

A red-tinted photograph of an industrial facility, possibly a refinery or chemical plant, with complex piping and structural elements. The image is partially obscured by a white diagonal line that separates it from the main text area.

# **Maximizing efficiency to sustain your shop through COVID-19**

WITH CULLEN MORRISON (YG-1)




## Cullen Morrison

Regional Sales Manager at YG-1

- Specializing in machining productivity
- Previously: KOMET, Precision Dormer, Johnson Machine Works

# Topics



- Impacts of COVID-19 on machining
- How machine shops are responding
- Efficiency tips to get more done with less
- Optimizing product mix
- Q&A



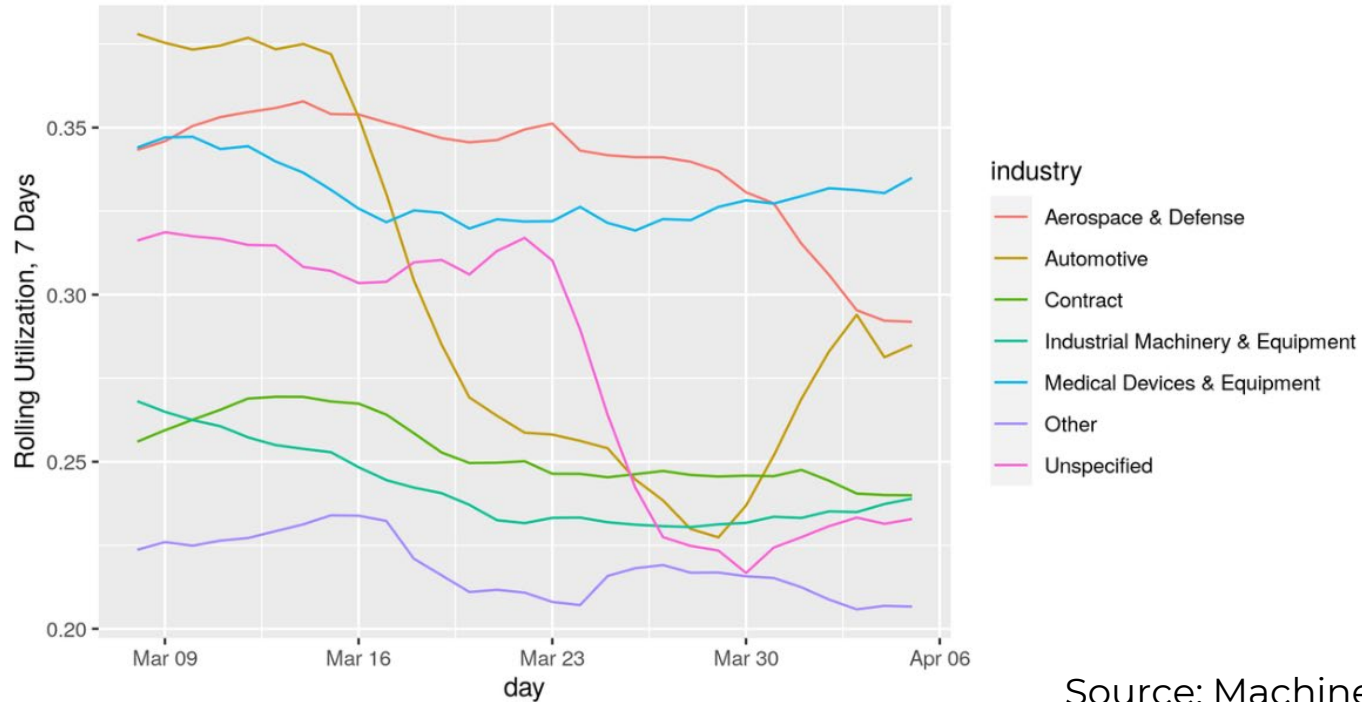
**“There is no way [China] can be the  
low cost world manufacturer any more.  
Those days are coming to an end ... Mexico  
is the biggest beneficiary.”**

