



Case Study: Heavy Trucking/Cab Manufacturing

The information provided below is an actual instance of how **Lean Enterprise Partners** assisted a client in correcting logistical issues. The company name is not mentioned due to client/company confidentiality.

SITUATION:

A truck manufacturer who was rated fourth in worldwide sales desired to lead the heavy-duty trucking industry and be the major player in the world. The organization enlisted **Lean Enterprise Partners** to help them maximize their profitability and increase their competitive edge. They wanted to do this through cost reduction measures to decrease hours per truck and increase quality by implementing a Lean Operating System. Specifically the company needed to:

- Decrease hour per truck times.
- Implement systems for controlling quality, cost and service relative to on-time delivery and track problems to the source.
- Create a sense of urgency among frontline leadership and the ability to work together effectively.
- Create a cooperative culture between departments.

OUR ANALYSIS

Implement an educational “Lean Processes” necessary to convey the cost/benefit of sound manufacturing techniques.

- Craft and implement Lean Manufacturing process and procedures.
- Create a team environment with a focus on improvement through education and training.
- Develop Lean action teams and processes to reduce quality problems.
- Break the paradigm of cabs per shift.

APPROACH

Our approach and improvement efforts were focused on the following:

- Enhance the manufacturing processes and systems to control quality, reduce cost and provide for competitive on-time delivery through cycle time reduction.
- Develop a focused company leadership team.
- Provide supervisory education and training for all levels to improve communication lines and teamwork for goal attainment.
- Reduce turnover among plant supervision.

RESULTS

- Achieved annualized savings in excess of \$14,500,000 – Promised 3:1 ROI; delivered **27:1 ROI**.
- Company moved from No.4 to No.3 in sales worldwide by completion of the project.
- Reduced hours per truck by 33 percent and HPT from 18.57 to 12.3.
- Increased throughput 21 percent.
- Streamlined production planning process
- Implemented reporting and monitoring system for continuous improvement.
- Initiated Lean Teams in the area of SMED and the elimination of waste.
- Cross-trained workforce for production planning and flexibility.

ABOUT US

To learn more about how Lean Enterprise Partners can help transform your business click [HERE](#) to visit our website.