

Electrical Power Distribution Manufacturer Overcomes Challenges to Deliver a Herculean Effort for the Customer



We Deliver the Power™

Background

LEX Products is a Shelton, Connecticut manufacturer of electrical power distribution equipment. Markets served by LEX products include entertainment, such as convention centers, the motion picture industry, and theatrical environments; government and military applications; portable and permanent power distribution systems for industrial markets and special events.

An Industry pioneer who introduced rubber enclosures for power distribution boxes, LEX is a rigorous builder committed to delivering the highest quality products and services in compliance with customers' requirements to maximize their satisfaction. All products are built to ISO 9001 and AS9100C quality standards to meet the strictest safety codes.

Situation

A significant economic opportunity presented itself in mid-2019 for LEX Products to help meet the power demands for an overseas customer. This was a very large order for LEX with a very tight, firm deadline of less than six months with heavy penalties for late delivery.

Given its long history with CONNSTEP as a partner in their Lean manufacturing journey, LEX reached out for help to meet the substantial demand for equipment to be built, tested, and shipped in time to meet the customer's deadline.

There were many challenges to overcome: components had not yet been purchased, suppliers had not been confirmed, production layout had not been defined, and UL approval had not been granted. Not to mention the need to hire and train close to 90 workers to meet production timetables.

Results for LEX Products:

- Equipment Investments: \$2M
- Workforce Skills Investments: \$30K
- New jobs: 50
- Retained Jobs: 25



This project involved quantities of product that we order of magnitude higher than what we normally deal with. The delivery timeline seemed unachievable. We have had a number of successful projects with CONNSTEP over the years so we reached out to them.

CONNSTEP was able to recommend and implement a continuous flow process that cut our labor time dramatically and made the timeline achievable. The process also yielded higher quality. They used their expertise and experience along with dedication to the project.

They guided us and were present every step of the way. There is no way we could have done this project on time without them.

– Bob Luther
CEO
ELEX Products, Shelton CT



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Solution

CONNSTEP immediately went to work after a few meetings with LEX management crafting a plan outlining where we could assist, offer guidance, and engage our consultants. A cohesive collaboration would be required to fulfill the customer order on the prescribed timeline.

A technical subject matter expert from CONNSTEP worked side by side with LEX personnel for several weeks to:

- tackle incoming materials schedules
- determine capacity
- calculate takt times
- schedule UL qualification
- integrate testing with production plan

While there were a few problems with incoming materials as well as some assembly leaks, they were promptly addressed and corrected. Lean processes which had lapsed a bit at the company were reintroduced and resurrected to help accelerate forward progress on the project order and reestablish a Lean culture at LEX Products.

Results

Despite the tight timeframe and complex logistics, all equipment items were shipped and delivered on time to meet the power requirements of the customer. CONNSTEP's capacity analysis, cell design and detailed layout for LEX's manufacturing area of their facility contributed to the project's success.

This collaborative effort maximized output while minimizing throughout time, labor, materials and product flow to ensure on-time delivery of the contracted product. Just another example of CONNSTEP's dedication to helping Connecticut manufacturers be globally competitive and to treat businesses not just as customers but to leverage opportunities for meaningful collaboration.

- Investment in Equipment: \$2,000,000
- Investment in Workforce Skills: \$30,000
- New Jobs: 50
- Retained Jobs: 25



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CONNSTEP, Inc. is a consulting firm strategically helping companies in Connecticut to grow their businesses and improve operational methodologies, leading to increased profitability, improved efficiencies, and creating sustainable competitive advantages in the marketplace.

