

NEW FLOOR PLAN GAINS SPACE, SAVES COSTS AND INCREASES SALES

ABOUT MERIT METAL PRDTS CORP. Merit was founded in 1876, creating hardware for America's merchant fleets. Today, the company produces the highest quality hardware from various fine metals for multiple industries. Merit carries forth a proud heritage of excellence and quality craftsmanship, and continues to manufacture products at its factory in Warrington, just outside historic Philadelphia, Pennsylvania. Still a family-owned business, the company has around 50 employees. "Merit combines Old World tradition with new technology," said Merit President Adam Stefanowicz, whose family has owned the company since 1987. "The craftsmanship necessary to build our products is unique in today's world."

THE CHALLENGE. Merit's dedication to excellence is evident in the company's commitment to Lean Continuous Improvement methodologies. Steady growth allowed for an eight thousand square-foot expansion to their facilities in Warrington, prompting a reorganization of the existing layout to improve efficiency in equipment, material, and people flow. During this process, Merit called on the Delaware Valley Industrial Resource Center (DVIRC), a NIST MEP affiliate, for assistance.

MEP CENTER'S ROLE. DVIRC worked with Merit to apply Lean tools and techniques to lay out the new floor design and achieve operating efficiencies immediately, and to implement the new plan to support increased customer demand for new products. Merit produced detailed piping and wiring drawings that DVIRC helped the company integrate into the new floor plan during a focused Kaizen improvement event. DVIRC worked with the team from Merit to implement the plan and get the CNC machining activity up and running in an optimum manner.

To continuously improve the productivity of the new layout, the company analyzed parts and material flow, inventory, and utilization of manpower. Merit streamlined parts and material flow to the point of production, and used value stream mapping to reduce inventory. Investments in production technology and the workforce helped the company cut down on costs and retain jobs. Sales increased, and Merit attributes the success to improvements in production capacity.

"DVIRC's ability to apply their knowledge and expertise to our situation produced real tangible results. And by working directly with our team we now have people that can apply what they've learned."

-Adam Stefanowicz, President

RESULTS



\$156,000 in new sales



\$75,000 in cost savings



\$28,000 investment in workforce, \$25,000 investment in production technology



5 jobs retained

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