

TAKING THE PAIN OUT OF PRICE ESTIMATING

ABOUT NYHUS ENTERPRISES. Nyhus Enterprises provides services to maintain, restore, and extend the longevity of equipment for manufacturing industrial clients throughout Wisconsin and Minnesota. The company launched operations in 2010 with a mobile power washing service, and has since expanded to include powder coating, industrial painting, burn-off services, and a variety of blasting pre-treatments to remove paint and rust before new coatings are applied. A family-owned business, Nyhus has between 5 and 10 employees and is based in Chippewa Falls, Wisconsin.

THE CHALLENGE. Without an efficient method to generate price quotes, Nyhus Enterprises found the task remarkably demanding. Project inquiries for industrial coatings and surface treatments kept company owner Eric Nyhus busy factoring variables, striving for accuracy, and responding to potential customers as quickly as his schedule would allow. The strain it placed on his resources was apparent. "It was one of the first things we noticed," recalls Cody Kropp, a University of Wisconsin-Stout Engineering Technology student.

MEP CENTER'S ROLE. Kropp and Shayne McLaughlin, a UW-Stout Supply Chain Management student, worked with Nyhus Enterprises in summer 2016 through the Manufacturing Advancement Program. The program is an initiative developed by UW-Stout's Manufacturing Outreach Center (MOC), a NIST MEP affiliate. The goal is to bring the university's extensive resources, including technical expertise, to Wisconsin small manufacturers like Nyhus, helping them improve productivity and performance without capital investment.

Nyhus Enterprises was the first of several companies identified by Chippewa County Economic Development Corporation as candidates to participate in MOC's program. After an initial tour of the Nyhus facility and thorough discussion with the Nyhus team, Kropp and McLaughlin identified priority issues and introduced Lean concepts to the company to help shorten processing time. They also developed a user friendly, customized quoting tool that simplifies the estimating process.

Nyhus now creates quotes using an electronic spreadsheet that accounts for part sizes, required processing, cost, time, materials, and other variables. Once the fee is approved, the spreadsheet generates a work order so employees are aware of the project and know which processes are required to complete it—no delays due to communication issues. The new tool also allows Nyhus to confirm that quality checks have been made, and compare estimates to actual results.

"MOC has helped us tremendously. The computer quoting tool makes price estimating a lot easier, and we now have a better perspective of our projects. MOC has done more than we could've asked for."

-Eric Nyhus, Owner, Nyhus Enterprises

RESULTS



Reduced quote calculation time by **50** percent



Shortened processing time by **50** percent with Lean continuous flow



Significantly improved accuracy of price estimates

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