

# INJECTION MOLDING

## SHORT SHOTS

### Up, up and away

If you had a molding job involving the production of 43 different parts and 21 molds, who would your go-to guy be? A manufacturer of commercial aircraft and business jets, B/E Aerospace Inc. (Wellington, FL; [www.beaerospace.com](http://www.beaerospace.com)) didn't think twice. It went to short-run/high-tolerance specialists Donnelly Custom Mfg. Co. (DCM, Alexandria, MN; [www.donnmfg.com](http://www.donnmfg.com)).

DCM is a \$29 million company with 32 molding machines (28-720 tons) that run about 500 different materials with up to 300 mold changes/week, whose average mean run is 12 hours long, and whose average median run is but 7 hours.

"Our reputation in short-run manufacturing gave B/E Aerospace the confidence to

invite our engineers into their design process," says Ron Kirscht, president of DCM. "Early involvement in the project will enable us to deliver a quality product on time."

The B/E Aerospace project involves components for first-class and business-class airline seats, including new reclining designs and flat-screen televisions.

"B/E Aerospace sought out Donnelly because of its innovative tool change processes and material delivery systems, which enable them to do short-run molding," says Janice Kandeffer, VP strategic supply chain management at B/E Aerospace. "Donnelly's innovation and expertise provide us a high level of confidence they can meet our requirements."

Yet, DCM uses no QMC



A specialist in lean Training Within Industry manufacturing principles, Donnelly Custom Mfg. often wins short-run/quick-turnaround jobs that are "no-bids" for others.

systems—half the Donnelly folks changing molds are women—and, surprise, it has a centralized Novatec material drying and handling system.

"Short runs have always been our focus and we've stuck to our knitting. We've

maintained the constancy of our purpose," Kirscht says. "We offer single-unit pricing and we vigilantly guard and monitor what our customers need." See [immnet.com/articles/2007/April/3141](http://immnet.com/articles/2007/April/3141) for a recent report on Donnelly. —CK