

**Award
Winning**

Profit Enhancement



The Challenge

A long established and highly regarded firm make lubricators for large engines & compressors. This world renowned system is rugged and extraordinarily reliable. About 200 /month are made.



The market position was being threatened by cheap imports. If this challenge could be met, orders for 200 /week were expected; the alternative was a slow death.

500% Profit Increase

Profit Enhancement Teams

By coaching the management and working with them to facilitate Profit Enhancement Teams, we introduced new processes and concepts. This had a dramatic effect on this product and has implanted new skills for the future.

- Δ Team working and contribution from all levels.
- Δ Coaching in problem solving techniques.
- Δ Design analysis.

- Δ Continuous Improvement culture.
- Δ Project management.

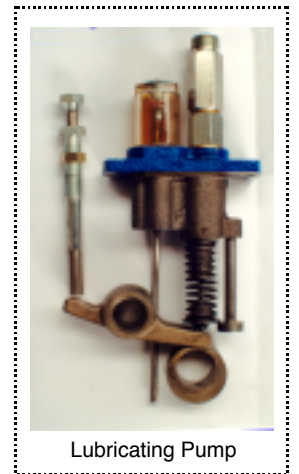
Turnover to Quadruple

- Δ 500% product profit increase.
- Δ 35% cost reduction.
- Δ Assembly time reduced by 64%.

- Δ Half the number of components.
- Δ All objectives achieved; No compromise in quality.
- Δ A design matched to modern production processes.

- Δ Enquiries from Chinese ship yards for 6,500 units /year, these will quadruple turnover.

Benefits



Lubricating Pump

Photo by courtesy of our client,
thank you.

'Winning by Design' Awards

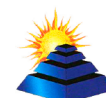
**Winning
by design**

Runner-up in 'Winning by design: Designer's Award' 1999.
Winner of 'Winning by design: Innovation Award' 1999.

"... (the) judges wanted to acknowledge how much had achieved in so little time in modifying the design and manufacture of the pump system. We were impressed by the design of the new model especially as it has already demonstrated enormous cost savings."

We gratefully acknowledge our client's assistance in preparing this case study.

Facilitating Profit Cultures
in
Businesses with Ambitions



Azteck

Amazon Barn, Manor Farm
Elkstone, nr Cheltenham, GL53 9PD
phone 01242 870556. www.azteck.com