

# Success Story

## Continuous Improvement

## Operational Improvement



Phoenix Products, Inc.

### Testimonial:

*"The Advantage Kentucky Alliance (AKA) team has been instrumental in putting in place a production system that the PPI team can follow. We had in-house expertise for managing but not building such a system. AKA had the expertise to actually implement a production system that the PPI Team can follow and sustain."*

**Tom Wilson, President  
Phoenix Products, Inc.**

### Company Profile:

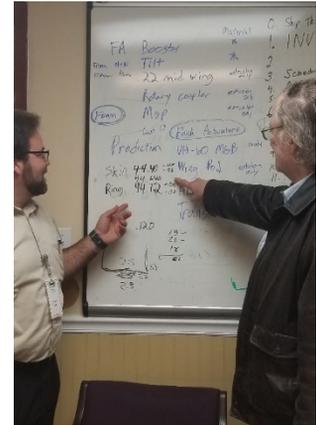
PPI operates facilities in Mc Kee, and Annville Kentucky. Manufacturing programs are executed at our Kentucky facilities in the 5th Congressional District. These facilities are focused on machining, sheet metal fabrication, chem conversion, CARC, painting, electrical/mechanical assembly, and is where all our Aerospace Components and SSCs are manufactured. We can bend and process single sheets up to 40 feet in length. PPI has over 50,000 square feet of facilities located on 75 industrial acres at our Kentucky sites. This includes all of the equipment and infrastructure to manufacture these components.

### Situation:

Phoenix Products, Inc. (PPI) does not have an Operational Manager that officially keeps production logs and schedules on upcoming production needs. With no standardized product schedules and strategies, PPI experienced missed deadlines, quality issues, and strains on overall resources.

### Solution:

The AKA team worked with the PPI team setting up production schedules, implementing production tools, training on production tools, and assisted with executive coaching to ensure production needs were being met for 2019 and beyond.



### Direct Results:



**Successfully shipped 18 shipsets 50% faster than in the past with no overtime, generating \$693K in revenue.**



**Implemented day-to-day waterfall scheduling reducing late orders by 50%.**



**Implemented standardized Bill of Materials**



**implemented daily 15 minute production /scheduling meetings**



**on-time production schedules with 58% fewer resources**



**Developed a core team of 12 leaders and floor managers**