



Strategic opportunity

How we reduced our lead time with
75% in a high mix/low volume
market

EXPERTISE DRIVEN | CUSTOMER FOCUSED | SUSTAINABLE THINKERS



ESCO is a 70 year old Belgian family business, specialized in power transmissions components



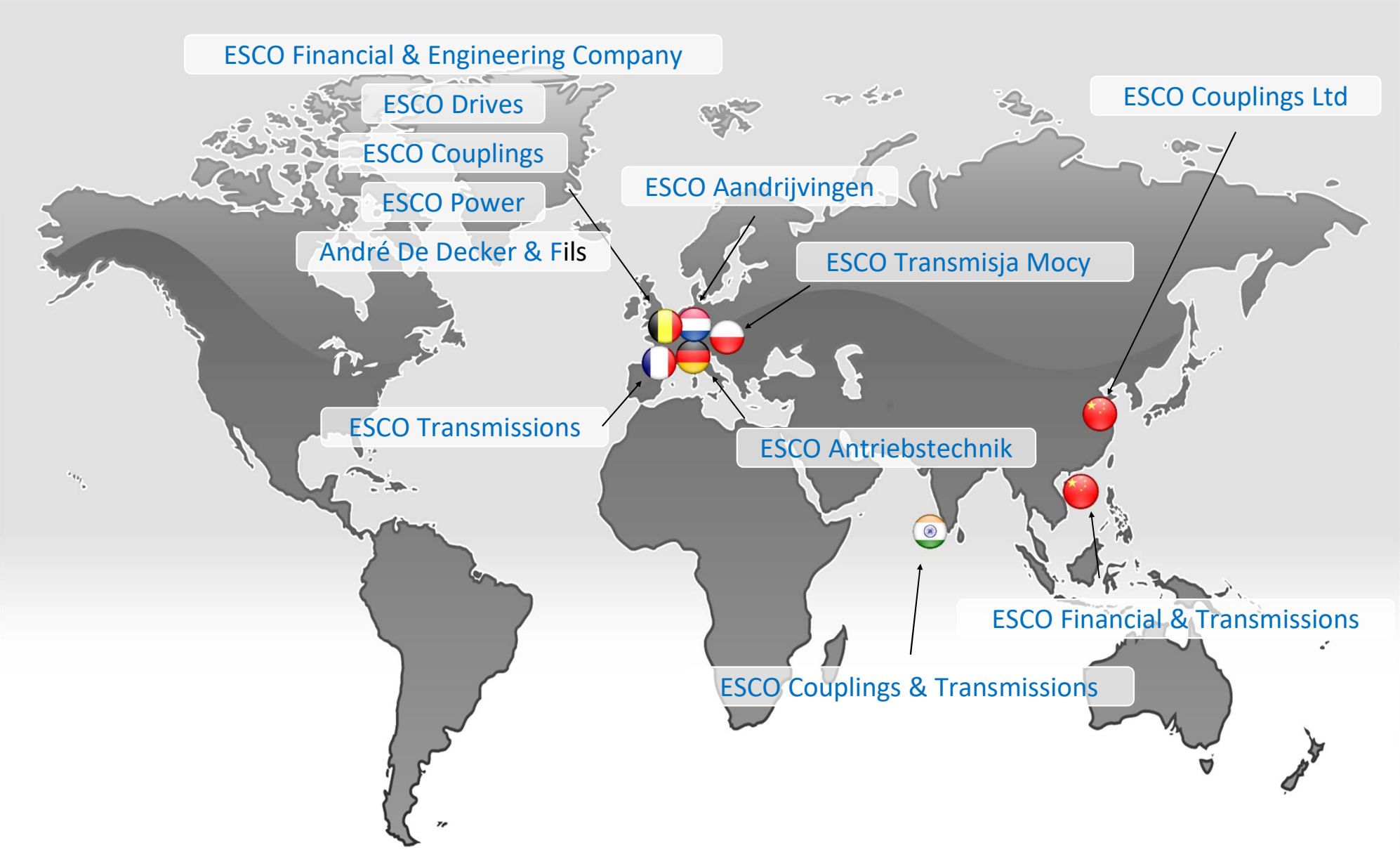
ESCO was started in 1946 and quickly established itself as a leader in the sales and engineering of power transmissions

In 1966, the company launched its first home-designed and manufactured high quality coupling for standard applications

Over time, ESCO expanded its product range into a diversified portfolio of transmission components

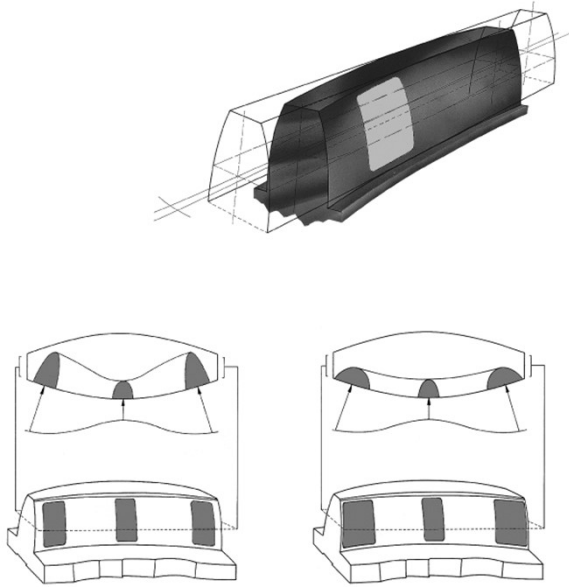


Today ESCO has a global footprint, with a family of 12 companies dedicated to serving your needs



