

## Real Results:

- Increased sales by 7%
- Retained sales by 100%
- Created 15 jobs
- Retained 55 jobs

**Company Profile:** School Specialty doing business as **Bird-in-Hand Woodworks** is located in Lancaster with 70 employees. A manufacturer of solid wood and melamine early education furniture is equally renowned for its longtime advocacy of employee education. The company was established in 1970.

**Situation:** Bird-in-Hand Woodworks engaged with MANTEC, a NIST MEP affiliate, since 2007 on a variety of LEAN and market development projects. Each year they diligently worked on improvements and saw results. A new parent company took over the organization and was looking for consolidations and cost reductions.

**Desired Results and Deliverables:** Bird-in-Hand Woodworks turned to MANTEC for LEAN consultation and implementation. The goal was to operate as efficiently as possible and be a shining star to the parent company. The focus started on understanding the current process in the Mill area. The Value Stream Map provided direction on where to improve the process and cut out waste. The area was set to a standard order and flow which led to efficiency improvements. The same principles were applied to the Assembly and finishing areas.

Additionally, the organization worked with a MANTEC Qualified Solutions Provider to grow sales by identifying external markets. The research gave specific target markets and a plan to approach the potential customers.

### End Results:

- Increased sales by 7%
- Retained sales by 100%
- Created 15 jobs
- Retained 55 jobs

**“MANTEC helped Bird-in-Hand Woodworks achieve gains in productivity, quality and cost control. Without MANTEC we would have been forced out of business by our competition.” ~Bill Brugmann, Director of Manufacturing, Bird-in-Hand Woodworks**

To implement LEAN and Quality contact your Professional Business Advisor directly or MANTEC at 717-843-5054