Jason Premo,  
CEO of Acclaim Aerospace

## 7-day Moving Average of Utilization, Last 30 Days, Through 2020-04-05

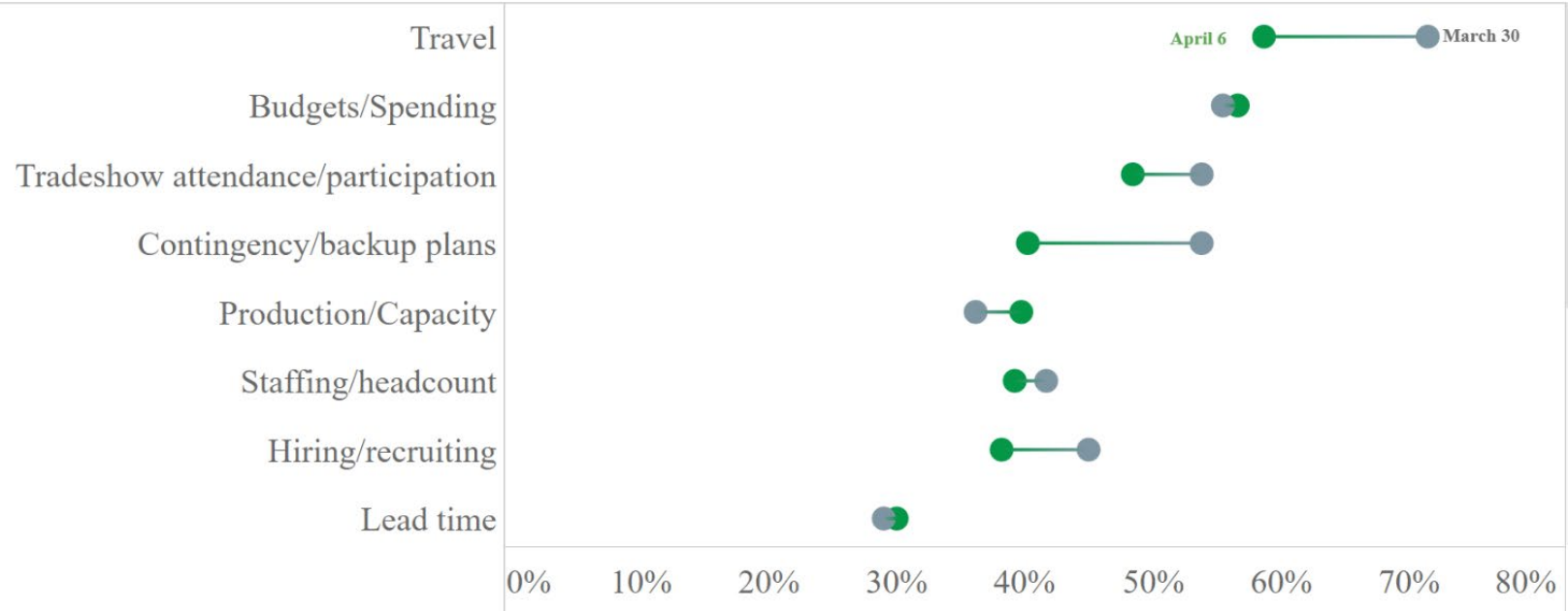
Representative of MM Customers Only

Created By: MachineMetrics Data Science



Source: MachineMetrics.com

## Adjustments Made by Your Business the Week of April 6



Source: Gardner Business Intelligence

# Increasing efficiency

Doing more, faster and with fewer resources

- Impact of efficiency vs. other cost reduction methods
- What is some of the low hanging fruit?
- Common efficiency mistakes

# Optimizing mix

What is the role of product mix in efficiency?

Tips for bringing in new business that is attractive from an efficiency point of view





# Long term trends

- What was going on in machine shop efficiency pre-COVID-19?
- Long term impacts on efficiency trends and technology



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