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Craftsmanship

Commercial Cabinets • Custom Millwork
Roy E.
WHITEHEAD
Inc.
Doors • Frames • Hardware
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Ray Anderson and American Business Concepts conducted a training consulting program at Roy E. Whitehead in 2003 that got us \$24,000 from our unemployment insurance money. The reimbursement attracted us because we didn't have a budget for training, but benefits have had a hugely positive impact on our business that we had not anticipated.

As Carpenter Union Shop, we have a complete disadvantage in cost compared to the non-union competitors in cabinets, millwork and doors.

Ray and his staff took the approach that involved everyone in cost cutting. Not because it would help the company, but because it would help them in the long run by enabling the company to win more bids and keep their jobs.

Working together with the carpenters in the plant, we were able to cut production time on our standard cabinets by 50%. Much of this was due to the use of a computerized nest router, but we would not have gotten those high levels of productivity without the active participation of our journeymen carpenters.

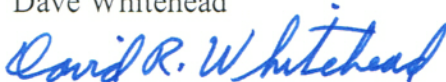
In the field, we had installers giving us ideas on how we could reduce wasted time and increase efficiencies too.

Currently we are working together with the Painters, and our general contractors and the installers to do more of the hardware installation in the shop rather than out in the field.

This could save us \$500,000 per year, which would enable us to reduce our bid prices by up to 10%, a significant advantage in our low bid market.

Hadi Nael of ABC was the key to helping us create the environment where our staff worked together to make it happen. We see even further benefits in the future, which will enable to remain competitive and grow the business. We all win.

Dave Whitehead



Ceo