

TRANSFORMATIONAL PRODUCTIVITY INITIATIVE TRANSFORMS  
WISCON PRODUCTS

**ABOUT WISCON PRODUCTS INC.** Founded in 1945, Wiscon Products is a third-generation family-owned machine shop that provides advanced CNC lathe precision turned parts from bar stock. The company's expertise is in highly complex, high-volume CNC precision machined parts for the hydraulic, aerospace, automotive, and construction industries. Wiscon Products operates a manufacturing facility in Racine, Wisconsin. The company has about 50 employees.

**THE CHALLENGE.** Wiscon Products grew exponentially and struggled to manage going from a company with \$2 million a year in annual revenue to one with \$12 million. The company shifted from producing commodity products to making highly engineered products. Although growth is generally a positive outcome for companies, problems arose in managing the unplanned rapid boost in orders and revenue. This led Wiscon Products to experience issues with profitability, quality, and employee engagement.

**MEP CENTER'S ROLE.** Wiscon Products eventually turned to WMEP Manufacturing Solutions, part of the MEP National Network™, which it had worked with on several projects, including ISO/IATF certifications. WMEP suggested its transformational productivity initiative (TPI) model and tools for Wiscon Products to gain a holistic understanding of its situation and implement actions to increase productivity. The TPI model leverages an organizational assessment to create a targeted plan to help companies identify, prioritize and take critical actions across management best practices, process improvements and digital technologies to improve productivity. The TPI path for Wiscon Products has included a focus on leadership development, a systematic scorecard review process with leading and lagging key performance indicators, a lean manufacturing journey, and a five-year automation plan.

"It's not the management team pushing downwards anymore, it's the teams out on the shop floor pushing up to us with improvements and making suggestions to us. It's a dramatic change from where we were two years ago."

-Torben Christensen, President & CEO

## RESULTS



93% increase in sales per employee over 2 years



Increase of more than 100% in value-added revenue



Monthly break-even reduced by 30%



Setup hours per week cut from 60 hours to 30 hours



Decline in scrap as percentage of sales from 1.5 to 4.5

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