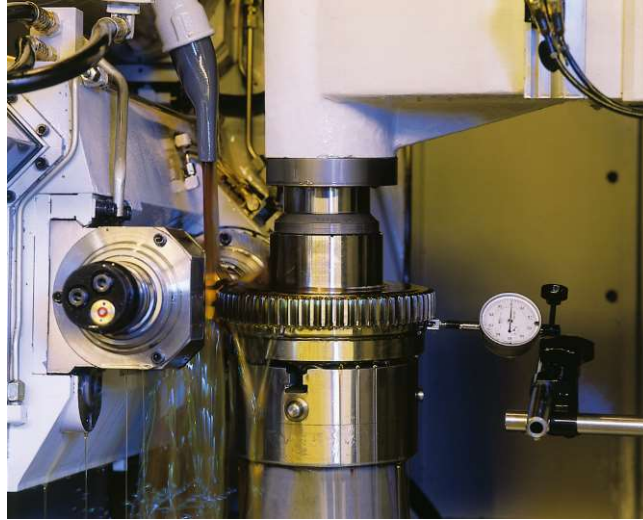
ESCO's scope of activities goes far beyond sales, we can support you in many ways

ENGINEERING



Our engineering team is at your service to design tailor made solutions to all your transmissions challenges

MANUFACTURING



To guarantee your satisfaction, ESCO has put a relentless focus on quality with all products manufactured under extremely high quality standards

SERVICE



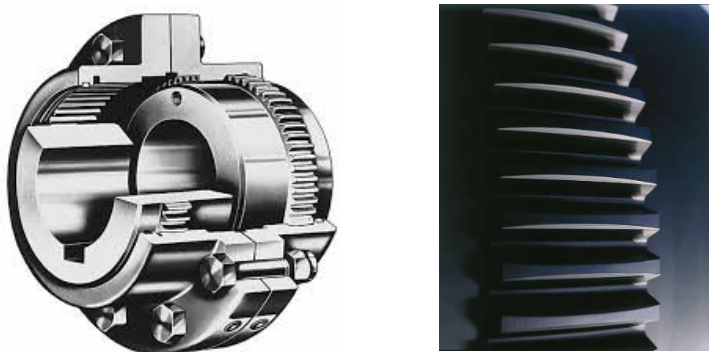
Providing exceptional customer service is ESCO's daily quest:

- In house facilities for balancing and finishing operations
- Emergency breakdown repair and after sale service
- Product training

Our products are designed based on two main technologies to fulfill any application requirement

Technology Principle

GEAR

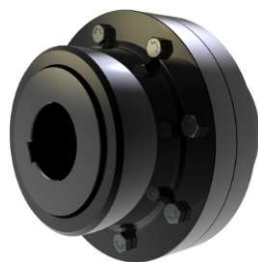


DISC



General industry applications

Escogear

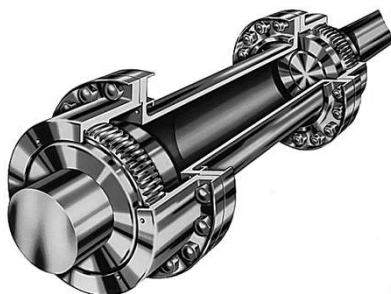


Escodisc



Special industry applications

Escospeed Gear



Escorail

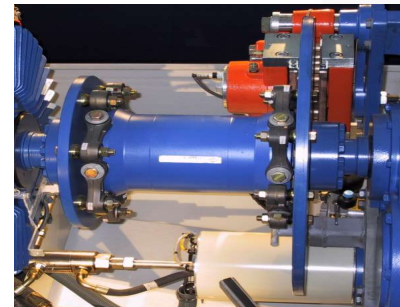
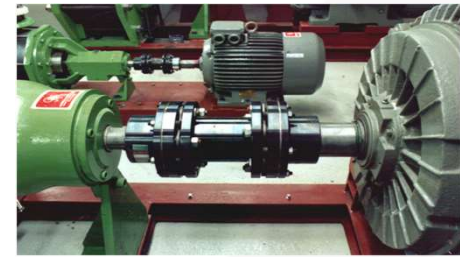
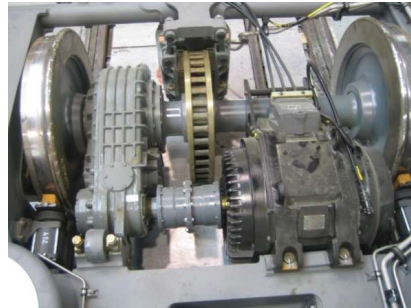
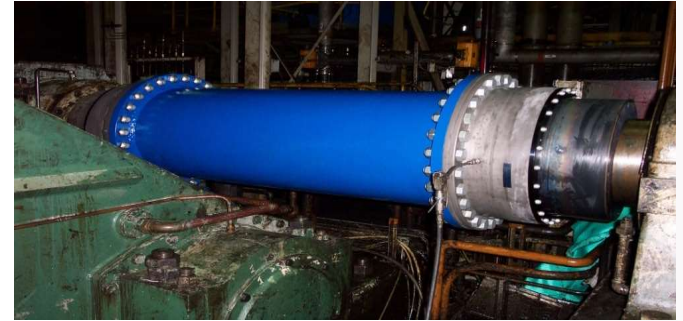
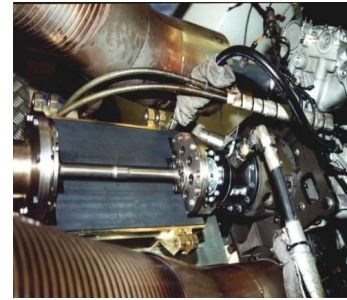
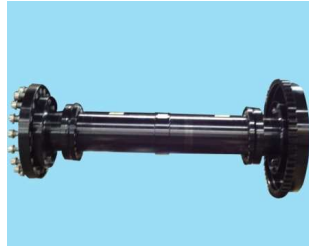


