



TIM WILLIAMS
SALES ANALYST
BATESVILLE PRODUCTS INC.

"We partnered with Purdue to create a scheduling program for our foundry. It allows us to optimize certain areas that we pick. We're at the forefront of industry."



Manufacturing
Extension Partnership

MANUFACTURING EXTENSION PARTNERSHIP BATESVILLE PRODUCTS INC., LAWRENCEBURG, INDIANA



PURDUE HELPS BATESVILLE PRODUCTS IMPROVE PRODUCTIVITY AND BOOST SALES

"THERE ARE SO MANY VARIABLES WITH THE FOUNDRY ... PURDUE REALLY FIGURED IT OUT. IT'S WORKING. WE HAD SOME PEOPLE FROM THE AMERICAN FOUNDRY SOCIETY HERE RECENTLY, AND THEY SAID NOBODY ELSE IN THE INDUSTRY IS DOING THIS."

TIM WEBER
VICE PRESIDENT OF MARKETING
BATESVILLE PRODUCTS INC.

LAWRENCEBURG MOLD CASTING FACILITY AND PURDUE STUDENT-LED TEAM OPTIMIZE FOUNDRY SCHEDULING PROGRAM

When Batesville Products Inc. set an 18% growth sales target in 2015, the full-service aluminum foundry in Lawrenceburg, Indiana, identified a potential obstacle to reaching the goal: scheduling of permanent mold casting operations.

BPI, which has 87 employees at two locations, contacted Purdue University's Manufacturing Extension Partnership for help. The Purdue team, led by an industrial engineering graduate student, developed a winning solution.

"Through modeling the operations, its processes and the costs, an algorithm was developed that found a more optimal schedule," says Len Weber, president/COO of BPI. "Using the schedule model optimizer, the sales growth target was met, time spent on scheduling by the general manager has been reduced significantly, and foundry utilization metrics have improved 30%. The economic impact of these improvements has been positive, and we expect it to continue over the coming years."



A Batesville Products employee pours molten aluminum into a mold at the company's foundry near Lawrenceburg, Indiana.

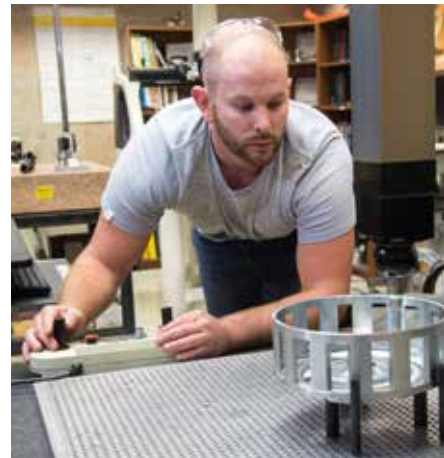
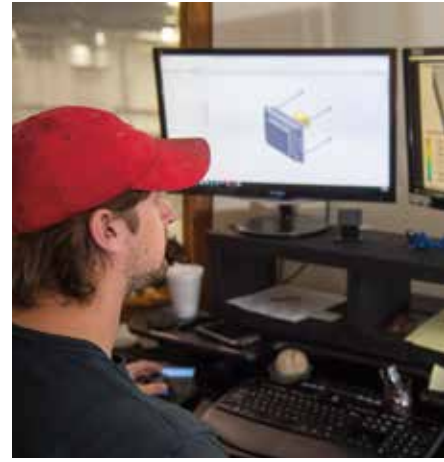
Benefiting from the Purdue partnership, Batesville Products was able to:

- Investigate the foundry process thoroughly.
- Develop a scheduling tool for the foundry process to minimize the completion time to meet due dates and to maximize the utilization of the workforce.
- Improve productivity by 30% through increased pounds poured per worker hours.
- Reduce foundry rejects by 50%.
- Schedule a process that has allowed better labor and inventory management.

"Through our partnership with Purdue's MEP program, we were able to substantially improve our foundry productivity," Weber says. "Purdue engineered a solution from the beginning. The Purdue industrial engineering graduate student who led the project had a sharp mind, was a quick study and was very intuitive. I would highly recommend any Indiana-based manufacturer to investigate the Purdue MEP program. Our ability to meet our growth goals has been substantially improved through our relationship with this high-caliber team."

Batesville Products was founded in 1944 as Batesville Ornamental Works. Justin Weber joined BPI in the early 1960s and acquired controlling interest. A job shop that operates a polishing and machine shop in addition to the aluminum/zinc foundry, BPI supplies complex castings complete and ready to assemble into their customers' production lines. The company services 61 different industries, with 15 markets making up 90% of the sales. BPI's employees include five second-generation and four third-generation family members.

"We're in almost every industry," says Tim Williams, sales analyst. "Lighting is one of our biggest areas. Medical accounts for about 30% of our business. Each area of the company services several different industries."



ABOUT MEP

Purdue MEP provides high-value solutions that help Indiana businesses maximize their success by increasing profits, reducing costs, and implementing growth systems. Our organization serves more than 500 companies annually by implementing continuous improvement principles in the areas of productivity, growth, and technology. Purdue MEP has helped our clients collectively achieve over \$1.8 billion of economic impact in Indiana since 2005.

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