

## AJ MANUFACTURING DRAMATICALLY IMPROVES PRODUCTIVITY AND REDUCES LEAD TIME WITH HELP FROM LEAN FOCUS.

### PROBLEM/ SITUATION

AJ MANUFACTURING NEEDED TO INCREASE THROUGHPUT AND IMPROVE EFFICIENCY.

**A**J Manufacturing provides the automotive industry with a wide range of tools by employing state-of-the-art manufacturing and production equipment.

However, they struggled to meet their delivery schedule with a major customer. They needed to optimize the flow and layout of their production processes to increase throughput and improve efficiency.

### SOLUTION



WE APPLIED WHAT LEAN FOCUS SHARED WITH US AND ARE EXTREMELY HAPPY WITH THE OPERATIONAL PROCESS IMPROVEMENTS WE'VE MADE AS A COMPANY."

**L**ean Focus responded quickly to AJ Manufacturing's call: Within a week, Lean Focus was touring AJ Manufacturing's facilities.

"They quickly sent a team to do an in-depth analysis of our business," said president Shiv Sivakumar. "They came up with 85 things that we needed to do to get things in order and outlined the entire process from start to finish."

After Lean Focus performed a Rapid Plant Analysis to identify a lean transformation roadmap, they conducted several kaizen events. One event involved the ratchet assembly area, and two events targeted improving forecasting, scheduling, and replenishment processes relative to a major customer.

"With the transformation roadmap in place, we applied what Lean Focus shared with us throughout our organization," said Shiv. "So far, we are extremely happy with the operational process improvements we've made as a company."

**" I STRONGLY RECOMMEND LEAN FOCUS. THEY ARE VERY EXPERIENCED PEOPLE WHO COME IN AND DELIVER RESULTS. WHAT THEY TEACH REALLY WORKS."**

**SHIV SIVAKUMAR**  
President, AJ Manufacturing



## RESULTS



OUR CUSTOMER WAS SO PLEASED THAT THEY GAVE US A SUPPLIER OF THE YEAR AWARD. THAT WAS A DIRECT RESULT OF LEAN FOCUS' WORK."

**IMPROVED  
PRODUCTIVITY OF  
FLAGSHIP PRODUCT BY**

**37%**

"It was a straightforward gain," said Shiv. "It would have taken us 37% more effort to match our current output."

**REACHED**

**99%**

**SAFETY STOCK  
LEVELS**

"Lean Focus made significant improvements by coming up with a solid model of what kind of safety stock should be held at different stages so we could build products a lot faster than we had before," said Shiv.

**REDUCED LEAD  
TIME FROM**

**55 → 7  
days days**

"Our customer was so pleased that they gave us a Supplier of the Year award," said Shiv. "That was a direct result of Lean Focus' work."

ASSEMBLY, BAGGING AND BOXING	TIME (SECONDS)		STEPS		TIME SAVED	STEPS SAVED
	OLD	NEW	OLD	NEW	DIFFERENCE	DIFFERENCE
Pick Components	240	43	86	30	197	56
Setup	150	73	0	0	77	0
Assemble Components	458	445	0	0	13	0
Takeout	35	10	0	0	25	0
Move Parts to Bagging	10	5	11	0	5	11
Bagging Setup	84	45	0	0	39	0
Bagging	132	111	0	0	21	0
Move to Boxing	36	9	8	0	36	8
Boxing Parts	218	130	0	0	88	0
Placing Boxes on Skidd	10	8	40	10	2	30
<b>TOTAL</b>	<b>1373</b>	<b>870</b>	<b>145</b>	<b>40</b>	<b>503</b>	<b>105</b>

**37%**

REDUCTION  
IN WORK TIME

**72%**

REDUCTION IN  
STEPS TRAVELED

