



Case Study: Top Level Assembly

The Customer

The customer is a Tier-One supplier to OEMs in the construction, mining, and agricultural industries. They produce cab assemblies.

The Challenge

Like many other manufacturers, they consider component parts as commodities: They assemble their final products. These high-use components take a lot of resources for products with low margin. As a company, their focus was on the products they produce in final assembly for their customers which provided higher margins.

By focusing on "Top-Level" assembly, they decided that the best way to proceed was to outsource the manufacturing of these low end component/commodity parts.

The Solution

We now make components for them. Our processes allow us to provide a fair price. Take our 2D laser cutting machines. Automation allow us run parts up to 22 hours a day with little intervention from our personnel. The EDI connection gives the customer nearly direct control of quantities and delivery schedules. Customers often think of us as a remote location of their operation.