



## Swinging Production How to react with turbulent markets

### Applicant data

Publishable Name of Applicant: :

Company: Weichselbaum-Consulting

Contact person: Herr Ing. Ing. Ernst Weichselbaum

No of employees: 1 - 10, No of freelancers: none

Annual Revenue: 150.001 bis 300.000 Euro

Description:

Comprehensive range of consulting based on constructivism, starting with strategy up to the realization in the current events of the company.

Supervision of the company up to the admission of the desired effects. The companies have a clear experience of before and after.

Organization modules: Nahtstellenorganisation (Interface-Organisation), Drei-Ebenen-Modell (3 platforms-scheme), Permanente Gewinnkontrolle (permanent-gain-monitoring).

### Project leader

Name: Ing. Ernst Weichselbaum

Function:

Further project leaders: Peter Weichselbaum

### Customer Data

Company: Ing. Hugo Sampl GmbH.

Contact person: Herr Ing. Hugo Sampl

No of employees: 26 - 50, No of freelancers: none

Annual Revenue: über 600.000 Euro

Description:


Medium-size family-owned enterprise located in the province of Styria. The company is producing all kinds of springs and flexible parts.

### **Short Description**

The family owned company Sampl had good annual results until the economic crisis. The demand declined and the pressure on the price raised in order to stay competitive in the market. As a result the annual profit turned into a loss. The customers started to buy in smaller lots and requested shorter delivery times. The wish of the factory to produce in high volume and the changing demands of the market were drifting apart constantly. Citation Mr. Sampl: "Work did not make fun anymore!"

As a result the production-time was reduced from 4 weeks to constantly 3 days. This is the base for a perfect delivery-reliability. Now the delivery-time is steady and the capacity of the factory is variable up to +/- 20%. This enables the company to swing in the rhythm of their customers.

Furthermore the pricing was as simplified that the profitability of an offer is demonstrated immediately to protect from losing deals.

 [Print project\(s\)](#)

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