



## HOW THE QUICK SHIP MANUFACTURING PROGRAM KEPT A MAJOR CUMMINS PLANT RUNNING

### **CASE STUDY:** Manufacturing

Cummins, a global power technology leader, faced an unexpected shortage of a high-volume, directly sourced fastener that threatened to shut down production. With no immediate solution available through their existing source, Cummins turned to Optimas for support.

### Real Results, Real Impact

**200,000**

**Total Pieces  
Delivered**

**1**

**Line Down  
Avoided**

**9 Days**

**Time to Initial  
Delivery**



## CASE STUDY: Manufacturing

### Action

Leveraging in-house design and fastener manufacturing expertise, centrally located, on-shore, near Chicago, Optimas rapidly developed, produced, and delivered the M12 x 22MM Hex Cap Screw to meet Cummins' critical needs.

Optimas executed a multi-step, cold-head manufacturing process for an initial delivery of the critical fastener in only nine business days to ensure Cummins' production continuity. With all production steps under one roof and key secondary processes within 15 minutes of production, Optimas ensured efficiency, speed, and quality control.

#### Some steps in the process:

- 1. Application Engineering/Drawing** – Application engineers worked with Cummins to determine requirements and ensure part quality standards.
- 2. Engineering for Manufacturing** – Engineers developed a production road map, including tool and die development, raw material acquisition, machine selection, run time and secondary process partner recommendations.
- 3. Tooling** – Tool and die makers used advanced technologies and raw material relationships to accelerate tool development for the pre-selected, in-house production machines.
- 4. Machine Time** – Operators scheduled and staged the chosen cold headers, thread rolling and drilling machines to ensure a seamless production run.
- 5. Secondary Processes** – A local secondary processor applied a high-grade heat treatment and patch to optimize hardness, strength, toughness and resist corrosion.

### Results

In only nine days, the Optimas Quick Ship Program made an initial delivery of 29,500 engineered Hex Head Cap Screws to meet the immediate and critical supply shortage. Optimas delivered the remaining 170,500 pieces in multiple allotments within 21 days—well in advance of the anticipated delivery date.

In addition to Optimas' efficient process, our unique ability to combine high-grade heat treatment with roll threading—a capability few manufacturers possess—ensured the part met Cummins stringent quality requirements.

**"The timely delivery of materials allowed Cummins to maintain uninterrupted production, safeguarding both our operational efficiency and our commitments to customers. The result was a streamlined process that not only met but exceeded Cummins expectations, ultimately ensuring that critical materials were on-site long before the anticipated delivery dates. This played a crucial role in preventing a line-down situation for Cummins."**

**Ethan W. Boonstra**  
Direct Materials-Specialist with Cummins

#### Ensure Production Efficiency

When externally threaded fastener inventory and replenishment time are short, react with confidence.

**Contact Optimas** or call 888-597-0330 to request a Quick Ship quote.

### ABOUT OPTIMAS

Optimas is a tech-enabled manufacturer/distributor specializing in fasteners, C-Class parts and supply chain services for industrial manufacturers seeking to elevate efficiencies and reduce costs. Visit [optimas.com](https://www.optimas.com) and follow us on [LinkedIn](#) and [YouTube](#).

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