

CLIENT: Manufacturer of Hoods and Luggage for sports cars
PROJECT SCOPE: Production Database and Process Improvement
PROJECT TARGET: Reducing time, improved record-keeping and order management
RESULTS: Savings of 9% in process time, 16% in cycle-time
Value-Added activity increased from 74% to 89% of total cycle-time

This small business has had phenomenal success since making their first hood. The cars are owned by enthusiasts and it wasn't long before word spread amongst the car clubs, with enquiries coming from firstly the UK but now Europe, USA, and the Far East.

One of the partners realised that their systems for tracking orders and managing stock were going to be rapidly outgrown. He called and asked for our help to put a system in place that would cope today and with the continued expansion of the business.

A bespoke database was built to record customer data, order backlog, cars and owners, product costs, stock control, and supplier details. Now 'due orders' can be seen at a glance, costs and profit can be measured by item, future stock levels can be viewed, and the business has a clear picture of forward demand. Furthermore, with proper records of owners, their vehicles, and the accessories they had previously purchased they could keep them updated with offers on new products or enhancements.

The manufacturing was already fairly lean – being a small company they had not added much fat to the process - but there were areas where knowledge was only held by one person. By mapping the processes, and seeing the opportunities for error or delay, things were simplified and documented so the business wasn't reliant upon the knowledge held by key individuals.



Weald Technology Ltd has won awards for engineering and innovation in low-carbon and sustainable transport. Our collaborative design and engineering projects are used to generate industry-relevant STEM activities that inspire the UK's next generation of engineers and scientists.

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