



Lubrication Technologies, Inc.



The Client

Lube-Tech is the Midwest's largest blender, packager, and distributor of advanced lubricants and fuels for automotive, industrial, fleet, and small engine customers. Lube-Tech ships specialty small engine lubricants to thousands of dealers across 70 countries world-wide.

Pain Points & Challenges

- Company growth outpaced capacity of leadership team
- Difficulty meeting operating profit targets initially due to production downtime and late shipments after a new warehouse management system was put in place
- Lack of standardized processes across the organization
- Poor data quality along with non-scalable ERP system resulted in many work arounds.

Pragmatek Solutions

- Provided executive leadership to accelerate profitability and growth
- Analyzed and drove savings in 3 key operational areas (Scheduling, Production and Warehouse)
- Led strategic sourcing project reducing costs by nearly \$1M
- Addressed system integration issues, restoring service levels to 98%
- Implemented Lean 6 Sigma tools and techniques focused on continuous improvement DOUBLED equipment up-time
- Utilized Business Process and Technology Alignment (BPTA) to select a new ERP technology

The Payoffs

4x

Revenue growth 2003-2013

92%

Reduction in late shipments

150%

Increase in production output

42%

Increase in inventory turns



From the Client



"PRAGMATEK has been a key business partner and contributor and a major reason for our success since 2004. During this time our business has grown 4x. PRAGMATEK's BPTA methodology helped us accelerate our growth by giving us the roadmap to upgrade our antiquated ERP system. Their team drives results and I highly recommend them."

-Eric Jackson, COO, Lube-Tech