

Cost Reduction

through Continuous Improvement



The Globalisation Challenge

Crosby Sarek Ltd.'s door manufacturing facility was under immense pressure from Eastern European imports in a global market. Massive cost reduction was essential.

£724,000 /year savings



Gerry Thompson explains the new Physical Inspection Standards for hardwood veneers.

Azteck's Role in Programme

By bringing manufacturing expertise and project management assistance to the embryonic CIP (Continuous Improvement Programme) teams, Azteck had a dramatic effect.

- Δ Facilitating improvement teams.
- Δ Releasing home-grown talent.
- Δ Persuading sceptical personnel.
- Δ A significant role in saving over £724,000 /year.
- Δ One project alone doubled the profit margin on every door sold (for an outlay of only £92).



Part of Crosby's range of hardwood doors.

Benefits

We are grateful to The Factory Manager for these kind words ...

"Azteck, in the person of Nic Williamson, were involved with Crosby Sarek Ltd ... (for approximately 18 months.) During this time Nic made a powerful contribution to our improvement initiatives.

Nic worked well with all members of my team, balancing well the need to both be part of that team but to view each project with a "fresh pair of eyes". He interacted extremely well across all levels from shop floor to director and his expertise and enthusiasm won respect from all.

Nic worked across a wide range of projects in his time with us. These ranged from complex process automation proposals and machine specifications to simple work station and packaging improvements. He proved extremely capable right across the range of activities. A key benefit was Nic's tenacity in challenging established procedures and his ability to persuade sometimes sceptical personnel of the viability and suitability of new methods and materials.

From projects implemented we expect savings of £124,000 p.a. against a cost outlay of £92. Further savings in excess of £600,000 p.a. were identified all with paybacks of less than one year.

One of Nic's strengths was his ability to work with shop floor personnel unlocking the good ideas already there, adding his experience, helping them own the idea and switching them onto continuous improvement.

Throughout his time with us Nic was totally professional and reliable. I have no hesitation in recommending Azteck and will of, course, be using them again for future consultancy requirements."

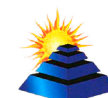
Stephen T.J. Barron,
Factory Manager - Swindon



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