

SUCCESS STORY



OEM Fabrication

Leading Water Technology Manufacturer and Supplier

The customer needed approximately 120 OEM panels manufactured and shipped each month. We worked with the customer to meet this goal — in the process launching a new Cates service for volume OEM orders with customization.



BUSINESS NEED

A leading equipment manufacturer in the water and wastewater industry analyzed their total cost of manufacturing and decided to outsource their control panel assembly. UL control panel assembly was not one of their core competencies, and the procurement, labor, inventory, and assembly costs did not align with manufacturing costs in their core competency areas. By outsourcing panel assembly, the customer was able to save money, time, and manufacturing floor space for a much-needed expansion of their core manufacturing lines.

OUR SOLUTION

Cates Control Systems implemented the Lean Production Process:

- **Staffing** – hired a new supervisor and team members
- **Creating the line** – tested multiple iterations of workstations, cell layout, and shop layout and continuously make improvements on an ongoing basis
- **Adding Inventory** – brought in \$500,000 of inventory to support the line
- **Ramp up** – customer orders did not cease or slow down during the addition of the new service

- **Continuous improvement process** – launched company-wide employee suggestion program
- **Reconfiguring inventory** – reconfigured inventory to support continuous demand
- **Communication** – worked with the customer to establish communication needs throughout the organization

CUSTOMER RESULTS

By outsourcing panel manufacturing to Cates, the customer was able to:

- Reduce overall end-product costs
- Add value innovation to the control panels
- Streamline manufacturing by buying the panels instead of manufacturing them

Need help with OEM control panel manufacturing?
Contact us for an estimate.



CATES CONTROL SYSTEMS

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Equipping Manufacturers to Succeed Globally