

CASE STUDY



We don't just talk about operational improvement.
We guarantee it.

WHOLESALE PLANT GROWER & DISTRIBUTOR

This wholesale plant grower and distributor needed to prune its labor expenses and increase the performance of its workforce. The Powers Company worked from the ground up to establish measures of productivity, set expectations, coach supervisory skills and cultivate leadership.

OBJECTIVE



The company sought to lower its costs per unit shipped and, ideally, increase revenues without increasing labor cost. The Powers Company was engaged to reduce labor cost, improve productivity, and leadership.

PROBLEMS

Unable to sustain required workforce	No established measurements of productivity	First-level farm supervisors didn't have access to forecast & historical information	Lack of leadership & ability to set expectations at production level

STRATEGY

Through working with the people in the field and supervisors, The Powers Company implemented methods to plan a shifts work, the ability to measure the efficacy of that work, and a way to "keep score".

Built ramp-up plans based on projected loading volumes and a process to cut loading workforce as the season wound down.

The Powers company implemented a process for looking at forecasts and past data to identify patterns.



RESULTS

20% DECREASE IN DAILY AVERAGE HOURS USED FEB-JUN		18% ASSEMBLY INSPECTION & SHIPPING DECREASE IN HOURS PER CART SHIPPED	65% INCREASE IN UNITS/HOUR	28% INCREASE IN UNITS/HOUR	1.8 MILLION TOTAL SAVINGS
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