

Real Results:

- 10% increase in daily throughput
- \$300,000 new sales
- \$80,000 cost savings
- 10 new employees
- \$10,000 investment in people, technology and equipment

Company Profile: L&W Apparel Company, doing business as Legacy Athletic is located in Hanover, PA with 95 employees. Legacy Athletics is a manufacturer of high-quality custom headwear and accessories for the collegiate, resort/destination, camp and corporate markets. Product lines include headwear, knits, jewelry, belts, and flip flops. The company was established in 1992.

Situation: Legacy Athletic has worked with MANTEC, a NIST MEP affiliate, for the past 5 years. The company realized early on that competing on price alone would not be possible. Legacy engaged MANTEC for productivity improvements. Managers were trained in work cell development, Value Stream Mapping and new plant layout efforts improving current and future productivity, inventory flow, and cash flow. In recent years growth was exceeding capacity. It was time to further refine the production flow.

Desired Results and Deliverables: Legacy enrolled 3 employees into the LEAN Certification program. Over the course of several months they advanced their skills and understanding of the LEAN techniques. A huge benefit to the MANTEC Certification program is the on-site training. Legacy signed up to conduct the 5S course at their facility to better organize and reconfigure its shipping department.

5S stresses the importance of organization in a work cell. The participants are taught the principles in the classroom and then go to the shop floor to implement what they learned. The goal at Legacy was to increase the number of hats cleaned and inspected per hour. The average rate was 111 hats per hour per worker. Since the restructure the average moved to 122 hats per person. With 9 people cleaning hats for 4.5 hours, the daily hat increase is 445.5. Over the course of the year this means over 100,000 more hats which equals more than \$1,000,000 in throughput value.

End Results:

- 10% increase in daily throughput
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“MANTEC’s LEAN Certification program is an integral piece to Legacy Athletics’ success. Every time we set a new goal to increase throughput the LEAN techniques guide the way. Legacy employees embrace the program and can easily transfer knowledge to the shop floor to meet organizational objectives.”
 ~Paige Wingert, President

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