

ADVANTAGE CONTROLS DIVERSIFIES AND GROWS

ABOUT ADVANTAGE CONTROLS. Advantage Controls was formed by three brothers in 1994. The operation has grown at a steady pace through the years with its main emphasis the production of controls and systems used in industrial water treatment. It currently employs about 175 at two facilities in eastern Oklahoma.

THE CHALLENGE. While successful in growing his company over 20-plus years, CEO Dan Morris knew he wanted to diversify—both to utilize excess factory capacity and smooth industry-related ups and downs. Company leaders had an idea for a new product, but needed help in developing a production plan that included testing, certifications and some technical problem solving. For advice, Morris turned to Judy McCombs, a manufacturing extension agent with the Oklahoma Manufacturing Alliance, a partner in the NIST-MEP national network. McCombs had worked with Advantage Controls on several projects and built a trusted relationship.

MEP CENTER'S ROLE. McCombs met with company leaders and began to map out a plan for production of “Truck Lungs.” The apparatus is an onboard air system for pickups and SUVs. Truck Lungs mount on the vehicle as running boards, saving cargo space. It offers twice the capacity of any similar product. The tank, compressor and other necessary components create a completely self-contained system. McCombs called on applications engineers working for the Manufacturing Alliance. The engineers helped finalize a finished design and structured a manufacturing process that took advantage of the company’s current equipment and professional expertise. Pressure and puncture testings were completed and certifications attained; strategies were addressed before manufacturing began. Full production is now underway. The product is popular and commercially successful.

"The Oklahoma Manufacturing Alliance has proved to be an invaluable resource in helping Advantage Controls diversify, grow and prosper."

-Dan Morris, President and CEO

RESULTS



Innovative New Product
Developed



8 New High-Wage Jobs



\$650,000 in New Sales



\$85,000 in Cost Savings

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