Escospeed Disc

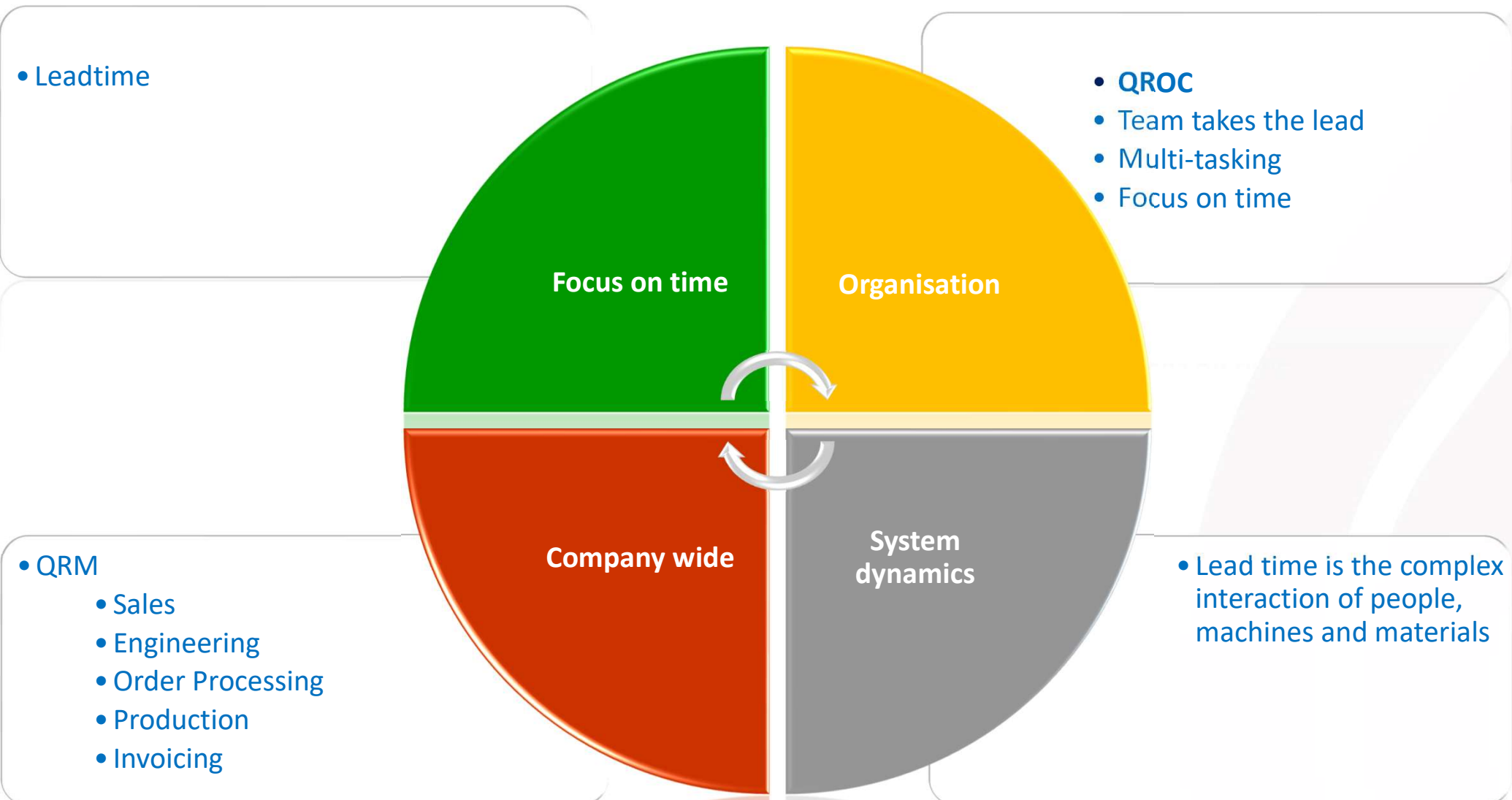


Escocomposite

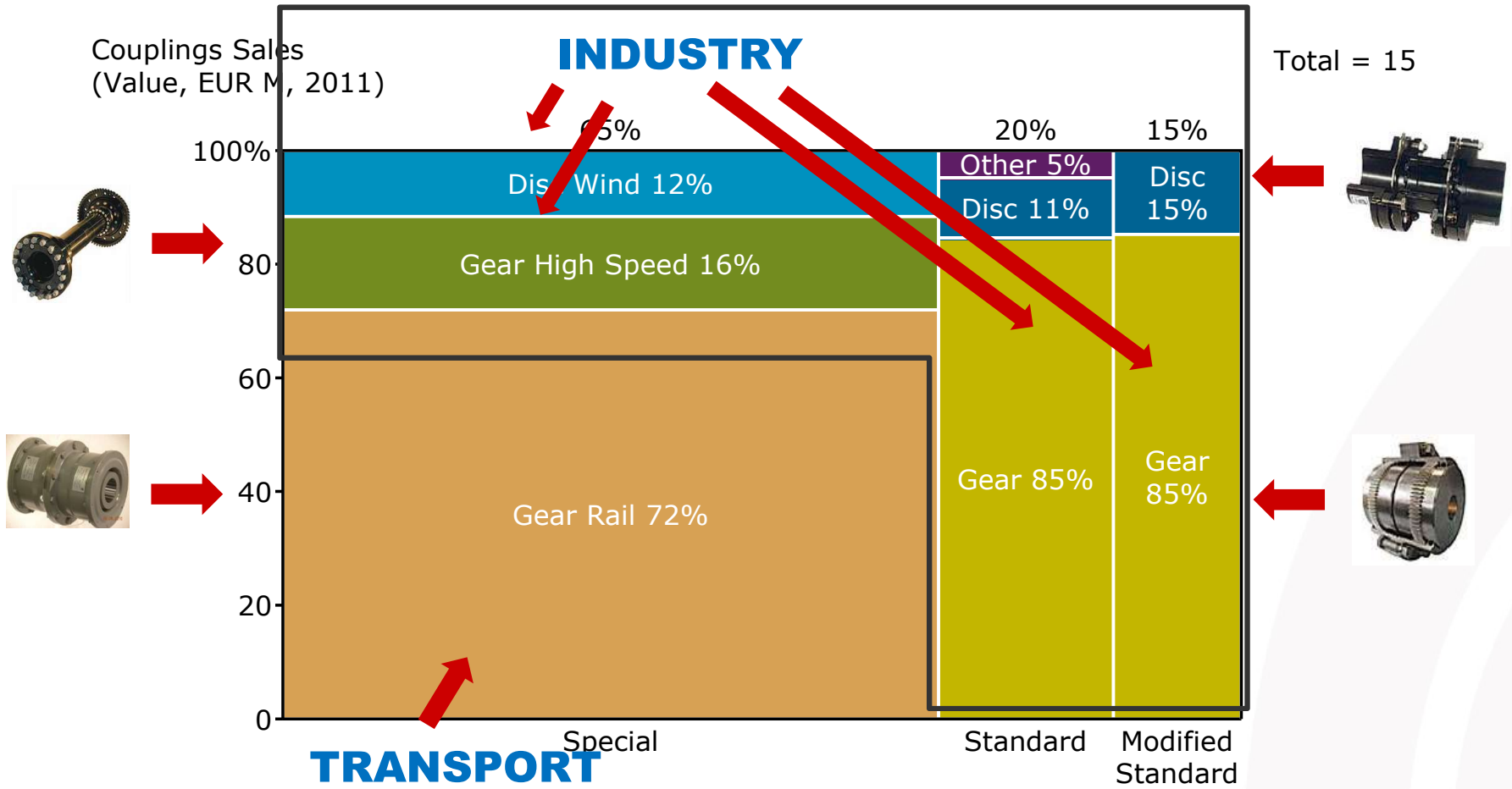




Apply QRM and compete on time



