

## GEORGE T. HALL MORE THAN DOUBLES THE DEMAND FOR SERVICES

**ABOUT GEORGE T HALL COMPANY INC.** In October 1932, George Hall started the George T. Hall Company as a small distributor of trailers and butane heaters in West Los Angeles, California. Today, the George T. Hall Company is a full-service control solutions provider, offering control panel systems, equipment programming services, instrument troubleshooting and repairs, and system integration and automation. The company serves a wide variety of industries including pharmaceuticals, food & beverage, renewable energy, mining, and wastewater.

**THE CHALLENGE.** Right before the COVID-19 pandemic began, George T. Hall was in the middle of rapid growth and there was never a lack of work. However, once the pandemic began, work began to slow down, and they lost an essential project that generated a lot of revenue for the business. George T. Hall used this as an opportunity to take a step back, reflecting on how they had been working in ways that were leaving the business and its teams spread too thin and limiting their capacity for further growth. They recognized that they needed to think strategically on how to move forward and increase the sustainability of the organization. The company turned to CMTc, part of the MEP National Network™, for help.

**MEP CENTER'S ROLE.** CMTc's primary areas of focus were lean/continuous improvement, quality management systems and training (including preparing the organization for ISO 9001 certification), and the implementation of a new ERP system, Acumatica. The Acumatica implementation, in conjunction with the systematic approach to process improvements and quality management, led to the replacement of multiple spreadsheets and disparate systems that impeded productivity and critical visibility for business. Acumatica offered George T. Hall an all-in-one system for tracking operations, business performance, and production in real time. In addition, with employees finally having access to a unified system and no longer needing to search in multiple places for critical information, George T. Hall staff experienced an increase in satisfaction and productivity.

"The work with CMTc has been transformative. Through this process, we have created a more enjoyable workplace, increased client satisfaction, and are better able to embody our values as a company committed to high quality and sustainability in everything we do."

-Dina Johnson, Vice President

## RESULTS



4 jobs created



\$2,500,000 in cost savings



\$1,500,000 estimated increase in sales



Doubled demand for company's services



Named one of 2023's Best Places to Work in Orange County

## CONTACT US



3760 Kilroy Airport Way  
Suite 450  
Long Beach, CA 90806



(310)263-3060



[www.cmtc.com](http://www.cmtc.com)

