

Company Profile

Sko-Die, Inc.
Morton Grove, Illinois

Manufacturing – Tool and Die
85 employees

Challenge:

To help ensure his company's continued progress as a lean manufacturer, Sko-Die President Patrick Steininger introduces two-year sales and profit goals.

Solution:

By using the NAVIGATE Change Preparation Activity, Steininger and his senior managers are able to lay out a path toward achieving the company's two-year goals, as well as the steps each department will need to take.

Results:

“NAVIGATE allowed our management team an opportunity to get on the ‘same page’ by focusing our attention on company-wide goals and objectives – and the changes required to achieve them.”

Mike Cellucci
Lean Manufacturing Champion
Sko-Die, Inc.

Strategic Planning Session Helps Company Better Define Its Vision and Action Steps

Sko-Die, Inc., of Morton Grove, Ill., has a long and rich history as a tool and die manufacturer. One of over 1,000 in the Chicagoland area, Sko-Die continually faces tough competition as well as rising costs, so careful planning is crucial to the company to ensure its future growth and profitability.

Recently in assessing his company's development as a

lean manufacturer, Sko-Die President Patrick Steininger was able to identify where it needed to be in two years from a sales and profit standpoint. At the same time, he realized that what he did not know was what each department had to do to reach these two-year goals.

As a result of participating in a structured planning session using NAVIGATE, Steininger and his staff were able to better define the company's two-year goals. In addition, they were able to better identify what would be required of them and each department by applying a clear, simple-to-use, 6-step formula. As a result of these insights, along with department manager feedback, the staff came away with clearly delineated action plans that could be implemented immediately.



Manufacturers across the United States are being challenged to plan their growth, process improvement and overall long-term sustainability strategies more carefully than ever before.

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Business Improvement Case Study

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“By having each department manager put their needs out on the table, it gave a clear picture of what it would take to realize the goal I put forth. It also gave each manager and myself clear, tangible, measurable discussion topics as we moved forward in implementing the plan,” Steininger says. In fact, subsequent meetings between Steininger and his staff have been notable for being more focused and productive because they've been able to identify discussion topics in advance as part of the planning process.

As a company on the lead manufacturing journey, Sko-Die has benefited substantially by finding ways to be more focused in its actions, more productive in meetings, and more efficient in the overall implementation of its strategic plan. By investing a relatively small amount of time upfront, NAVIGATE has helped Sko-Die management to “see the whole picture” in assembling the plan successfully initially, instead of spending a lot of time later on trying to piece it together bit by bit.