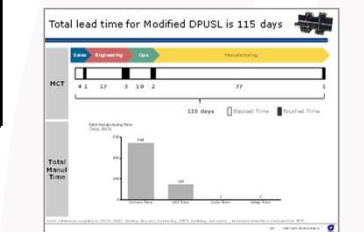
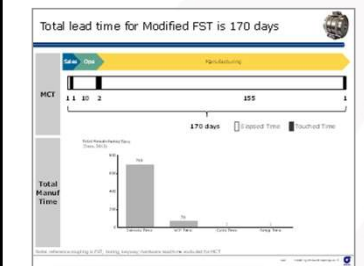
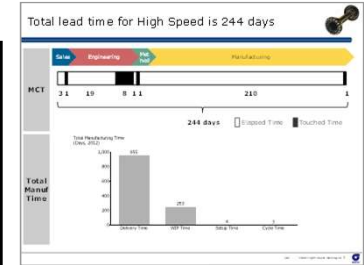
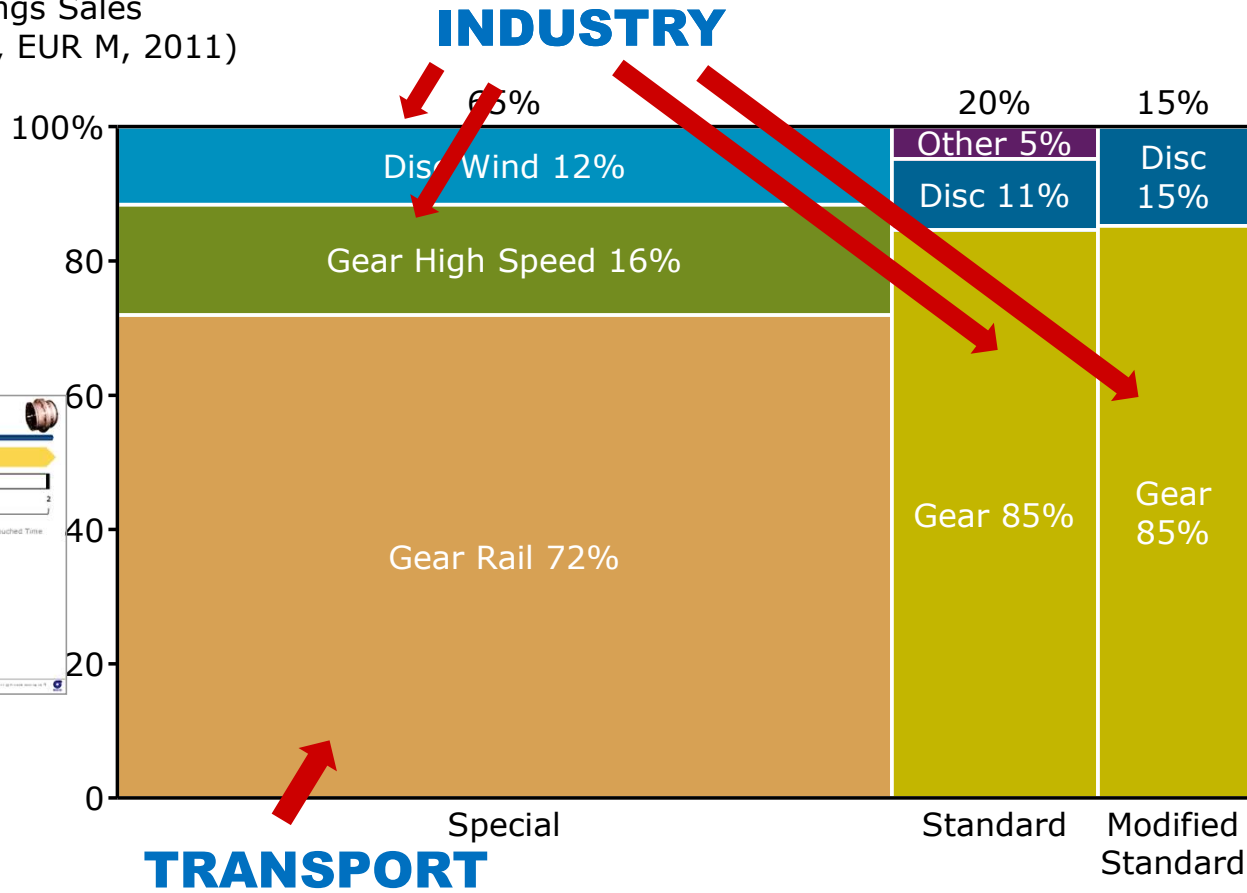
QRM key to succes



