

Facilities Planning Activities

SAMPLING OF FPS REFERENCES

DOMESTIC:

Where: Oklahoma, USA (Working for OEM)

Organization: Plastics injection molding

Purpose: OEM wanted to resource business at this location.

Deliverable: Determined bottlenecks in current operation, which included procurement, staffing, and mold and equipment issues. The issues were to be resolved in an expedited fashion to assure the ability to build a bank of products. Built the bank of parts and relocated the tooling to Michigan; switched all sub-suppliers over to new vendor.

Duration: One Month. Since the customer expected it to take six months, FPS saved them five months of funding the operations, which amounted to a savings of over \$4 million.

Where: Multiple locations throughout the USA (Working for the creditor)

Organization: Welding and Machining operations

Purpose: Bank wanted a comprehensive consolidation plan that needed to prove the organization's viability in a down turned economy.

Deliverable: Visited all locations and determined the best practices. Reviewed logistics streams to assure that shipping costs would be kept to a minimum. Developed a strategic plan that consolidated the less efficient plants with other locations without increasing the cost of the delivered product. This plan included what equipment/ building should be sold or relocated, and the staff that should be retained. From a financial perspective, this also included consolidating the accounting and payroll activities and the purchasing activities into one central location. This measure reduced the operating costs by over \$2 million and reduced the products delivered cost while maintaining the same manufacturing capacities.

Duration: Three Months. However, this didn't include all the restructuring activities.

Where: Indiana, USA (Working for creditor)

Organization: Minority screw machine manufacturing

Purpose: Bank wanted a plan detailing how the organization would survive with the loss of 50 % of its current business.

Deliverable: Determined what equipment could be sold and what needed to stay. Worked expeditiously with OEM to exploit the minority status and get work immediately. Developed employee reduction plan that didn't cut into the core structure.

Duration: Three Months. The organization did acquire some work, but they are currently still on unsteady ground.

Where: Near Columbia, MO USA

Organization: Health & Beauty Aids manufacturer and distributor.

Purpose: Company wanted to optimize resources to increase output.

Deliverable: Implemented the FPS *Flow Optimization and Resource Management (FORM)* program that organized the value stream and defined the process constraints over the 5-year planning horizon. This plan was very successful and FPS received several excellent corporate referrals.

Duration: Three Months

Where: Baltimore, MD USA

Organization: Health & Beauty Aids manufacturer and major Distribution Center.

Purpose: Company wanted to optimize resources to increase output.

Deliverable: Implemented the FPS Flow Optimization and Resource Management (**FORM**) program that organized the value stream and defined the process constraints over the 5-year planning horizon. This plan was very successful and FPS received several excellent corporate referrals.

Duration: Three Months

Where: Raleigh, NC USA

Organization: Health & Beauty Aids manufacturer and major Distribution Center.

Purpose: Company wanted to optimize resources to increase output.

Deliverable: Implemented the FPS Flow Optimization and Resource Management (**FORM**) program that organized the value stream and defined the process constraints over the 5-year planning horizon. This plan was very successful and FPS received several excellent corporate referrals.

Duration: Three Months

INTERNATIONAL:

Where: Throughout the USA, UK, Netherlands and Germany (Working for OEM)

Organization: Plastics forming, machining and welding operations

Purpose: OEM wanted to provide a back resource plan

Deliverable: (Focus Europe) Determined bottlenecks in current operation, which included procurement, staffing, and equipment issues. The issues were to be resolved in an expeditious fashion to assure the ability to build a bank of products. While building the bank of parts, new suppliers for the over 150 different products were selected. Worked with OEM on the selection process, reviewed back-up suppliers' timing and identified short falls, visited suppliers, and assured the most cost effective processes were implemented. Worked with all sub-suppliers to prepare for dual sourcing.

Duration: Six Months. However, the customer has not switched to the new vendors yet. The annualized savings is expected to exceed \$3.3 million.

Where: Throughout Europe (Working for OEM)

Organization: Machine/Welding

Purpose: OEM wanted suppliers to be more competitive.

Deliverable: Reviewed operations in a variety of countries. Worked with organizations on the basic Lean principle and waste reduction. These reductions were not limited to the manufacturing operations, but also included logistics and accounting. This action enabled the supplier to give productivity givebacks to the OEM.

Duration: One-two weeks at various operations throughout Europe.

Where: Tomsk, Russia

Organization: Petrol Chemical instrumentation design and production organization.

Purpose: Company was over staffed, could not meet production expectations, and wanted to grow.

Deliverable: Developed a detailed 5-year strategic plan with staff. This was based on an evaluation of all levels of the organization and production processes. This plan defined the growth direction for the organization. Follow-up emails and telephone calls showed that the planning was successful.

Duration: One Month

Where: Las Piedras, Puerto Rico

Organization: Health & Beauty Aids manufacturer.

Purpose: Company wanted to optimize resources to increase output.

Deliverable: Implemented the FPS Flow Optimization and Resource Management (**FORM**) program that organized the value stream and defined the process constraints over the 5-year planning horizon. This plan was very successful and FPS received several excellent corporate referrals.

Duration: Two Months

Where: Bangkok, Thailand

Organization: International wood and fabric toy manufacturer and distribution activities.

Purpose: Company feeling competitive pressures from China. They needed to reduce cost and improve process control.

Deliverable: Implemented the FPS Flow Optimization and Resource Management (**FORM**) program that organized the value stream and defined the process constraints over their 5-year planning horizon. This includes a new facility layout. The FPS final proposal received excellent acceptance and client has advised positive results after 6 months.

Duration: One Month

Where: Charallave, Venezuela

Organization: Major South American drug store chain.

Purpose: Coach new VP of Distribution in his new position and establish a 5-year business plan to improve customer service levels and reduce operating costs.

Deliverable: Implemented the FPS Flow Optimization and Resource Management (**FORM**) program that organized the value stream and defined the process constraints over the 5-year planning horizon. This plan included the optimum layout that showed a phased growth plan. After seven years with this client, FPS has regularly gone back to implement our planned growth phases. During this period, the client has gone from number 2 to number 1 in their market. Their major competitor has falling seriously behind during this period due to a lack of strategic planning, and runaway operating costs. The client which had 58 percent of the regional market is positioning to purchase their next largest competitor to control 93 percent of their market.

Duration: Seven years - (Coaching management on a part time basis in various operational decisions)

Where: Caracas, Venezuela

Organization: Major Venezuelan HBA Distribution organization.

Purpose: Reduce costs and plan for expansion.
Deliverable: Implemented the FPS Flow Optimization and Resource Management (**FORM**) program that organized the value stream and defined the process constraints over the 5-year planning horizon. This plan included the optimum layout that showed a phased growth plan. The client has continued to grow at a brisk rate in a declining economy.
Duration: Six months

Where: Tomsk, Russia

Organization: Cement mixing and mortar producing organization
Purpose: Company had no direction or plans for expansion
Deliverable: Developed a detailed strategic plan with staff, which included a "SWOT" analysis (Strength, Weakness, Opportunities, and Threats). Worked through all levels of the organization to achieve buy in. Resulted in a cohesive 5-year plan that pointed the direction for the organization. Follow-up e-mails show that the planning was successful, although some changes have been made.
Duration: One Month