

DRIVING EXCELLENCE AT BENSRAW: A LEAN TRANSFORMATION SUCCESS STORY

ABOUT BENSRAW INC. Bensraw, a leading manufacturer of mission-critical motor controls in Blawnox, Pennsylvania, employs over 200 dedicated professionals. Recognizing the need to optimize operations, enhance workflow, and embed a culture of continuous improvement, the company partnered with Catalyst Connection to embark on a transformative journey toward excellence.

THE CHALLENGE. Bensraw aimed to reintroduce lean manufacturing tools and sustain improvements that align with its strategic goals. To achieve this, the company sought guidance to establish a new Bensraw lean system and implement impactful changes in plant operations, culture, and process efficiency. Catalyst Connection, part of the Pennsylvania MEP and the MEP National Network, provided tailored coaching and consulting services, focusing on a range of initiatives to empower Bensraw's leadership and employees.

MEP CENTER'S ROLE. These efforts included monthly engagements to address high-priority challenges through 5S events, job instruction training, and practical problem-solving sessions. Catalyst Connection also facilitated a cultural shift to embed continuous improvement as a core company value. The partnership emphasizes process optimization by developing standard work procedures, enhancing facility layouts, and improving production scheduling. Key performance indicators (KPIs) were created to drive accountability, and digital solutions were explored to retain institutional knowledge amid an aging workforce.

The collaboration yielded measurable results. Enhanced production workflows, reduced waste, and standardized processes have improved operational efficiency and consistency. A culture of continuous improvement has fostered greater morale and retention among employees. By implementing robust KPIs and lean practices, Bensraw has laid the groundwork for sustained growth and competitiveness in the industrial market. With ongoing coaching and mentorship, Bensraw is well-positioned to achieve lasting success. The company's commitment to innovation and excellence underscores its dedication to delivering superior products while fostering a thriving organizational culture. This partnership exemplifies how Catalyst Connection's expertise in lean principles and process improvement can help manufacturers like Bensraw realize their full potential, shaping a future of efficiency, empowerment, and enduring success.

"Catalyst has been critical in our ramp up in production and improving our processes to support our 35 growth in the last 12 months. These processes set the stage for our 2x growth over the next 3 years."

-Peter Morgan, President

RESULTS



30 jobs created or retained



\$2,000,000 in retained sales;
\$1,000,000 in increased sales,



\$1,000,000 in cost savings

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