Define FTMS

QRM key to succes

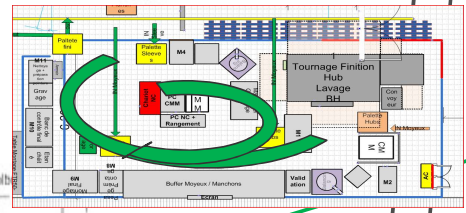
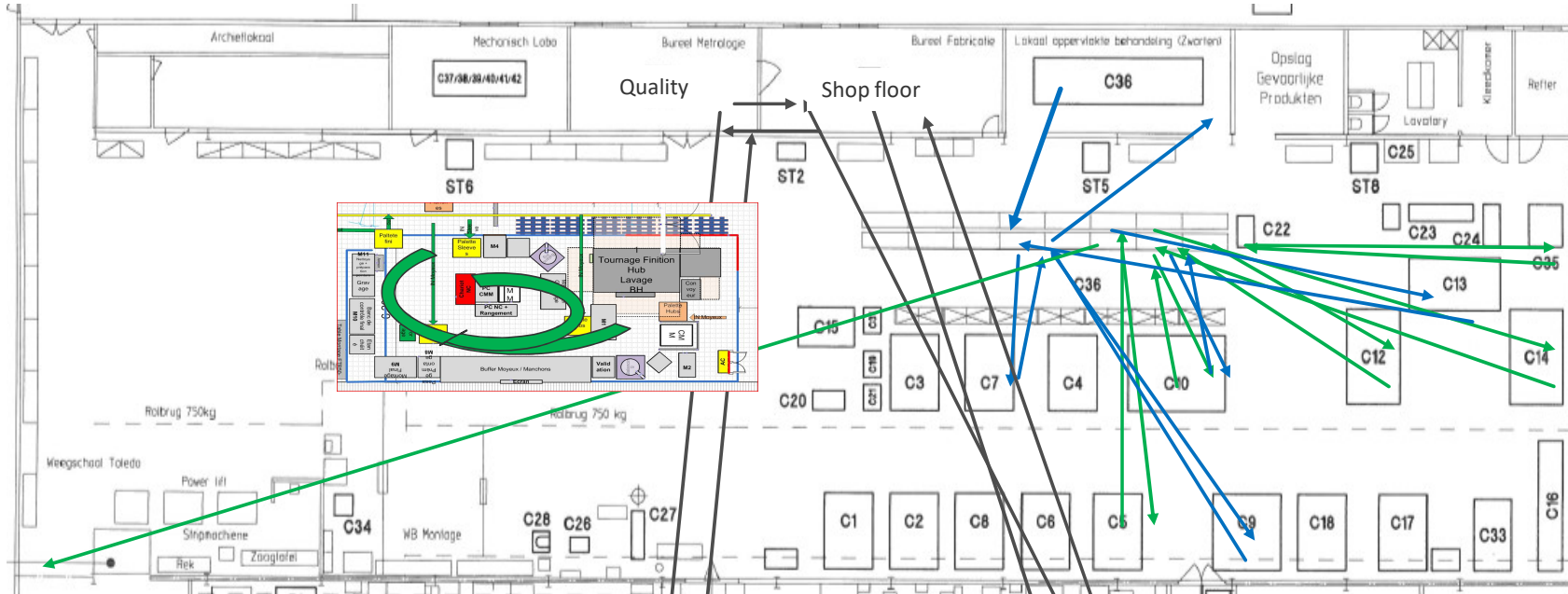
Couplings Sales
(Value, EUR M, 2011)



