

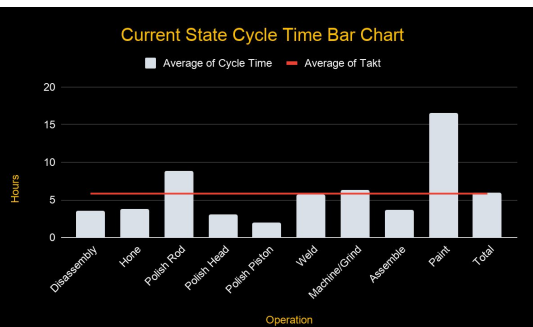
## Company Background

Largest independent Caterpillar dealership in Virginia providing parts, services & software to 10 industries

## Problem

Long lead times

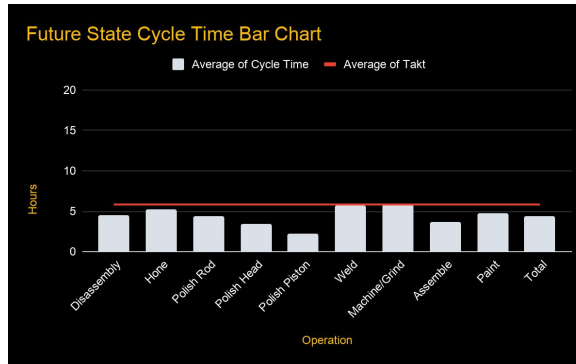
Losing business to competitors



## Goal

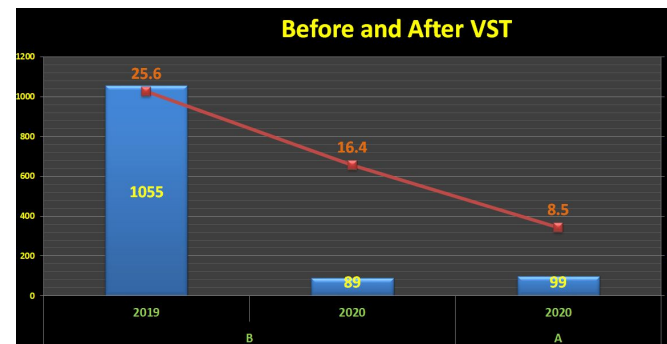
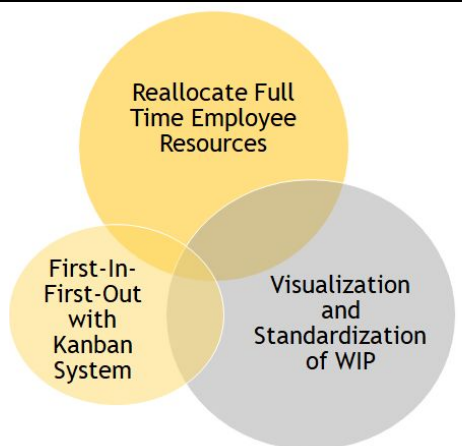
Apply lean manufacturing concepts in a non-traditional setting of a highly customized job shop

## Proposed Solutions



## Implementation

- 28 day reduced deviation
- Increase cycle-time efficiency 4 to 12%
- 61% reduced overtime



## Simio Analysis

Key Insights:

- 14% increase in efficiency
- 20% increase in cylinders processed
- 70% reduction in lead time

## Impact

- \$500,000+ increase in Revenue
- \$100,000+ decrease in overtime and direct expenses
- Customer experience