



RockSmith Precision Machining, Inc.

“The new customer relationships we have developed as a result of the tech transfer license procedure have really put the name RockSmith out into the world of Explosive Ordnance Disposal.”

Laney Smith, Co-owner RockSmith Precision Machining, Inc.



Laney Smith and Tom Rock were ready to diversify their RockSmith Precision Machining custom machine shop business. They jumped at the chance to collaborate at Los Alamos National Laboratory (LANL) Intelligence Analysis & Technology group in developing an extended reach utility tool to safely disable explosive devices.

The project with LANL was successful, and in 2010 RockSmith bid for the production of 80 utility tool kits that were completed in September 2011.

The need for bomb disposal tools continues to grow as many state and local authorities become more active with bomb disposal. RockSmith’s goal is to be an early supplier of these tools. There are currently no such products on the market; therefore, the potential to establish expertise in this field is high and the time to enter the market is good.

To enter into this market, the company had to machine and mass-produce the intricate tools for their customers. But they didn’t realize they were missing two of the key elements for success: increased production and better inventory control. Through the New Mexico Small Business Assistance Program at LANL, New Mexico Manufacturing Extension Partnership (NM MEP) helped RockSmith organize their manufacturing process to increase capacity and provide precise delivery estimates for the tools.

RockSmith expects more positive results from working with the LANL team and NM MEP. By acquiring new products, learning better business practices and making more industry contacts, they aim to put themselves and northern New Mexico on the industrial map.