Define MCT

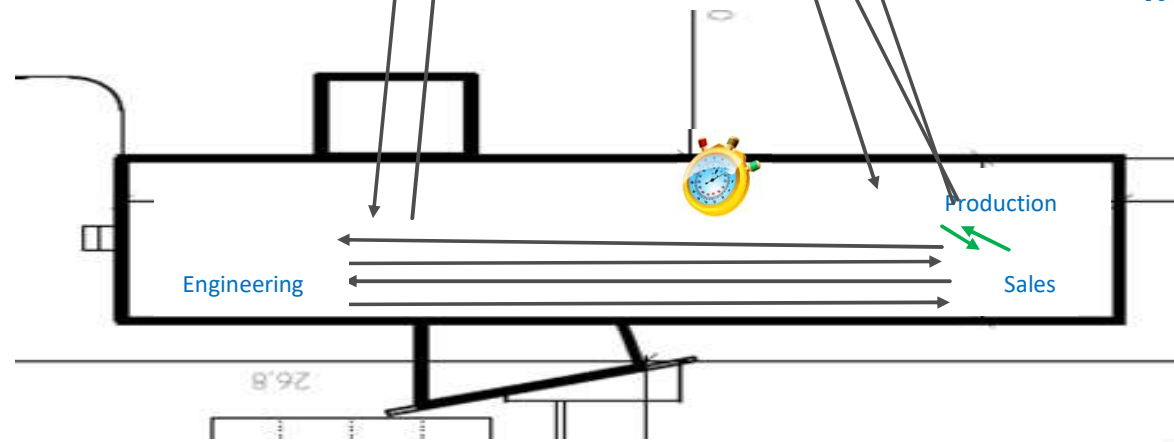
Where we are

Before QRM



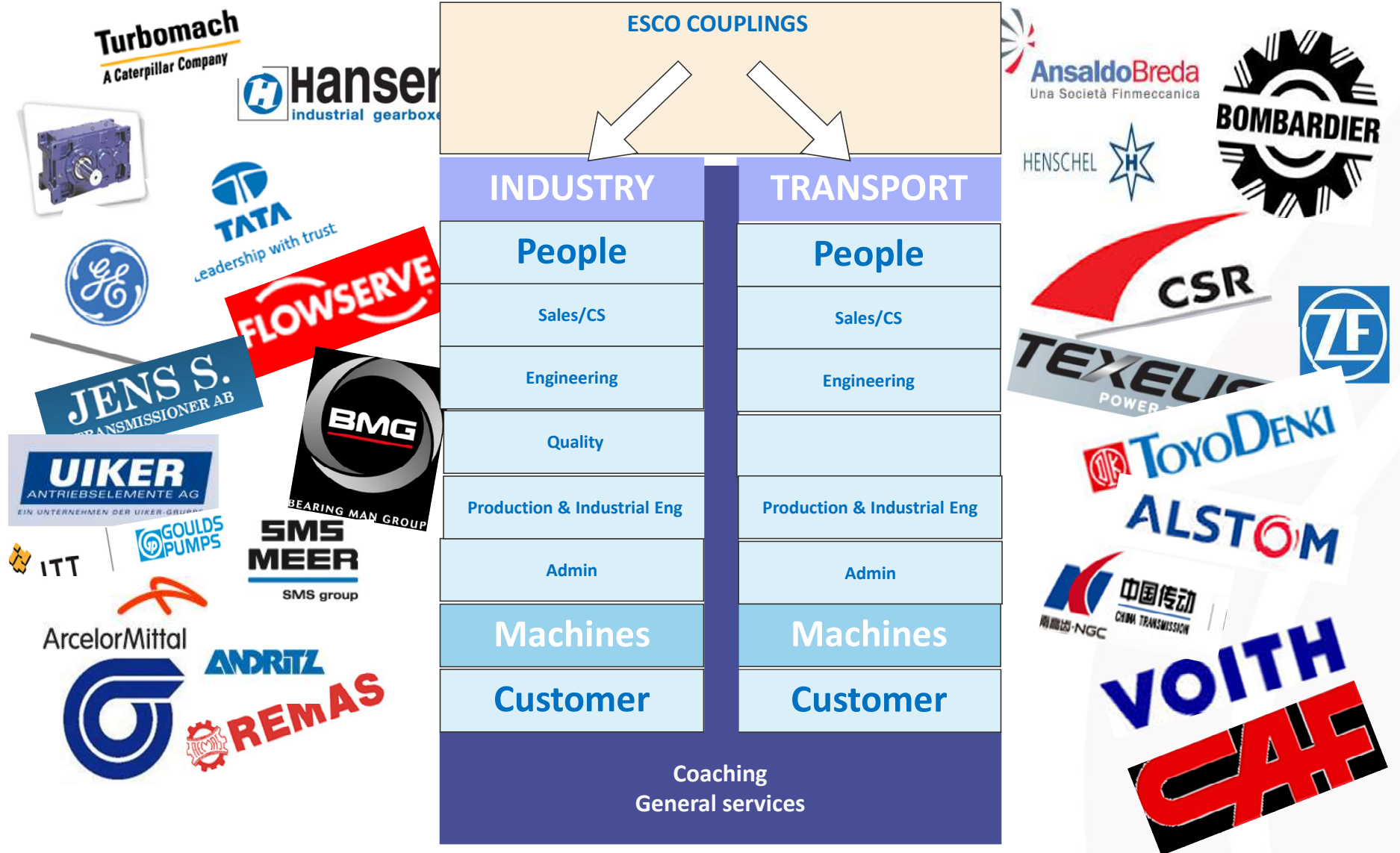
Industry

Transport

