

MANUFACTURER OF THE YEAR



Stating Our Case

The Wisconsin Manufacturer of the Year Awards Program began in 1988 and has an average of 50 nominees each year. The underlying belief is that companies in the state “make world-class products, create opportunities and strengthen communities” and recognition is warranted for “being dedicated to building a better Wisconsin.”

In essence, it acknowledges businesses for their “commitment to excellence, their employees and the state.”

Weldall was honored to have been named the program’s 2012 Grand Award Winner in the 100–299 Employees Category.

The owners of Weldall realize a great deal of the credit is owed to their employees. “We couldn’t do this without you” is very often the phrase used in referring to not only the award recognition but the company’s overall tradition of success.

In the Application Summation, Weldall is described as having committed to the following business drivers:

- Differentiated product and services.
- Overall flexibility to think outside the box in order to meet truly unique customer requirements.
- Continuous re-investment in the company, whether in human capital or new equipment, to increase efficiency, quality and capability.
- A constant drive to expand both community and environmental stewardship.
- Providing a safe environment (Finalist for the 2013 Wisconsin Corporate Safety Award) and open-door communication that drives a culture of strong employee engagement.

CASE STUDIES



Part of a long term, multi-year, contractual agreement to manufacture between 3 to 6 large, turnkey, weldments on a weekly basis, Weldall has investigated and suggested opportunities to improve manufacturing efficiency and reduce overall costs. Any suggestions or changes required final engineering approval by the customer to assure the desired end result with regard to quality and engineered function of the product. Through relentless and consistent effort, Weldall has been able to incorporate the following as some of the examples of changes for this customer.

- Higher strength materials to reduce weight and overall costs.
- Reductions in excessive splices and secondary operations due to the specialized equipment Weldall has invested in over the years.
- Continuing capital investments by Weldall on the latest advances in manufacturing technologies for efficiency improvements in the fit up process.
- Incorporation of Six Sigma and Lean 5S principles for efficiency improvements in all processes.

END RESULT: An overall average labor reduction of over 25% thus far through the process.



A long term, trusted, partner of Weldall who is always open to suggestions to reduce costs, was looking for additional opportunities which would allow them to be more competitive in the marketplace. Weldall asked, and received permission, to discuss and review what the next process steps are for the client after they received the parts Weldall made for them. Among the opportunities presented was a very large electric control room that Weldall manufactured, the client shipped to their customer site, and then shipped all of the critical electric controls and cabinetry to the customer site for final assembly. Weldall reviewed the requirement and found an acceptable manner of pre-assembling the electrical cabinetry and controls in our climate controlled facility before shipment. Weldall has used the same assembly offerings for multiple clients for pneumatic, hydraulic, and other electro-mechanical systems and we are always looking forward to our next challenge.

END RESULT: The efficiency improvements and lack of travel for multiple electricians and technicians allowed for a substantial savings for the client.



Weldall was approached by an existing client to provide some extremely large girder and trolley components for a very large overhead crane application. The work was won by Weldall until the shipping costs were calculated for getting the 192' sections to the final destination on the west coast. With this length of girder, not to mention the extreme mass of the project being over **1.5 Million pounds of steel**, shipping costs were estimated at over **\$2.5 Million**, there did not seem to be much that could be done to retain the work.

After reviewing the options, Weldall management offered a unique solution as follows:

- Weldall would process the parts, fit up, weld, and test the full girder sections at their well-equipped Midwest facility.
- The girders would then be disassembled into two sections and shipped west at a much lower cost. Weldall would lease a facility on the west coast for receipt of the parts and completion of the work.
- Weldall personnel would travel to the leased location, reassemble the girders, complete the final welding and test requirements and the full girders would go by barge to the final delivery site.

END RESULT: Weldall retained the business but more importantly saved the customer over a million dollars.



Weldall partnered with a foreign client to facilitate bringing a large portion of their work to North America. From the customer's original welding and material specifications of the country of origin, Weldall worked as a partner with the customer in sourcing US standard materials and welding specifications. Weldall was also able to make design suggestions based on the equipment that Weldall has in house and some structural materials that are more available in the US. All of these suggestions required customer engineering review and approval but where it was acceptable, it provided a cost savings vs. trying to make the product as it was overseas.

END RESULT: A product that was very cost competitive and much more manufacturable and usable in the US and all of North America, and Weldall has since provided such partnerships with manufacturers in several countries.

WELDALL

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