoming, New York, with close to one hundred employees. Markin Tubing has numerous certifications ensuring quality, including ISO 9001:2015, IATF 16949, and ANSI/ISO 14001.

THE CHALLENGE. Markin Tubing needed to prepare for sales growth on one of its specialty product lines. The company anticipated sales to increase by as much as four to six times for this particular line. But first, Markin Tubing needed to update its Quality Assurance process, which was taking double the time it took to manufacture the product itself. To reduce process loss and production downtime, the company reached out to NextCorps, part of the New York Manufacturing Extension Partnership and the MEP National Network.

MEP CENTER’S ROLE. The MEP consultant worked with a 10-person team from Markin Tubing to provide foundational knowledge of Lean Manufacturing and the tools they would be using. The training included an overview of a general problem solving methodology: Define, Measure, Analyze, Improve and Control. The consultant then facilitated an analysis of the current state of operations, including process flow, work flow, time studies, and baseline process metrics. Based on this analysis, the team identified improvements and implemented changes. In the Quality Assurance area, the MEP consultant assisted Markin Tubing in applying the 5S workplace organization principals of Sort, Set in Order, Shine, Standardize, and Sustain, along with visual controls.

In addition to supporting the growth of the specialty product line, Markin Tubing’s investment in Lean Quality Assurance uncovered new opportunities for cost savings and helped the company secure jobs.

"The MEP program (offered in our region through NextCorps) helps manufacturers like Markin Tubing by providing access to talented consultants with expertise that can be applied to everyday situations. This project demonstrates how Lean principles can be applied in any facet of the enterprise to eliminate waste, improve flow, and reduce costs. When all functions work together in a spirit of Continuous Improvement, great things happen."

-Mark Zanatian, Chief Operating Officer

RESULTS

- 8 new or retained jobs
- $4,000,000 in increased or retained sales
- $168,000 in cost savings
- $340,000 in new investment

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