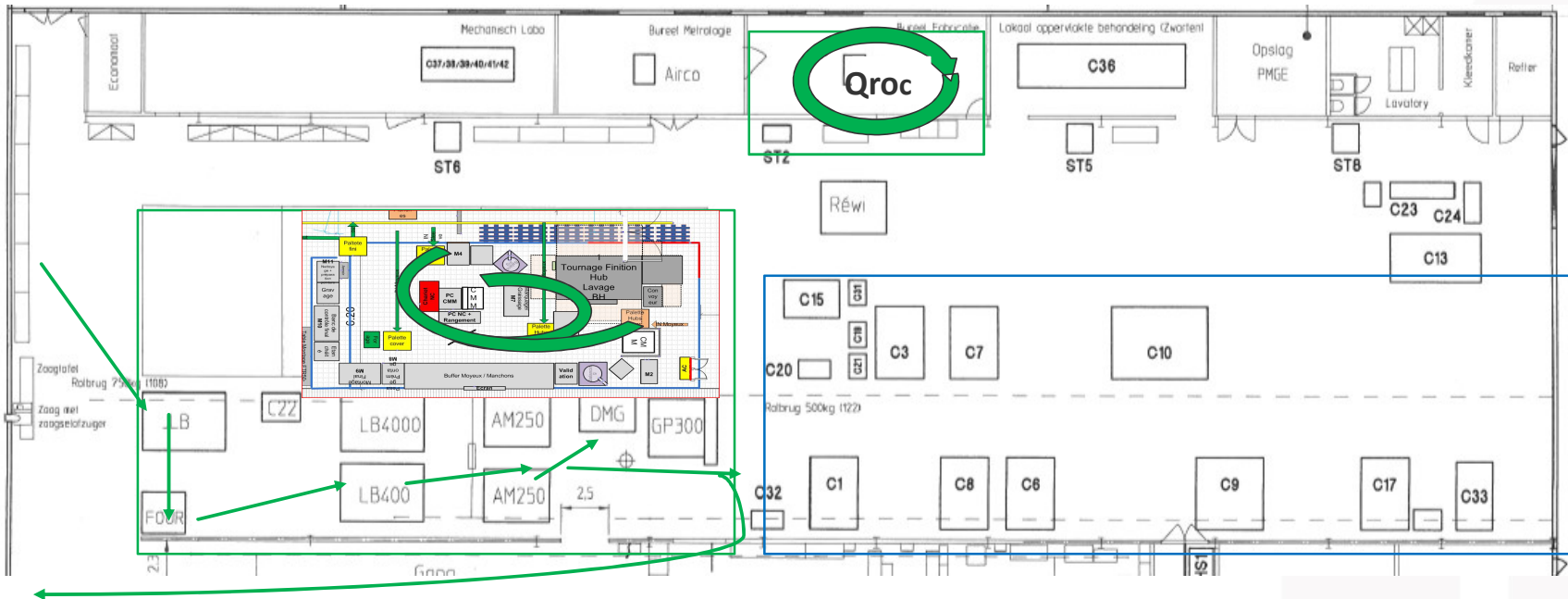
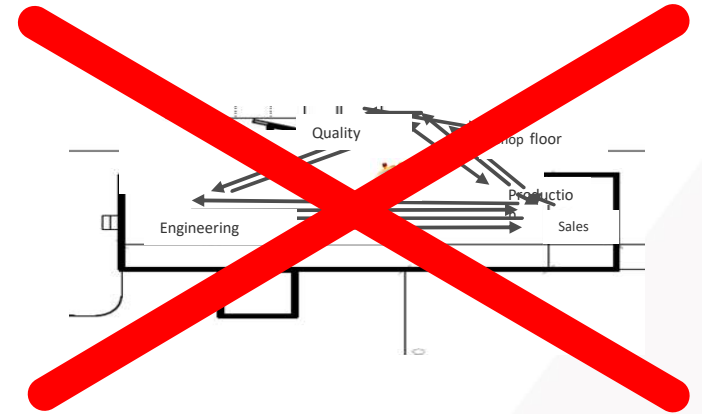
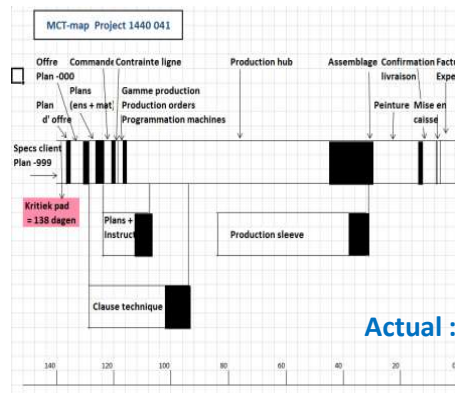
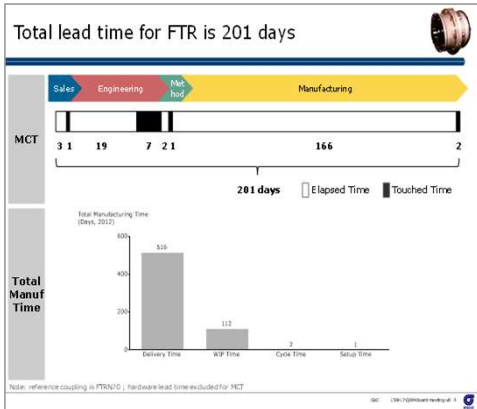


