

## IMPROVED PRODUCTIVITY WITH SALES AND LEAN TRAINING

**ABOUT JW MACHINE.** JW Machine, a family owned business located in Orlando, Florida, has a successful history of manufacturing precision-machined custom components, hardware, and devices for aerospace and defense electronics in nautical and simulation related industries. Founded in 1986, many of JW Machine's customers have contracts with the federal government, Department of Defense and the Department of Energy. JW Machine is compliant in International Traffic in Arms Regulations (ITAR).

**THE CHALLENGE.** JW Machine is a precision machine shop that accepts custom orders, which often result in low-volume production runs. These custom orders require lengthy time commitments in cost estimating, material ordering, and machine programming before entering the manufacturing process. To become more efficient in the pre-production elements of custom orders, JW Machine realized that it needed leaner administrative processes prior to production.

**MEP CENTER'S ROLE.** JW Machine contacted FloridaMakes for assistance. The FloridaMakes Business Advisor, Dan Sutter, determined that JW Machine could benefit from training on the most up to date version of CAMWorks software. FloridaMakes procured the service of Access Manufacturing Systems, Inc. for professional training of the CAMWorks software. Utilizing CAMWorks software to its capabilities has enabled JW Machine to become Leaner and more efficient in cost estimating, material ordering, and machine programming prior to the production process.

"The increased ability of our team members to utilize the capabilities of the CAMWorks software has helped our pre-production processes become dramatically leaner and more efficient."

-Mark Chen, Owner

## RESULTS



\$19,000 in cost savings



25% reduction of process lead time



25% increase in productivity in the pre-production elements of custom orders

## CONTACT US



800 North Magnolia Avenue  
Suite 1850  
Orlando, FL 32803



(407)450-7206



[www.floridamakes.com](http://www.floridamakes.com)

