

ELECTRICAL POWER DISTRIBUTION MANUFACTURER OVERCOMES CHALLENGES TO DELIVER A HERCULEAN EFFORT FOR THE CUSTOMER

ABOUT LEX PRODUCTS. LEX Products is a Shelton, Connecticut, manufacturer of electrical power distribution equipment. An industry pioneer who introduced rubber enclosures for power distribution boxes, markets served by LEX products include entertainment, such as convention centers, the motion picture industry, and theatrical environments; government and military applications; and portable and permanent power distribution systems for industrial markets and special events.. All products are built to ISO 9001 and AS9100C quality standards to meet the strictest safety codes.

THE CHALLENGE. A significant economic opportunity presented itself in mid-2019 for LEX Products to help meet the power demands for an overseas customer. This was a very large order for LEX with a very tight, firm deadline of less than six months with heavy penalties for late delivery. There were many challenges to overcome: components had not yet been purchased, suppliers had not been confirmed, production layout had not been defined, and UL approval had not been granted. Not to mention the need to hire and train close to 90 workers to meet production timetables. Given its long history with CONNSTEP, part of the MEP National Network™, as a partner in their lean manufacturing journey, LEX reached out for help.

MEP CENTER'S ROLE. A technical subject matter expert from CONNSTEP worked side by side with LEX personnel for several weeks. A technical subject matter expert from CONNSTEP worked side by side with LEX personnel for several weeks to tackle incoming materials schedules, determine capacity, calculate takt times, schedule UL qualification and integrate testing with the production plan. Lean processes which had lapsed a bit at the company were reintroduced and resurrected to help accelerate forward progress and reestablish a lean culture.

Despite the tight timeframe and complex logistics, all equipment items were shipped and delivered on time to meet the power requirements of the customer. CONNSTEP's capacity analysis, cell design and detailed layout for LEX's manufacturing area of their facility contributed to the project's success. This collaborative effort maximized output while minimizing throughout time, labor, materials and product flow to ensure on-time delivery of the contracted product.

"This project involved quantities of product order of magnitude higher than what we normally deal with. The delivery timeline seemed unachievable. We have had a number of successful projects with Connstep over the years so we reached out to them. Connstep was able to recommend and implement a continuous flow process that cut our labor time dramatically and made the timeline achievable. The process also yielded higher quality. They used their expertise and experience along with dedication to the project. They guided us and were present every step of the way. There is no way we could have done this project on time without them."

-Bob Luther, CEO

RESULTS



50 jobs created and 25 jobs retained



\$2,000,000 in new investment in plant/equipment



\$30,000 in new investment in workforce skills/practices

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