

CLIENT SUCCESS: ADVANTAGE CONTROLS

Oklahoma Manufacturing Alliance

The Oklahoma Manufacturing Alliance has proved to be an invaluable resource in helping Advantage Controls grow and prosper.

Dan Morris,
President and CEO

Efficiencies Lead Company to International Market Expansion

Advantage Controls was formed by three brothers in 1994, and has grown at a steady pace through the years. The company's main operation is the production of controls and systems used in industrial water treatment. It is currently the largest supplier in its market and employs about 100 people at its factory in Muskogee, Oklahoma.

Situation:

Executives at Advantage Controls realized that a strategic vision was needed to remain an industry leader and competitive in their field. While successful, the company knew it was not as efficient as it could be. Leaders concluded that if the company continued to grow, it would soon be out of production space. For options, Advantage Controls turned to the Oklahoma Manufacturing Alliance (the Alliance), a NIST MEP affiliate. The Alliance had developed a long, trusting relationship with the company CEO and President.

Solution:

As a first step, the Alliance offered company leaders a Lean 101 introductory course. Leaders quickly grasped the concepts and realized that a company-wide Lean transformation would lay the foundation for future growth. All employees completed 101 training and two initial lean implementation projects, with a plan to have all six of manufacturing groups working at optimum efficiency. The operations manager was certified as a Lean Implementer to ensure sustainability of efforts. The successful efforts and exposure to lean philosophies gave owners the confidence to develop new products and markets. Advantage Controls also participated in a NIST MEP ExporTech course and added sales reps in several countries. Additionally, the Alliance helped secure the resources for development of a new product, which puts Advantage Controls squarely in the middle of a burgeoning industry with vast future revenue potential.

Results:

- \$4,000,000 in increased sales
- Created 40 new jobs
- Reduced production time reduced by 50%
- New capital investments of \$2 million

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