AGRIGEAR IS A TYRE AND WHEEL SPECIALIST COMPANY. IT FABRICATES WHEEL ASSEMBLIES AND SELLS AND FITS MAINLY AGRICULTURAL TYRES.

Agrigear was established in 1980 and is based in Bailieborough, Co. Cavan. It has manufacturing and reconditioning facilities, and can manufacture or modify wheels to suit any machine, as well as restore used or old wheels.

**LEAN PLUS PROJECT OBJECTIVES**

- Develop the capability of the organisation to profitably grow the business
- Carry out an organisation review, agree the structure, responsibility and authority levels within the business
- Leverage Lean to bring a continuous improvement culture into the business

**KEY CHALLENGES**

Agrigear has built a very substantial business and the growth has created HR challenges. The investment in a new plasma cutter, shot blaster, paint line and size of the business meant that people have to be developed to take responsibility and given authority to act.

**KEY CHANGES**

Lean consultants, Raleigh and Associates, worked on strategy and profitable growth opportunities & the organisation structure and roles and responsibilities. They set up the lean teams and worked with them to improve their processes.

**RESULTS**

- The business is growing at 20% per annum. The lean program saved €145k and facilitated the growth with small headcount increase. Purchase order system in place allowing a five day month end close. Logistics team have definite runs and flexible runs on a schedule. The Sales team now get a separate schedule which is a day before the logistics run to allow customers to fill the load. The yard now get a schedule in advance which allows them to pick accurately in a shorter timeframe.
- The specialised wheel manufacture has standard processes for manufacture, shot blasting, painting and assembly. The number of rejects has fallen. A standard quotation system with more accurate measurement and customer responsibility has been implemented. A data base of various types of row crop wheels and tractor wheels has been started and is making the information easier to access. Visual aids have been created to ensure accurate measurement is taken to reduce rejects.
- The company has invested in a plasma cutter, new shot blaster and paint line to improve its customer service. The new measurement processes in place allow the company to use drawings with confidence to grow its market share.