



# Five days to ROI:

## A case study interview with Northeast Tool & Manufacturing CEO Rusty Arrant

### CLIENT

Since 1964, Northeast Tool & Manufacturing has been a preferred supplier of precision machined parts and complex assemblies for the aerospace, defense, energy, medical, and commercial industries.

Their facility is AS9100C and ISO 9001:2008 certified, as well as ITAR DDC compliant. Their diverse range of capabilities include, Multi Axis Machining, Milling, Grinding, Wire EDM, Welding, Sheet Metal Fabrication, and Stamping. As leaders in their field, Northeast Tool partners with world-class organizations to turn their ideas into the most innovative, cost-effective solutions.

### PRIMARY EQUIPMENT

CNC Machining Centers, CNC Mill & Turn Centers, CNC Turning Centers, EDM Wire & RAM, CNC Robotic Welding, Punch Presses, Grinders, Honing Equipment, Fully-Automated Robotic Machining Cells, Metris & Brown & Sharpe Inspection Systems

### PRODUCTION FACILITY

30,000 sq feet

### INDUSTRIES SERVED:



Aerospace



Defense

# The Challenge

## What challenges were you trying to solve by implementing a machine monitoring system?

One of the biggest challenges we faced prior to implementing a machine monitoring system was a lack of visibility on our shop floor. We recognized the value of real-time data, but had no way to obtain it.

Measuring real-time productivity was time intensive and required manual inspection of cycle times, setup times, and downtimes by dedicated employees. This manual data collection process was not only prone to errors, but there was also

no way to visualize the results. Because of this, we struggled with identifying the bottlenecks in our procedures before the job was complete.

Keeping our employees accountable to the company's production goals was also a challenge. We did not have a robust system that could properly empower our Plant Managers to make operational decisions based on real-time data. Our facility lacked a system that could empower our employees with the opportunity to take ownership over their work. Mounted dashboards and monitors that could display underperforming machines in real-time were absent.

# The Solution

## How did MachineMetrics address these challenges?

Tablets were mounted to individual machines to display job performance and provide operators with an interface that categorized downtime, setups, part rejections, and tool changes. Real-time dashboards were installed on large screen monitors across the facility to display the performance of jobs against the company's production goals. Instant text notifications were set up so Production Managers could identify underperforming machines immediately and quickly address issues in real-time.





# The Results

## What impact has MachineMetrics had on Northeast Tool & Manufacturing?

MachineMetrics has served as a platform for our organization to record and visualize our production data in real-time. Opportunities for improvement are easily identified and we are able to respond to issues that arise right away.

MachineMetrics provides us with the tools to hold our machine operators accountable for meeting daily production goals and has even increased employee motivation. Our operators are more engaged and Managers are driven to make sure their team's remain in the green production tile.

The live dashboards around our facility have allowed our management team to allocate less hours to individual tasks, increasing machine capacity and utilization.

Actual cycle times are recorded and historical data from the machine monitoring system is used to deliver more competitive pricing to our customers. We are able to better understand machine downtime and how this is classified into categories like setup, inspection, and maintenance.

Ultimately, the data transparency that MachineMetrics has given our organization allows us to ensure on-time delivery and communicate real-time completion times to our customers. **We couldn't be happier with the results.**





# The Metrics

**“MachineMetrics enabled us to increase our machine utilization, capacity, and produce ROI in just five days. We couldn’t be any happier with the results.”**

—Rusty Arrant, CEO, Northeast Tool & Manufacturing

**22%**

IMPROVEMENT IN  
MACHINE UTILIZATION

**8,868**

IN ADDITIONAL MACHINE  
HOURS PER YEAR

**8%**

IN ADDITIONAL BUSINESS  
billed during these 60 days

**\$635K**

INCREASE IN BILLINGS  
PER YEAR

**739**

IN ADDITIONAL MACHINE  
HOURS PER MONTH

**5**

DAYS TO  
REACH ROI



## CONTACT US

413-341-5747  
info@machinmetrics.com  
MachineMetrics.com