



# SPUNLINE PUNCHLINE

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Read what *Manufacturing Today* has to say about our Speed2Line System. [Click here](#)

## BTD COMMITS TO IMPROVING PRODUCTION TIME BY 40 PERCENT BY APRIL 8, 2010

### Speed2Line systems

The recession has been tough on all of us. For BTD, the tough economy has forced us to closely examine our operating processes. We hear from our buyers that purchasing based on demand rather than

projected need is critical to survival and profitability. In response to that we're making changes that will allow us to meet more immediate demand for our customers.

The way customers operate has changed just as our own business climate has. In response to this change in the supply/demand chain, BTD is undergoing a major operational overhaul that will result in our ability to deliver completed parts 40 percent faster than our current rates by April 8, 2010. We're calling this our Speed2Line program. Speed2Line is a customer focused initiative that seeks to help bring cost effective parts to market through faster start ups and less time and money invested. We're currently making incremental changes to our internal processes that will eventually lead us to 40% faster production times by the time April 8th rolls around.

Faster production times will mean you can order when you have the demand rather than basing your order on forecasts. Also, because of our enhanced efficiencies, we anticipate cost savings on future projects developed under the new system in mid-2010.

Throughout this process of restructuring we have also come away with a renewed commitment to the customer service experience. A major component of our overhaul will put measures in place making our internal teams more accountable. We will also implement communication touchpoints that will manage customer expectations throughout the production cycle.

We're emerging from this economy better and stronger as a business than we were before. BTD will be able to get your parts to market faster with the same quality we've always had and with a customer experience that is second-to-none.

We're looking forward to 2010 and all that it will bring. We will be keeping you up-to-date with more details on the Speed2Line program as we get closer to the launch date this spring. [Click here](#) to read what *Manufacturing Today* has to say about our Speed2Line program.

If you have any questions about Speed2Line or BTD's products or services, please contact Jared Lotzer at [jared.lotzer@btdmfg.com](mailto:jared.lotzer@btdmfg.com).

## INVESTING WHERE IT COUNTS

Even in tough times we're working hard to make sure we continue to offer the highest quality to our customers. Investments in technologies and resources that allow systems, products and pricing to become more efficient are an operational priority for BTD.

We recently invested in two new Trumpf 5000 watt lasers with hands off automation that are working to set our operation apart from others. Not only are these lasers 30% faster than previous technology, they are equipped with self-loading devices that allow operations to continue 24/7 even when our floor lights are off. With these new efficiencies, we are also committed to doing all that we can to transfer any cost savings possible to customers so that we all realize the benefits of this investment.



So what does this investment mean to you and your parts? "The new lasers are capable of cutting parts as small and thin as a dime or as big and heavy as a plate for construction vehicles," says Jared Lotzer of BTD. "This laser system allows us to widen our overall capabilities in terms of laser services while maintaining speed to line that our customers are used to."

The lasers that were replaced by the Trumpf system are currently still being used at BTD for prototype services and low volume projects to further expand our prototyping offerings without affecting overall production.



Our investment in cutting edge technology doesn't end with the Trumpf system. The newly acquired Miller Welding and Iron Works utilizes a Quickmill Eliminator 200 gantry milling machine that is the largest machine of its type in the state of Illinois.

The Quickmill has rapid feed at over 800 inches per minute and the spindle turns at 6000 RPM. This machine is used to manufacture large heavy components including wind tower templates and embedment rings 16 feet in diameter or larger. Because of the software embedded technology, we can hold extremely tight tolerances if needed to ensure exact dimensions on the completed components.

The Quickmill 200 was purchased to bolster production of Wind Industry components and parts for many of Miller Welding's other world class customers.

Tough economy or not, at BTD we're committed to investing in technology when the outcomes allow us to create the quality products our customers' designs require in less time with less waste.

To learn about our full range of equipment and capabilities, [click here](#) to visit our website.

If you have questions about the new lasers, the Quickmill 200 or BTD's capabilities in general, please contact Chris Kambeitz at [Chris.Kambeitz@btdmfg.com](mailto:Chris.Kambeitz@btdmfg.com) or Doug Emlen at [demlen@miller-welding.com](mailto:demlen@miller-welding.com).