POLARIS MEP
Manufacturing Forward

RESULTS

RESULTS: CONTINUOUS IMPROVEMENT

POLARIS MEP HELPS NEOCORP MAP THE WAY TO INCREASED PROFITS



COMPANY PROFILE

Neocorp manufactures a diverse and growing range of custom and common-use cordage, gaskets and stretch cord products at its factory in Rhode Island. Diverse markets range from select sporting goods retailers to commercial fishing dealers to a variety of OEMS in North America and abroad. Neocorp produces over fifteen hundred stocked and made-to-order items with many shipping within three days.

SITUATION

Over the years, Neocorp's traditional marketplace and associated products have been heavily eroded due to the changing external environment brought on by continued globalization. Its survival, to this point, had been based on the ability to grow a broader product offering and offering products to a more diverse marketplace. They offer their products and services with competitively superior delivery times, quality and price points.

The costs associated with this approach had been high, at times even self-defeating. Inventory and cash flow were fast becoming the casualties of maintaining their service-oriented market position. "We re-visited our standard delivery expectations and were able to favorably modify them to some degree," said president Chet Sutphen.

"We cross-trained our production personnel adding to our flexibility. We trained our leadership team internally on decision-making by functional area, established metrics by functional area, and deemed obsolete a fair portion of our inventory. While these efforts yielded better control and some improvement, still more improvement was needed, particularly in the face of a weakening economy."

SOLUTION

Neocorp reviewed its situation with Polaris MEP. An assessment was conducted yielding a scorecard that showed areas of potential improvement.

"Taking advantage of the nominal costs associated with Lean training programs and the potential value of applying those tools to our operation made the decision easy" said Sutphen. "We began with Lean 101 which gave us some concepts, definitions and fostered a focused team continuous improvement effort. That training was followed by Value Stream Mapping."

The ripple effect of this realization on inventory, cash flow and set-ups was clearly and immediately evident. Applicability of these same analysis tools are, and will continue to be, applied to other products and process to determine where time, effort and energy is being squandered. Continuous Improvement Training includes:

- Lean 101 Introducing concepts and definitions, fostering team culture
- Value Stream Mapping
- 5s

"Once our group became comfortable with Value Stream Mapping, we applied the tool to a popular Neocorp item. We determined that we did not need to produce and hold as much product as we did in work in process and sub-assembly."

IMPACTS

Reduced inventory costs by
10% and space required by
over 15%

Positive impacts
on cash flow

Increased capacity cumulatively by approximately
4 hours per week

Read the full Success Story at
https://bit.ly/3sidCIw



"With expert instruction from the folks at Polaris MEP and our focus centered on our mission and values, Neocorp has begun its continuous improvement journey. The Neocorp team has already seen benefits to our bottom ine and our workforce. The highest costs associated with Lean are only those of ego and old habits."

Chet Sutphen
President

Looking for greater profitability and productivity?

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