



Customer Profile

## Groov-Pin grabs more orders with Infor VISUAL



### Facts at a glance

**Solution:** ERP

**Products:** Infor™ VISUAL

**Industry:** Industrial Manufacturing

**Country:** USA

“The tool room, which had been a bottleneck, is now asking the floor for more work. We’ve reduced lead time by 20%.”

—Jacky Beshar, Vice President  
Groov-Pin

### About the company

Founded in 1926, Groov-Pin Corporation began manufacturing patented press fit fasteners known as groov-pins to use in various applications, and has also led the way in setting commercial and military standards for engineered fasteners. The company has continuously added to its product line with equipment it designs itself to engineer reliable products that last. Through acquisition, the company has also diversified and began manufacturing precision-turned parts. To learn more, visit [www.groov-pin.com](http://www.groov-pin.com).

Synergy Resources provides leading-edge ERP software and services to companies looking to increase profitability and improve operational performance. For more information, visit [www.synergyresources.net](http://www.synergyresources.net).

### Challenges

- Escalating global competition from low-cost manufacturers
- Reducing internal lead times
- Increasing on-time customer deliveries

### Benefits

- Achieved 95% on-time shipment three months after implementing.
- Trimmed lead times by 20%.
- Slashed setup time from 16 hours to 1 hour.
- Gained clear visibility of priorities on production floor.
- Received daily report showing status of each job with number of days before committed delivery date.
- Eliminated complex calculations for scheduling jobs.
- Increased orders with biggest customer after providing consistent on-time deliveries.
- Achieved net exporter status with China (value of goods exported higher than value of goods imported).

“Three months after implementing Easy Lean, we hit 95% on-time shipment. The improvement was very dramatic.”

—Jacky Beshar, Vice President  
Groov-Pin

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