

Eaton Case Study – Successful production outsourcing of 32 machines and 400 individual part numbers seamlessly.

The Situation:

Eaton, a \$12 billion power management company, decided to close a machining plant in order to create cost savings and focus on core competencies. Their challenge was to find an outside vendor who could relocate the manufacturing of the machined parts to their own facility. This would require transitioning 400 part numbers and 32 machines to the outside vendor.

Bottom Line: Fortune 500 Customer closes a plant and decides to relocate the machines required to produce 400 part numbers to an outside vendor.

The Problem:

Because of the sensitive nature of the transition, including job loss and plant closing, Eaton needed the outside vendor to be not only capable of handling a project of such magnitude, but also discreet. They also needed a vendor who could begin producing parts with little down time in order to meet production schedules.

Bottom Line: Sensitive situation required a vendor who could handle the magnitude and sensitive nature of a complex plant shut down and move.

The Solution:

Ashley Ward worked with Eaton to develop a transition plan that would ease the concerns surrounding the move and allow production to remain on schedule. Having available floor space because of multiple locations, Ashley Ward acquired all 32 machines over a 4 week period. Ashley Ward was able to PPAP and sample all 400 part numbers within six months. Ashley Ward's experienced machinists contributed to the smooth transition of such a large volume of individual parts.

Bottom Line: Ashley Ward quickly and sensitively completed a complex transition.

The Result:

Ashley Ward transitioned the Eaton project in a timely and efficient manner. They are still a key supplier that now supplies over 550 part numbers to Eaton. Many other machine shops would have found the process to be overwhelming and too complex, but with the many resources that Ashley Ward offers to clients, the transition was successful.

Bottom Line: Ashley Ward got it done!