



ERP ETO Manufacturing Software in InMFG Magazine

TR Cutler, Inc., November 19, 2005

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InMFG Magazine does an In-Depth look at ERP ETO Manufacturing Software

PR9.NET November 19, 2005 - According to Thomas R Cutler, author of the feature article, since 1952, B&K Corp. has been designing and building assembly and test systems for the automotive industry. Six years ago the firm was purchased by a German organization, IWKA, which is an international network of nearly one hundred mid-sized companies. B&K is currently part of the IWKA Powertrain Manufacturing Group and customers include Harley Davidson, Nissan, General Motors, DaimlerChrysler, Ford Motor Company, Allison Transmissions and many other automotive top tier clients. B&K does not manufacture simple products; in fact the products are quite complex, taking six months to a year to produce. The price tag for complete system ranges from half a million dollars to \$2.5 million. Recently, the company received its largest order, worth over \$20 million. The Saginaw, MI, facility manufactures the test equipment, and the Fenton, MI, location builds the assembly equipment and completes the overall system.

B&K CEO, Scott Orendach, noted the increasing challenge of global competition, "The marketplace has become far more global. We are dealing with competitors in Europe and in Asia. Our customers are looking for suppliers that have common manufacturing practices all around the globe, so we are now facing some pretty serious competition. We have currencies working both for us and against us. All of these things put pressure on B&K to address its cost issues, and standardize and modularize its products."

B&K identified that the new system allowed the business to move towards standardization. B&K was especially pleased with "The Item Master" in the new ERP system, "It plays a central role in this initiative. We use to have a cultural problem with our engineering department towards standardization and modular design. We also needed to control our raw material costs and purchasing; we can now look at historical pricing so that we know when we're are getting the best buy."

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