



# Rapid Growth Raises Standards

## Real Results:

- 29 new hires (includes temporary & seasonal employees)
- \$31.5M in new sales in 2013
- 17 new contracts awarded to Dutchland in 2013
- \$40,000 invested in workforce training in 2013 (excluded travel expenses, room & board)

To set up your performance or LEAN assessments contact your Professional Business Advisor directly or MANTEC at 717-843-5054

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**Company Profile:** Dutchland, Inc. located in Gap, PA with 165 employees designs, manufactures and installs pre-cast concrete components used primarily in water treatment installations and water storage components. The company was founded in 1969 and serves the U.S. Military, Municipalities, General Contractors, and Private Developers.

**Situation:** 2012 started rapid growth for the organization. It was unclear if the project management team had all the required skills to function at the very high level demanded by the growth. Additionally, evaluating the business process and the drawing approval process would ensure the company could deliver on promises. Dutchland turned to MANTEC, a NIST MEP affiliate, to assist with these growth opportunities.

**Desired Results and Deliverables:** MANTEC connected Dutchland with LMA Consulting Group to evaluate key positions in the organization. The company prides itself on giving employees every reasonable chance to succeed and providing the necessary training and support. Dutchland received the assessments and performed facilitated discussions. The company received the insights needed to determine the appropriate actions for the individuals.

The LEAN Assessment performed by MANTEC will identify specific areas of opportunity to eliminate waste, reduce cost, increase flow, reduce lead times, enhance quality, and increase throughput, sales and profits. The focus of this assessment will be the manufacturing/production areas. Additionally, a Value Stream Map of the drawing approval process will result in an overhaul to the process and improve quality and lead time.

**“MANTEC prepared Dutchland to handle our rapid growth. The management team was effective in motivating and driving the team to success. The LEAN projects were critical to ensure we delivered our quality products above and beyond our customers’ expectations.”**  
~Ben Kauffman, President of Dutchland, Inc.

