

OPERATIONAL EXCELLENCE WITH A TIGHT METHODOLOGY

ABOUT GASBARRE PRESS (DIV OF GASBARRE PRODS INC).

Gasbarre Products, Inc. of DuBois, Pennsylvania, was founded in 1973 to design, manufacture, and service a complete line of powder compaction and sizing presses for the powder metallurgy industry. Since then, Gasbarre has expanded both vertically and horizontally and now owns and operates 5 manufacturing plants. While Gasbarre Products' end users serve several markets, including lawn & garden and medical, they are highly concentrated in the automotive market. Capital equipment sales, including presses and industrial furnaces, represent the majority of Gasbarre's sales revenues.

THE CHALLENGE. One of the company's strategic business goals is a 25-40% sales increase of its Manufacturing Technologies division, including contract manufacturing for welding and machining, to reduce risk of economic cycles associated with capital equipment sales supporting the automotive market. Accomplishing this lofty goal requires Gasbarre to implement organizational excellence initiatives that will improve workplace organization, cleanliness, safety, increase on-time delivery, and increase production capacity. Gasbarre was not practicing routine continuous improvement activity and had not implemented new process improvement initiatives since the early 2000's. As a result, they saw key operational metrics affected such as a decreased on-time-delivery and increased scrap rates.

To achieve the greatest success, they needed more resources and the tools and methodologies to effectively and efficiently implement a targeted program. Time was of the essence, because missed opportunities are potentially lost revenues. Heath Jenkins, President of Press & Automation at Gasbarre Products, wanted a solid plan for continuous improvement. "Often the biggest problems with continuous improvement are where to begin and then how to sustain," he said.

MEP CENTER'S ROLE. As a result of discovery meetings with NWIRC, part of the Pennsylvania MEP and the MEP National Network™, a solution was outlined for partnering with a highly experienced practitioner using operational excellence tools, such as Theory of Constraints, Lean, Six Sigma, and others, to assess and document current operations and subsequently defining the future state design for their DuBois facility. The methodology consisted of outlining the current state, developing the future state design, goal tree, and implementation plan. Max Krug, of Future State Engineering, was looped in to conduct an "Operational Excellence Future State Design Sprint". Krug has a long-standing and successful track record of success in assisting manufacturers to improve productivity, efficiency, and operational performance.

"We appreciate organizations like NWIRC. Western PA can be a challenging environment and it's great having resources to point you in the right direction. We're excited to jump into the next phase of the operational excellence project for implementation."

-Heath Jenkins, President of Press & Automation

RESULTS



\$500,000 in cost savings



\$1,000,000 in new or retained sales

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