

## DEMEP AND ADVANCED MATERIALS TECHNOLOGY PARTNER FOR GROWTH

**ABOUT ADVANCED MATERIALS TECHNOLOGY.** Advanced Materials Technology (AMT) was founded in 2005 by Joe DeStefano and Tim Langlois to serve the analytical industry as a leader in research and design of high-quality materials for scientists around the world, working in the area of separation science. AMT's products are used in the High Pressure Liquid Chromatography (HPLC) method, which is used to analyze a wide variety of liquid mixtures. The company is headquartered in Wilmington, Delaware, and has grown from two employees to more than 40.

**THE CHALLENGE.** As a small company founded by scientists, AMT was looking to introduce their products to a wide customer base in the pharmaceutical/bio-pharmaceutical; food and beverage; and environmental/industrial market segments. To further the businesses, they recognized the need to enhance their production capabilities with formal training in manufacturing processes and optimization. Their search for a training resource led to discovering the Manufacturing Extension Partnership (MEP) national network and they then reached out to their local Delaware MEP (DEMEP), part of the MEP National Network™.

**MEP CENTER'S ROLE.** AMT began working with DEMEP in 2012 and has thus far gone through a dozen training programs, including Six Sigma Green Belt training. This training was valuable for team members so that they could speak the same language within the group. The Six Sigma training requires participants to complete projects during the course to practice implementing the Six Sigma tools. The green belt projects identified the need for scrap reduction and improving the column loading process time. DEMEP's Six Sigma Green Belt training provided the tools for the company to systemically improve processes throughout the organization.

**"DEMEP provided valuable training that we, as a small company, would otherwise not have been able to afford."**

-Jason Lawhorn, Research Manager

## RESULTS



**\$300,000** per year cost savings



Travel distance of the column loading process decreased from **7 miles** to 3 miles



**61%** scrap reduction for one product line



Development of a quality-focused culture within the company



**95%** employee retention rate

## CONTACT US



400 Stanton-Christiana Rd.  
Suite A-158  
Newark, DE 19713



(302)283-3131



[www.demep.org](http://www.demep.org)