

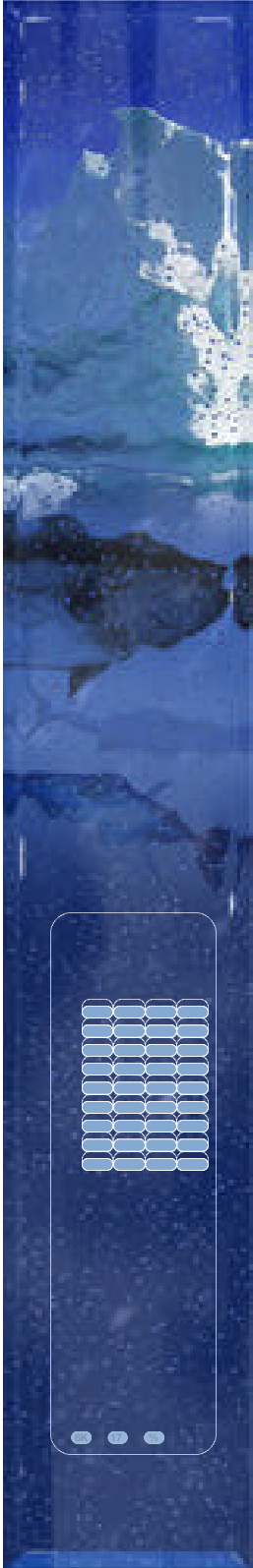
IMPLEMENTED RESULTS SCORECARD



◀ IMPLEMENTED RESULTS THROUGH IMPROVEMENTS IN PRODUCT PROCESS SYSTEMS AND BEHAVIORS ▶

Rich-SeaPak Corporation

Rich-SeaPak Corporation



RICH-SEAPAK CORPORATION has been supplying innovative, quality products to the frozen food industry, for over 50 years. With 3 production facilities in two states, this family owned business has become well recognized as an industry innovator with leading products across its various product varieties and has had a long tradition of success in the marketplace.

THE CHALLENGE

The culture of Rich-SeaPak is deeply rooted in a tradition of customer service excellence, product innovation and adaptability; providing customers a superior product with the highest regard for quality and reliability. In its quest to remain cost effective in the highly competitive food service market Carpedia was brought in to optimize the existing production lines, streamline the maintenance group and provide management the tools and training to allow them to tackle variances to their performance plan on a daily basis.

- The project was focused on improving productivity and reducing unmanaged overtime across both production and maintenance, with the goal of maximizing uptime to increase throughput. A management system had to be developed that monitored the key performance indicators across both the production and maintenance operations.
- The 56 week project was completed over a five month period and included work on the production floor, the maintenance department as well as within the supply chain and production planning groups.

THE RESULTS

- Annualized financial results are tracking at a return of 2.8 times the cost of the initiative. Further savings are available through planned method changes that may increase the return to 3.7:1.
- Improved labor productivity in production by 19% with the installation of process changes and workflow adjustment utilizing the existing asset base.
- Balanced maintenance labor based on accurate planning guidelines and skill sets across shifts to improve labor productivity by 17%. Eliminated scheduled overtime and reduced paid labor hours by 32%.
- Optimized production on 3rd shift, eliminated an under-utilized, non-cost effective pilot plant and reduced unnecessary nightly sanitation functions to improve capacity by 5% or 5.5M lbs of product annually.
- A formal management training program, daily behavior coaching and the installation of a continuous improvement process has led to increased accountability and ownership for the front-line Supervisors ensuring results sustainability and perpetuation.
- Developed a new Management System that provides managers and supervisors with clear visibility of schedule attainment and productivity. Attainment and productivity targets are set for every area deemed to be a significant driver of profit. Supervisors are empowered to communicate the specific requirements with employees daily.

THE TESTIMONIAL

MR. PAT MONAGHAN, VICE PRESIDENT, MANUFACTURING : "Your team satisfactorily met all of my requirements. Productivity improvements of \$1.3 million annualized were identified. We anticipate exceeding a 3 to 1 return on the investment. We have elected to start a project in our warehousing and distribution center in Brunswick, Georgia as well as at our Brownsville, Texas manufacturing site".

Carpedia International is a management firm uniquely focused on helping leading companies implement sustainable improvements in revenue growth, productivity, and asset utilization.

