SNCL

SNCL / RECLAIM YOUR MARGIN

Where Is Your Manufacturing Margin Going?

A practical guide to finding hidden capacity before you cut, buy or automate.

Costs are rising. Before you cut headcount, delay investment or buy another machine, ask a more useful question: where is your existing capacity going?

> **"Find the friction. Understand its impact. Then decide what to do next."**



Capacity loss is usually hiding in the everyday.

1. **Changeovers —** How much productive time is lost between runs, and does it vary by product or line?

2. **Small stops and downtime —** Which recurring interruptions add up across a shift?

3. **Scheduling and machine fit —** Are products running on the machines where they perform best?

4. **Waiting, rework and handoffs —** Where does work queue, repeat or wait for a decision?

5. **Manual work and system friction —** Which corrections, workarounds or exception chasing have become routine?



These are prompts for investigation, not a diagnosis. The right starting point depends on your operation.

Follow one product or order from plan to dispatch.

1 PLAN → 2 RELEASE → 3 PRODUCE → 4 INSPECT → 5 DISPATCH

- Where does work wait?
- Which exceptions recur?
- What changes by product, machine, shift or handoff?
- What information is missing or corrected manually?
- Which delay affects output, cost, quality or delivery most?



An initial review can start with a discussion and working through the systems your team already uses. It does not require a Process Pilot setup or system access.

Understand the process before deciding to automate it.

Turn the findings into a practical roadmap.



1 STABILISE

address recurring disruption, unclear ownership and unreliable information

2 OPTIMISE

improve sequence, scheduling, machine allocation, batch sizes and handoffs

3 INNOVATE

consider automation, system changes or investment where evidence supports the case.

In one high-volume manufacturer's Process Pilot engagement:

OEE rose from **63%** to **85%**+, downtime fell by more than **70%**, and more than **£13.5m** in incremental annual profit was unlocked. Additional equipment purchases were deferred.

Single customer example; reported outcome, not a forecast or guarantee. Results depend on circumstances.

Talk to SNCL about an operations review and roadmap.

Start with the operation you already have.