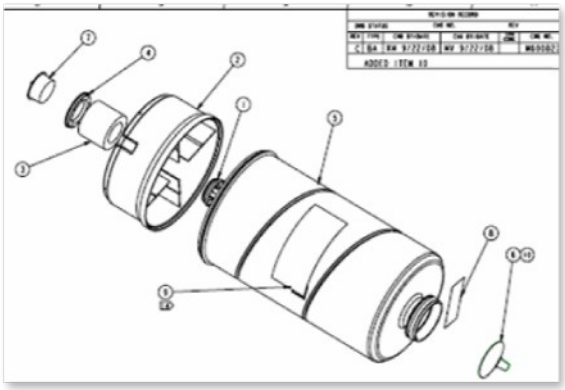
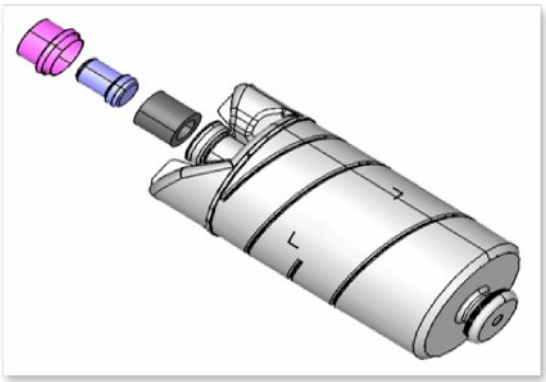
Mergon Uses Whittle Down Innovation to Save Xerox Over $1m Per Year



Before



After

OVERVIEW

Mergon Group specializes in the design, development and manufacture of innovative, technical plastic moldings.

Mergon works hand in glove with the design departments of many of our customers. By challenging an existing product design and validating an alternative proposal with our customer Xerox, Mergon managed to reduce the number of components in the product from 9 to 4. The biggest saving was the elimination of a welding operation and an injection molded component through the innovative use of blow molding design principles.

The result of eliminating these components and assembly operations resulted in Xerox **saving over $1m per year**. The new design has secured the selection of Mergon as the supplier of choice for all follow on programs using the new footprint

About Mergon

Mergon Group provides innovative technical moulding solutions in the Automotive, Industrial and Healthcare sectors in Europe and North America. Established in 1981, the company is headquartered in Ireland with major facilities in the USA and Czech Republic.

www.mergon.com

HOW WE DID IT

Xerox invited us to visit their design and development center to review their next generation of products.

During the meeting Mergon personnel got an in depth look at how the existing product we made interfaced with the device

We returned back to our own facility and brainstormed how we could make the existing design better – and cheaper!

An initial proposal was made to Xerox to gauge their level of interest and commitment to changing the product. Thankfully they were fully engaged and agreed to collaborate with us on all the changes we sought.

Rapid full scale prototypes of 3 new concepts were prepared to assess manufacturability and compatibility with the device

Following ongoing discussions and a working set-up of the new concepts at our customer site one concept was chosen

Soft molds were constructed and a low volume production run allowed for a limited product release with some of our customers' customers to obtain their feedback.

The results were very positive and after completing a number of demanding reliability tests the decision was made to kick off hard production tools

Less than 8 months after that initial meeting we were up and running with validated tools and delivering real savings to Xerox.