

# IMPACT WASHINGTON



\$90 million in new and retained sales  
\$18 million in new investments  
887 jobs created or retained

**Impact Washington** is a non-profit organization that strengthens Washington manufacturers to make them more globally competitive.

Impact Washington professionals provide affordable assistance to improve manufacturers productivity, efficiency and competitiveness through technology, techniques and best practices. They understand the challenges manufacturing businesses face and can help companies make the changes that make the difference between surviving and thriving. They have specialists in every area of manufacturing for all sizes of businesses, so companies are sure to get the right expertise for their specific needs.



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\* Impacts are based on clients receiving service in FY2010

# CLIENT SUCCESS: HYDRA-PRO INC

*“The project with Impact Washington was, for us, a case of timing. With the downturn, we would have had to lay people off. With Impact’s help, we didn’t. In addition to the quantifiable improvements, we’ve seen improved morale, and a much more relaxed and organized work environment.”*

Jennifer Cresap, VP of Operations

## Impact Washington helps Improve Hydra Pro’s Bottom Line

Hydra Pro manufactures AP12C monogrammed marine and offshore cranes for the oil and gas industry, ship cranes, hose handling cranes, subsea cranes, and dock cranes. The company employs 30 people at its facility in Seattle, Washington.

### *Situation:*

Hydra Pro had problems with late deliveries and low margins. Company president Ed Ramberg had read about Toyota Production methods and saw them as a way forward. Ramberg contacted Impact Washington, a NIST MEP network affiliate, for assistance.

### *Solution:*

Impact Washington regional project director Krassimir Totev, working with South Seattle Community College, crafted a funding package that would allow Hydra Pro to learn about Lean and use those methods to improve. Impact Washington brought in process improvement specialists to train company employees and lead the Kaizen events. Several Hydra Pro employees were trained to spot and eliminate waste in their processes and increase the amount of value-added time to every operation. As a result of Impact Washington’s assistance, the company reduced inventory by 67 percent and changed purchasing practices. Now, they only purchase what they need for specific projects. Margins have also improved, along with on-time deliveries

### *Results:*

- \* Reduced inventory from \$1.2 million to \$400,000.
- \* Reduced on-time delivery time from 101 days to 38 days.

Reduced inventory from  
\$1.2 million to \$400k