

U.S. Technology Transfer

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Abstract: AZO designs and manufactures high quality automated dry ingredient handling systems, such as flour and sugar plants. However, the limited capacity of AZO's German factory has created a very long lead time (8-12 months) for AZO's American customers. This project undertakes to task of reducing this lead time by creating a process through which plant equipment can be produced stateside while not sacrificing quality. This was accomplished by first distinguishing "critical AZO equipment" from "non-critical AZO equipment", or equipment that could not be manufactured stateside without losing quality from equipment that would not lose quality. Once this distinction was made, a master list was created to determine everything required to build a low cost (less than \$250,000) dry food ingredient automated system. Items that were considered critical components on this list were ordered from Germany to be stocked in America, reducing stateside dependency on AZO's German factory. Items on the list determined not to be critical German equipment were drawn in AutoCAD and sent out to pre-selected job shops for a quoting process.

Through the combination of stocking critical components and manufacturing non-critical components stateside, AZO was able to reduce its lead time by more than half, allowing AZO to become very competitive in the U.S. food automation market. In addition to the aforementioned project, a comprehensive excel spreadsheet was created for the U.S. sales team. This Excel spreadsheet acts as a training guide and a quoting tool. The spreadsheet allows AZO salespersons to more efficiently determine the equipment needed for a customer's unique requirements.

Keywords: Place here a brief list of keywords (no more than 5) that may be used to search for your paper.

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