



# Buffalo Manufacturing Works operated by EWI

# About EWI and Buffalo Manufacturing Works

An advanced engineering services provider

Serve as an extension of our client's team

Help clients identify, develop and implement technical solutions to client's complex challenges



**150+ Staff** Working together to find solutions

**\$40+ Million** In state-of-art capital equipment

**\$27 Million** Annual revenues across range sectors

# Our role in the “innovation ecosystem”

- Buffalo Manufacturing Works is part of the innovation infrastructure to help companies adopt existing established AND new cutting-edge manufacturing technologies
  - Improve product quality, reliability, cost competitiveness
  - Develop new products and open new markets
  - Grow their business
  - De-risk the process of innovation
- **Existing established manufacturing technology adoption**
  - Identify and Implement
  - Integrated model of unique assessments, hands-on workshops, on-the-shop-floor manufacturing technology planning and adoption projects
- **New cutting-edge manufacturing technology adoption**
  - Identify, Develop and Implement
  - Provide companies with expertise and access to equipment to successfully develop, and implement emerging technologies for their applications

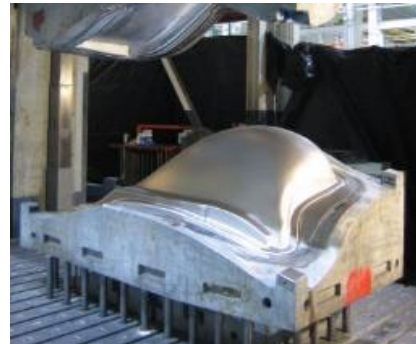




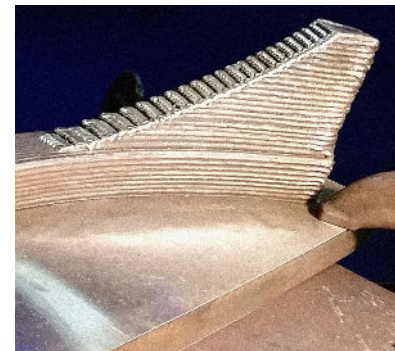
# Technical Expertise



**Materials  
Joining**



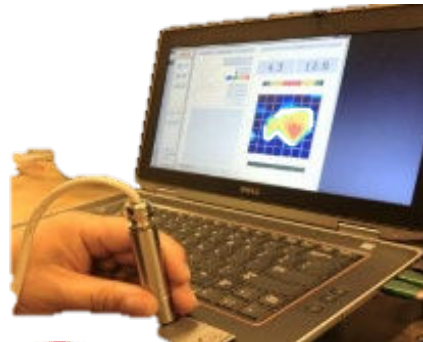
**Forming**



**Additive  
Manufacturing**



**Materials &  
Structural  
Integrity**



**Inspection  
Technologies**



**Testing &  
Characterization**



**Advanced  
Automation**

# What is Shift 2.0

HELPING WESTERN NY-BASED MANUFACTURERS BUILD RESILIENCE,  
INNOVATE, AND SCALE WITH TECHNOLOGY

○ ——— | HOW WE DO IT | ——— ○



1. Complete a Business Assessment to evaluate your key business risks and capacity for innovation.
2. Join industry and business experts in **peer groups, capital assessments and trainings** to learn about the latest technological innovations and how to position your business for growth
3. Participate in a **Technology Implementation Assessment** with specialized engineers to identify new opportunities for innovation.
4. Implement **innovations and improvements** with the help and support of Buffalo Manufacturing Works

In addition, we will offer networking opportunities with peer manufacturers, regional OEMs, funders, and technical assistance providers

# WNY SMM Business Challenges

- Top consistent/material business challenges SMMs are facing
  1. Pressure to cut costs
  2. People management (hiring and retention)
  3. Competitive pressures
  4. Pressure to decrease lead time
- Top areas SMMs feel have greatest room for improvement
  1. Process/technological innovation
  2. Sales
  3. Strategy

## SMM comments on business challenges:

- Concerned about competition from China, focused on improving process and technology to reduce costs
- Increase throughput, drive more orders, innovation to get more out of every labor hour. Pressure to delivery on lead time, reliably
- Pressure to decrease lead time without increasing pricing (expedited shipping and overtime)
- It's the result of the lost time in production that will be challenging (\$50,000 in net profit losses), if cannot find ways to build in automation and find right people to hire
- Trying to keep up with technology that is always changing
- Global economic/political trends that affect the business

# Manufacturer Case Studies

## Astronics

- Implemented one project, survived aerospace issues during COVID due to cost savings and productivity increases. Freed up 2-4 operators to build other parts, increasing productivity.
- In process of second project with a similar expectation of improved productivity



## STI-CO

- Implemented two projects both with an ROI of 2.5 years
- Total of 38k in technology investment
- Autobagger has increased throughput and eliminated tedious tasks
- Labeling process has increased the quality of their product





Thank You