

Case Study #2

“That’s it! I’ve had enough!!”

A Western Massachusetts based machine shop doing about \$4 million in revenue yet constantly riding the ebb and flow of the tides. One year they made money...The next year, they lost money. The owner was working 70 hours a week and getting burned out. His lawyer referred this company to Braver Business Strategies.

The company had invested in state of the art machinery but did not have the basic understanding of the concept of Lean Manufacturing and little understanding of the importance of measuring “Throughput”. Therefore, the company was refocused to what they did best. They are no longer trying to be all things to all people. They were refocused on what they did well do well, and are now the leading manufacturer in there area in their specialty. They learned how to properly quote the new jobs have added sales reps to look for this work. They are now profitable every year and the owner actually takes vacation twice a year and recently invested in a new building.