

Case Study

WHS HALO

Birmingham

Company Profile

WHS Halo was formed in 1996 as a result of the merger of W H Smith & Sons (Extrusions) Ltd and Halo Systems, two established quality companies. Since the WHS Halo has become one of the largest window extruders in the UK, supplying window profile to an extensive network of fabricators and installers.

WHS Halo currently extrudes two window systems designed specifically for the consumer market.

Eclipse, and the sculptured system Esthetique, combine maximum security and performance with aesthetic appeal. The WHS Halo award winning Vertical Sliding Sash windows complements both ranges, and are an ideal choice for homes in conservation areas, or for homeowners purely wishing to bring traditional element into the style of the home.

The Project

WHS Halo embarked on the programme to enhance and develop team leader performance throughout the extrusion department, particularly communications and planning involving everybody and working as a team.

“The course has given our supervisors a structured approach to planning and organising extrusion processes, which has added support to the companies in house TPM programme.

Working together on the course has also created a common learning platform and started to eliminate cross departmental barriers.”

Maja Horllrigl – Production Director

Key Achievements

Each team leader as part of the CQM Junior Management Development Programme had to complete an improvement project. These resulted in:

- Wire erosion machine purchased -annual saving £115,000 – R.O.I less than twelve months.
- Implemented structured team meetings with new training initiatives. Reduction of errors and better customer service. Saving £25,000 per annum.
- Reduction of plant breakdowns through improved communication. Prevention rather than a cure.
- Shop floor morale greatly improved by having tidy / clean production areas 5 S system.
- New design of raw material changeover system with annual saving of £40,000 – R.I.O in less than 18 months.
- Use of statistics to establish more effective forecasting / planning - improved customers service and reduction of inventory.
- Process of quality checking effective forecasting / planning - improved customers service and reduction of inventory.
- Eight supervisors (team leaders)

Savings in excess
Of £200,000



Each Lean Management Thinking programme that CQM Training & Consultancy (CQM) deliver is tailor made to ensure the greatest business benefit is gained by your company or organisation.

The programme will provide jargon-free help to your teams who will be 'challenged' to make significant improvements to their operations.

All the time, our experienced trainers will provide close support and help to keep your team on track.

Our carefully developed and successful formula works every time and will help you generate real savings. It involves giving your chosen team the problem of solving techniques that they will need and then coaching on your site to actually produce the savings and improvements.

The Lean Management Thinking programme is specifically designed so that upon completion your team will have acquired the knowledge to continually improve your processes and embed change.

Lean Programme Contents:

Our Lean Management Thinking programmes and consultancy support can be tailored to your specific needs, but typically it will cover:

- Leadership Style
- Lean Team Building
- Waste Elimination
- Process Improvement Tools
- Measuring Performance
- Project Presentation Skills
- Developing Lean Strategies
- Process Analysis
- Supply Chain Management
- Kaizen
- Added Value vs Added Cost
- Lean Time Management

During the last few years we have so far logged some £23 million of real savings for our clients. So confident are we that this process will succeed in helping you achieve financial savings and meaningful improvements, that we offer you a money back guarantee. If our specialists are not able to help your people identify and recommend savings, at least to the value of our fee, **we will refund the difference.**

Contact Us

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Advantages of Lean

- Increase your profits
- Enhance productivity
- Improve quality
- Reduce waste and inefficiencies
- Reduce process times
- Reduce inventories

On our Lean programme your team will develop:

- Problem solving and team development skills
- Understanding in how to implement a process of continuous improvement
- Skills which will make changes stick
- Skills to identify and measure wasteful processes
- Abilities that will improve the overall 'culture' within your business
- Appreciation of standards that effect quality and the way you work