

Skills — Productivity — Competitiveness — Profitability

<1> The Customer.

The Host
Perkins is a leading supplier of diesel and gas engines in the 4-2000 kW (5-2600 hp) market. Perkins diesel engine solutions are supplied to more than 1,000 leading manufacturers in industrial, construction, agricultural, materials handling, marine and electrical power generation markets.



The Supplier
Maxpower manufactures a diverse range of tube manipulations and pipe assemblies, primarily for major automotive customers. The company employs 138 people and has an annual turnover of £5.5M



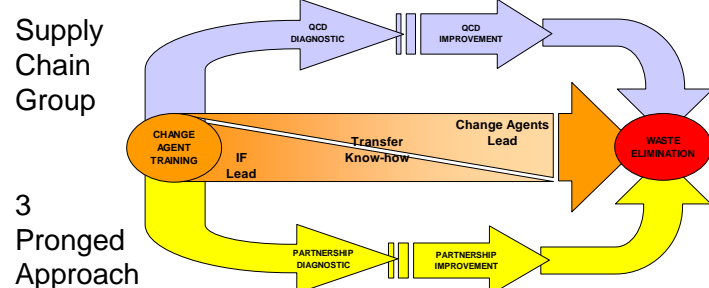
<2> The Customer Need.

The Host
Maxpower to improve Delivery Schedule Achievement to better than 95%, through Set Up reduction, and improvement in Overall Equipment Effectiveness and People Productivity.

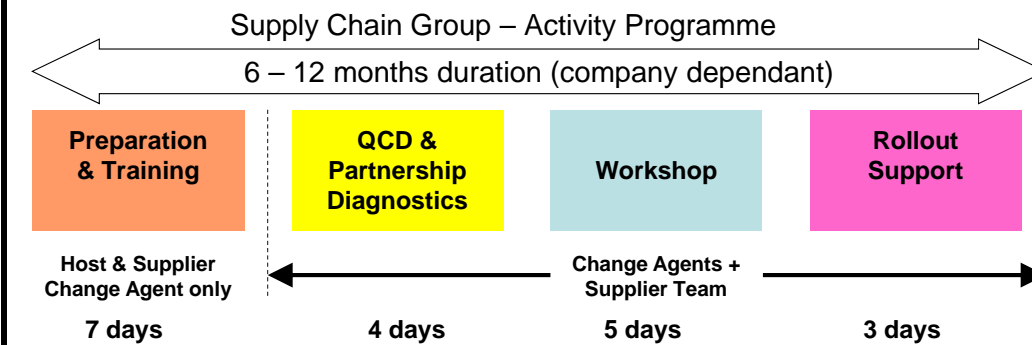
The Supplier
Improve current throughput in the cell from 32 pipes/hour to 45 pipes/hour. To reduce the pipe bending cycle time from 80 seconds to less than 60 seconds

<3> The IF Solution.

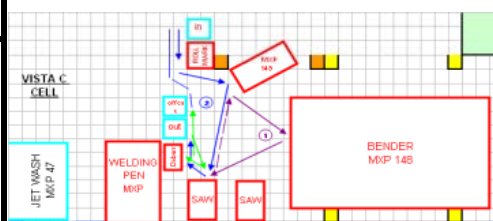
Supply Chain Groups provided a structured framework approach bringing together customers and suppliers from different tiers in the Supply Chain. Developed by Industry Forum, the 3 pronged approach enables individual businesses to see real gains in Quality, Cost, Delivery (QCD), and to improve the level of partnership between companies, alongside the development of improvement skills capability within each company.



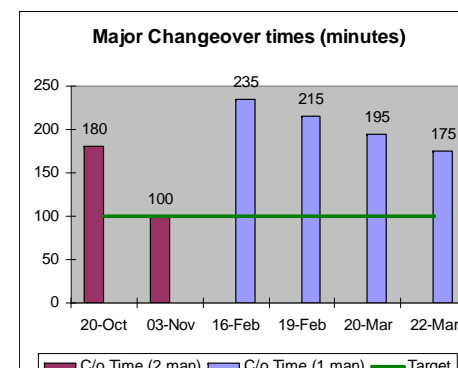
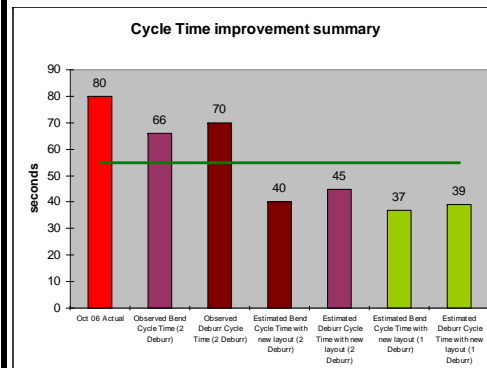
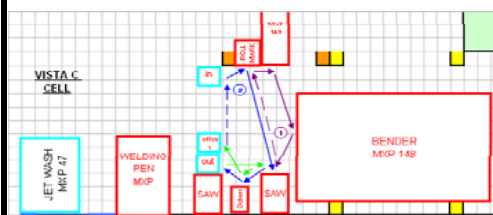
<4a> Overview of Activity Structure.



<4b> Description of skills to profitability link



- Applying workplace organisation (5S/5C)
- Applying continuous improvement techniques (kaizen)
- Creating flexible production and manpower systems
- Creating visual management systems



<5> Return on Stakeholders' Investment.

Seven Measures of QCD Competitiveness

	Quality	Cost	Delivery
Not Right First Time	●	●	●
Delivery Schedule Achievement	○	●	●
People Productivity	○	●	●
Stock Turns	○	●	●
Overall Equipment Effectiveness	○	●	●
Value Added Per Person	○	●	●
Floor Space Utilisation	○	●	●

● Primary impact on the process ○ Secondary impact on the process

Delivery Schedule Achievement
Before : 84.0%

After : 97.1%

People Productivity
Before : 32 pipes per hour

After : 41 pipes per hour

Overall Equipment Effectiveness (DB75 Pipe Bender)
Before : 52.0%

After : 67.0%

Financial Benefits

The Productivity Improvement reduced the cost of overtime and other disruptions by over £11,000 per annum. The additional flexibility and capacity created has allowed the company to bid, successfully, for additional business.

Upskilling for Sustained Continuous Improvement

Following the conclusion of the Supply Chain activity, Maxpower nominated 9 internal candidates who are currently completing their NVQ Level 3 Business Improvement Techniques to sustain and spread the Lean Tools through the organisation.

Company Testimonial

"Because of commitments to other programmes at the time, we had to carefully consider whether to support this initiative, but chose to go ahead because of the reputation of Industry Forum. Now that we can see the great results, we are committed to rolling out the tools and techniques across the rest of the business" - Richard Higginson - Company Spokesman



Established by Industry for Industry

Working in Partnership

