



## Success Brief

Developing Abrasive  
Saving Product Line

Telecommunications  
Market

“Domaille’s  
AbraSave™ fixtures  
are helping us save  
money. They really  
work!”

Anders A.  
Micropol Fiberoptic AB  
Sweden

# Customer Centric Approach

Domaille Engineering utilizes Customer Centric Approach and Engineering to Manufacturing (E2M) process to successfully create, design and manufacture a unique customer solution.

<b>Customer</b>	▪ Multiple Optical Fiber Cable Assembly Organizations
<b>Product</b>	▪ AbraSave™ Fixture Line
<b>Challenge</b>	▪ Numerous customers expressed in interest in reducing recurring expenses during the optical fiber polishing process
<b>Results</b>	▪ Domaille developed the Unique Path Technology which led to the AbraSave™ Fixture line
<b>Impact</b>	▪ Customers are experiencing up to 50% decrease in cycles times and up to 100% increase in abrasive film life
<b>Next Step</b>	▪ Domaille is working with customers on other ideas to help our customers gain market share



**AbraSave™ Round and Square Fixture Line**



#### **Spotlight: Domaille E2M Customer Centric Process**

- Worked with customers to lower expenses.
- Designed patent pending Unique Path Technology (UPT).
- Helped reduce optical fiber polishing cycle time and extend abrasive film life.
- ROI in less than six months.
- Assisting customers on other cost saving initiatives.

## **Challenge**

Domaille Engineering's sales and marketing department received multiple inquiries from customers interested in ways to reduce costs during the polishing process. Customers voiced concerns over global competition in optical fiber connectors business as they were losing market share to organizations based in the Far East. Domaille Engineering listened to these customers and worked with their engineering teams to understand cost drivers.

## **Solution**

Domaille's engineering team reviewed many different aspects of the polishing process. During this review, the team noticed that current fixture designs placed all the optical fibers on same diametrical path during the polishing process. This was consistent with many different brands of optical fiber polishing machines that the team reviewed.

The Domaille engineering group worked on a series of mathematical formulas to give each individual optical fiber its own path across the abrasive film. This led to the creation of the patent pending Unique Path Technology (UPT) which is designed to achieve up to a 50% reduction in polishing time while also extending the life of polishing film media by up to 100%.

This technology is being marketed as the AbraSave™ fixture line and can be applied to both angled and straight connectors. The AbraSave™ technology will work with existing Domaille Engineering polishing machines or other brands that use square type fixtures.

Benefits of this technology include:

- Reduced Operating Expense
- Reduced Work In Progress (WIP)
- Increased Revenue without adding head count
- Increased Inventory Turns
- Increased Net Profitability
- Increased Productivity
- Increased Customer Satisfaction



**Find a business solution that is right for your company.**  
**Contact your Domaille Engineering representative at 507-281-0275**  
**or visit our website: [www.DomailleEngineering.com](http://www.DomailleEngineering.com).**