



RESULTS NOT REPORTS

AMERICAN MANAGEMENT SERVICES

PRINTER CASE HISTORY #19965

Client Profile

\$8 million sheet-fed printing company owned by son of original owner. Had grown to be the largest printer in state and had acceptable profit levels but were now facing increasing competition. Hired American Management to implement financial and production controls and a management system for automated production.

Programs Implemented

- Implemented financial planning systems
- Designed complete employee evaluation process
- Developed scrap/waste control procedure
- Instituted equipment maintenance program
- Created standards
- Implemented reporting system

Results Achieved

- Restructured budgets to include predetermined profit and flash reports
- Created closed loop management process
- Reduced overall scrap/waste
- Planned downtime for machines to eliminate lost production
- Developed objective performance measures for managers
- Enacted standards for jobs, production, and function production
- Efficiency increased by 10%

CHALLENGES

BEFORE

AFTER

RESULTS

NET PROFIT

10%

14%

UP

\$320,000

SCRAP/WASTE

4%

2.75%

UP

2%

VARIABLE EXPENSES

75%

68%

DOWN

7%

3-YEAR CLIENT RETURN ON INVESTMENT

960%