

A sampling of our clients' results:

Bal Seal Engineering Company	+ Doubled net profit + Reduced inventory 50% + Eliminated overtime
Boeing's Printed Circuit Board Center	+ Reduced scrap by 90% + Reduced lead-times by 75% + Increased output by 75%
CAE USA (formerly Reflectone, then BAE Systems Flight Simulation & Training)	+ Reduced cycle times by 2-4 months (and improving) + \$37 million increase in the number of profitable programs + Saved more than \$4 million in the first year alone + Avoided doubling manufacturing staff (70-140) + Reduced per project carrying costs by \$400K + Recovered major customer—additional \$12 million contract
CM Products	+ Decreased finished goods inventory by \$400,000 + Reduced operating expenses by \$900,000
Corning Display Technologies	+ Reduced inventory by 60% + Increased sales volume by 10%
Cryovac	+ Decreased inventory by an average of 5-15% + Distributors achieved 5-20% increase in sales
F-22 Project Raptor: Boeing Lockheed Martin	Boeing + Unprecedented performance—on schedule, under budget—Reduced required wing assembly time by 50% Lockheed Martin + Cut final aircraft full finishes time by 57%, without reducing scope
GM Powertrain	+ British engine plant increased production by 36% + Metal casting system uptime increased 25% (and still improving) + Transmission case machining uptime increased nearly 40%
Gunze - Apparel & Hosiery Division	+ Reduced WIP > 40% (9 mos.) in Apparel, >15% (13 mos.) in Hosiery + Decreased lead-times by 4 days in both divisions + Reduced 'Out of stock' by >50% (Apparel), >70% (Hosiery) + Reduced customer returns by >50%
Gunze - ELMA (Electronics Division)	+ Achieved planned results more than two years ahead of schedule + Reduced lead-times (three plants combined) from 21 to 4 days + Reduced inventory by 80% + Improved due date performance by 12%
Harris Semiconductor	+ Grew by 40% when industry standard was 10-20% + Plant improved from zero profit to generate 80% of division's & 20% of company's profit + Increased from two to seven cycle turns per year (industry standard was four) + Constructed new manufacturing facility and began high-tech full production in 13 months, instead of 54-month standard
Indo Asian Fusegar Limited	+ Improved on-time-in-full deliveries from less than 10% to 84% + Increased sales by 18% + Better management enabled no sales to be lost due to raw material shortages
Israeli Air Force	+ Reduced F-16 airframe and structure upgrade time from 8 to 5 months; saved \$5 million + Supply chain parts distribution improved 28% at no additional cost + Reduced wait time at electronics depot bottleneck from 3 months to 2-3 weeks

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ITT Industries Night Vision	+ Successfully applied TOC to open new commercial market when previous experience was only military sales + Doubled sales in three years
Lucent Technologies	Benefits achieved with no increase in resources: + More than tripled development project capacity (5 to 17) + Reduced new product introduction intervals by 50% + 100% of projects completed ahead of time + Improved revenue by 30%—multi-million dollar profit improvement
National University Hospital - Singapore	+ Improved patient admission times by more than 50% (from 6-8 hour average to <3 hours); 63% patients are admitted in less than 1.5 hours
Nike	+ Reduced warehouse inventory by 20% + Increased gross margin by \$300,000 + Achieved 40% increase in sales during peak season + Within four months, inventory turns went from 2.3 to 7.0 + Reduced warehousing costs by over \$2 million per year
Oregon Freeze Dry	+ In four months, reduced finished goods inventory by 21% + Increased on-time deliveries from 97% to 100% + Reduced 'make-to-order' lead times by more than 50%
Pratt & Whitney	+ Completed additional 3 mos. work without expediting or increasing costs + Completed 3 of 4 projects on schedule and under budget; 4th project failed to respect TOC-planned task dependencies and suffered delay and budget overrun + Employee survey showed improved task focus and reduced multitasking in only five months + Completed 45% of tasks in less than half of originally projected task durations
Republic Industries	+ Reduced late deliveries from 60 to 20 + Achieved nearly 20% growth in sales
Seagate Technology	+ Launched high-tech product 5 weeks ahead of schedule + Generated additional incremental revenue of \$11 million with \$5 million in additional profit
TIMCO Aviation Services	+ Improved on-time aircraft deliveries from 44% to 77% + Reduced number of service days required by 8%
US Naval Aviation Enterprise AIRSpeed (US Navy & Marine Corps)	+ Sustained \$340 million cost avoidance in engine inventory Pacific Region Site (Hawaii, USA) + Decreased by 66% required inventory of engines + Reduced by 24% replenish time for main tires + Saved \$1.25 million in first year South-West Region Site (California, USA) + Reduced engine repair times: 78 days to 8 days + Decreased component lead times by 33% for airframes & 15% for avionics + Eliminated more than 5,300 overtime hours/year (overtime was the norm for 7+ years) Mid-Atlantic Region Site (Virginia, USA) + Reduced repair times in 90% of work-centers + Achieved \$1.3 million actual savings + Identified \$5.1 million additional savings Overseas Operations Site (Iraq) + Improved aircraft-on-ground (AOG) supply chain effectiveness to forward sites from 45% to 98%