

## STRATEX

Bob Krausert is President of STRATEX, a Twin Cities based firm that specializes in working with companies to help them grow and make more money through realistic planning and execution at both the strategic and tactical levels. Bob has over 30 years of work experience, the first 10 at Target, and the next 22 with manufacturing and distribution companies. He has run a metal stamping company, and has worked as a consultant to management in over 250 companies, ranging from companies like Coca-Cola, Medtronic, Jostens, Banta (now part of RR Donnelly), Thomson Reuters and Pentair to small companies of \$1.6M in sales with 13 employees. He has trained on process improvements using lean and constraint management techniques for Manufacturer's Alliance, Print Industry of MN, MN Precision Machining Association, LifeScience Alley and St. Thomas University.

With a unique focus on aligning key operations with market/customer requirements, with the intent on driving towards market segment domination, process improvements gained through STRATEX yield not only cash flow improvements and cost savings, but result in significant revenue growth opportunities.

### *Areas of expertise include the following:*

Constraint management	Lean enterprise	Supply Chain Management
Engineering Cycle Time Reductions		Performance Metrics

### Examples of Results from Recent Projects

**\$9M Pultrusion Company** – Reduced set-up times on key equipment from 10 hours to 50 minutes in around 8 weeks, allowing for dramatically reduced job quantities (less WIP and FG).

**\$55M OEM Equipment Company** – Reduced production cycle times from 6 weeks to 3 days without additional equipment or labor.

**\$22M Flex Circuit Mfg Company** – Reduced WIP from 17 days to 4 days. Product assembly cycle times went from 4-5 days to under one hour. On-time delivery rose from 55% to 98%.

**\$75M OEM Chemical Storage Tank Company** – Reduced set-up times on constraining resource from 8 hours to less than 20 minutes.

**\$18M Printing Company** – Changed floor layout resulting in staffing reductions of 25% while increasing throughput by 25%.

**\$12M Clock Manufacturer** – Reduced production cycle times from one week to 2 hours through layout and supply chain changes. Additionally, the workforce dropped from 16 to 10 workers.

**\$20M Hockey Rink Manufacturing Company** – reduced build cycle for hockey rinks from around 40 hours to under 5 hours

**\$35M Custom Roof Designer/Builder** – improved per engineer throughput per week from \$35,000 to over \$270,000 per day in less than 5 weeks

**\$35M Commercial Lumber Yard** - Reduced estimating turnaround time for a custom home from 10-14 days to 3 days for a complex design to 1 day for a simple design.

**\$55M OEM** – Set up a supplier agreement with a key steel supplier that yielded inventory turns of over 500 times, creating enough floor space to integrate a second plant into the newly created space. Actual on-hand raw steel inventory dropped from around \$900,000 to around \$25,000.

**Fortune 500 Beverage Company** – Improved the supply chain for time-sensitive promotional media resulting in annual scrap reductions of over \$80M.

**\$40M Gold Smelter** – Improved throughput by over 400% in less than 3 months without adding any additional staff or equipment. Monthly losses of \$30K went to profits of over 125K/month.

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