



# Trojan Manufacturing Case Study

## Regent Engineering



### Business Success

Regent's continued success in an industry faced with strong competition from overseas and the reduction in the number of manufacturing customers in the UK has been due to its focus on achieving high levels of customer satisfaction, meeting its delivery promises and ensuring that it supplies components to the highest quality standards. This has led to Regent achieving approved or preferred supplier status for a number of major European manufacturing companies. Trojan Manufacturing has played an important role in supporting Regent Engineering in the achievement of these objectives.

### Implementation of Trojan and First Alert

The first module of Trojan installed was Estimating. This allowed Regent to improve the speed, accuracy and quality of its customer quotations and to improve the control of profit margins. Production planning and control modules were then implemented which enabled Gould to improve the management and control of the business as a whole and ensure that customers' orders were manufactured and delivered in line with quotations. The system integrates with Pegasus Opera, the financial system selected by Regent. A major step forward for Regent was the implementation in 2001 of the integrated shop floor data collection system, First Alert. This enables operatives, using bar codes, to book their time against jobs and machines. Information on components produced is gathered using real time machine monitoring and together, this gives Regent Engineering management the ability to see exactly what is happening on the shop-floor at any time. In order to meet Regent's specific requirements, Gould Group International undertook bespoke development work, thus providing an integrated solution which exactly matched their needs. Regent Engineering was also pleased to receive a government grant to support the implementation of the First Alert shop floor data collection system.

**Regent Engineering** has been in continuous business for over 65 years as a manufacturer of pressed components and assemblies. And for the last 15 years Trojan Manufacturing, the fully integrated manufacturing software solution from Gould Group International has contributed to the on-going success of the business.

**Regent Engineering** has over 55 employees and produces a range of metal components for use in industries such as street lighting, lock manufacturing and trailer manufacturing.





## Business Benefits

For Alan Shaw, Commercial Director of Regent Engineering the benefit of Trojan integrated with First Alert is **'the greater awareness of where the true bottlenecks are, as opposed to where we thought they were. The real-time information allows me to prioritise what needs to be done at the time, rather than finding out when it is too late to do anything about it'**.

Fast accurate information from the shop floor, automatically transmitted to the manufacturing system also enables Regent to provide customers with instantaneous and accurate answers to any queries. Regent shop floor operatives adapted very quickly to the introduction of the system and now benefit from the ability to monitor their own performance and to plan their working day.

Measurable business benefits achieved by Regent following the implementation of First Alert include:

- **Added value per Operator hour increased by 22%**
- **Added value per operator wage £ increased by 23%**
- **Sales per direct hour increased by 9%**
- **Sales per employee increased by 24%**



## The Future

Regent Engineering continues to benefit from upgrades to Trojan Manufacturing and First Alert as part of Gould Group International's on-going development programme. This development programme is based upon feedback received from users such as Regent Engineering. Gould Group International has developed close relationships with all its customers and is therefore well-placed to maintain Trojan's position as **'the leading manufacturing software solution for presswork companies'**.

## Further Information on Trojan Manufacturing

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