



UPCO drills into new business with Infor ERP VISUAL Easy Lean

“Using Easy Lean, UPCO, Inc. reduced manufacturing lead time by 50% and has been able to take on 35% more business.”

About the company

UPCO, Inc. is a leading US manufacturer of “downhole” oil field equipment, including sucker and pony rods, couplings, polished rods, sinker bars and pup joints. It is one of only three remaining domestic manufacturers of this type of equipment in the United States and the last of the independent companies.

UPCO has been increasing market share domestically and from offshore competitors in China, Romania, and Argentina. The company supplies major international oil companies and large, independent oil producers; half of its production is shipped internationally, primarily to Canada. With a 140,000-square foot facility employing 100 people in Claremore, Oklahoma, just outside Tulsa, UPCO is noted for outperforming the competition on delivery, quality, and price.

Setting the strategy

With demand growing, the company had been held back in its ability to expand capacity by long manufacturing lead times, excessive work-in-progress inventory, and lower productivity than the company desired. As much as 35 percent more work was available to UPCO, but it was unable to handle the additional capacity because of the efficiency problems it was experiencing. UPCO President Bill Ridenour attended an executive session presented by the Infor™ PSO team at an Infor user conference. There, Ridenour learned how Infor ERP VISUAL Easy Lean™ scheduling and planning software could enable his plant to run much leaner and take on far more work. Infor conducted a two-day assessment of his facility’s processes and subsequently implemented the software at UPCO’s facility.

Getting business specific

Throughout the discrete manufacturing industry, Easy Lean often has reduced lead times and work-in-process inventories by as much as 90 percent, while improving ontime delivery and fulfillment rates by 99 percent or better, often in 90 days or less. For UPCO, the increase in productivity coupled with dramatically reduced inventory significantly improved the company’s capabilities.

Infor helped UPCO understand where it could improve its workflow quickly. At the same time, Infor ERP VISUAL Easy Lean immediately began helping managers make better decisions on releasing inventory at optimal times and prioritizing production. The solution created work orders when quantities dipped below replenishment levels and provided detailed reports and performance measurements on value added and throughput.

There is a better way

At Infor, we work with a core belief. We believe in the customer. We believe that the customer is seeking a better, more collaborative relationship with its business software provider. And a new breed of business software: created for evolution, not revolution. Software that’s simple to buy, easy to deploy, and convenient to manage. Our 70,000 customers in more than 100 countries stand with us. We look forward to your sharing in the results of our belief. There is a better way.

For additional information, visit www.infor.com.

Seeing Results

The newly added Infor technology rapidly enabled UPCO to reduce both work in progress and manufacturing lead-time by 50 percent. Simultaneously, productivity rose from \$65-\$70 per man-hour to \$147. “We realized significant benefits from Infor’s recommendations even before we installed Easy Lean,” Ridenour reports. “With Easy Lean, the scheduling and workflow processes became manageable and routine. Every operator in the factory now can see and follow the right priorities. Now, I can allow my plant manager and vice president of sales to be out of the plant at the same time—the ultimate test for Easy Lean. It works great.”

Moreover, UPCO was now able to accommodate 35 percent more business as a result of:

- 50 percent reduction in manufacturing lead time
- 50 percent reduction of work-in-progress inventory
- Doubling of productivity levels
- Significant workflow process improvements
- Fast return on investment



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