

HARDIN OPTICAL GROWTH ON OREGON COAST

ABOUT HARDIN OPTICAL COMPANY. A second-generation, family-owned small business located in HUB-Zone designated rural Bandon, Oregon, Hardin Optical Company is a manufacturer of precision optical lenses with commercial and defense applications. Some of their most specialized products are manufactured to excruciating micrometer-level tolerances that cannot be measured using conventional industry mechanical metrology.

THE CHALLENGE. The company was facing a series of small challenges that imposed a level of stagnation that was eroding the bottom line - first-pass yield was declining, employee turnover was up, margins were narrowing, the customer base defied growth, and small-run projects were sacrificing profitability.

MEP CENTER'S ROLE. In coordination with Hardin, OMEP developed a comprehensive series of projects, including: operational improvements in the two most important production lines; implementation of a new ERP to provide better clarity with data in real time; employee development to nurture talent and invest in the workforce; supervisor coaching to provide leadership skills and practical expertise in lean practices; revised and updated standard work, review of strategic plan and critical roles; and a reorganization of the business development and quality management practices to better align with the strategic and operational plans.

"The OMEP team members have a broad suite of valuable skill sets. Their expertise helped close gaps in Finances, Process Development, and Process Control & Documentation. The way the team members steer, coach, and mentor drives improvement and creates employee ownership. It has been a very successful partnership, and the results are clear to see with reduced costs, improved delivery, and sustained or improved quality."

-Martin Mather, Vice President and GM

RESULTS



10 new jobs created



a 250% and 300% sales increase with two different Tier 1 defense suppliers



100% OTD and zero returns with their largest customer - over 300,000 precision, hand-made parts



Asked to produce new prototype components for next-generation DOD platforms



Top performing of three critical defense article suppliers

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