

# Western Canadian Manufacturer

## Background

- Manufactures and Installs large welded products since 1950
- Privately Owned, Family Managed
- Potential for huge demand increase ( Alberta )

## Challenges

- Unsatisfactory Profit Performance
- Unacceptable lead times and due date performance
- Inability to manage market seasonality
- Constant firefighting

## Ambitious Target

- Stabilize and improve manufacturing performance
- Use improved shortened lead times and more reliable delivery as a basis for attracting more profitable sales
- Double profits

## How Afinitus Helped

- Implemented a system oriented scheduling system that brought order and focus to the chaos
- Established process for product and customer financial assessments to increase overall profitability

## The Results

- 12 Months into a 3 year project, output is up 65% and Profits have more than doubled