Where we are

QRM key to succes



QRM key to succes



Transport

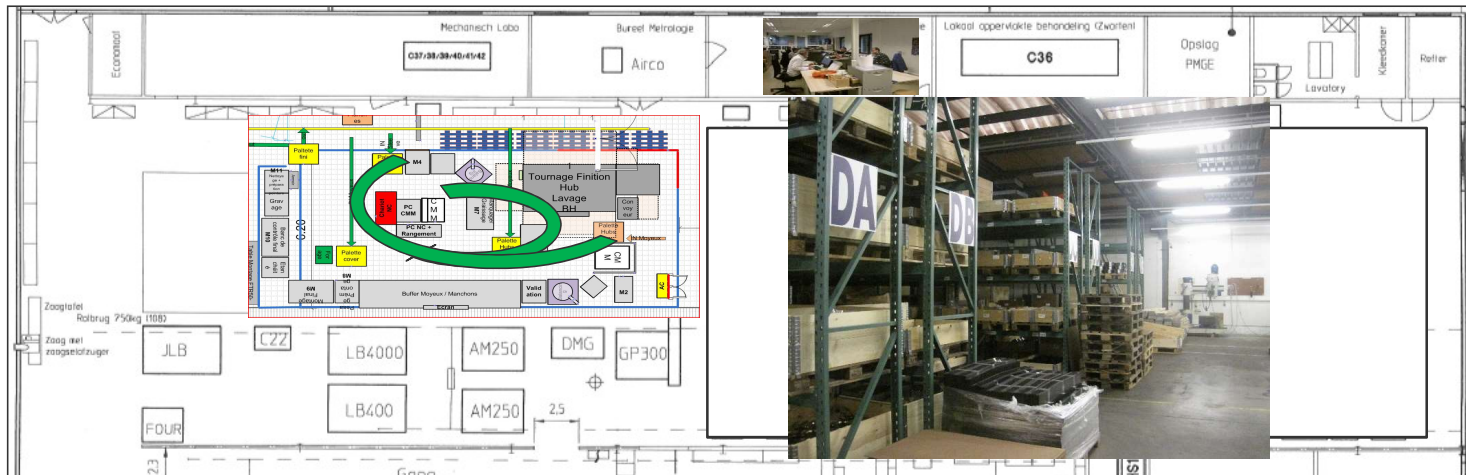
Industry

Where we are

QRM key to succes

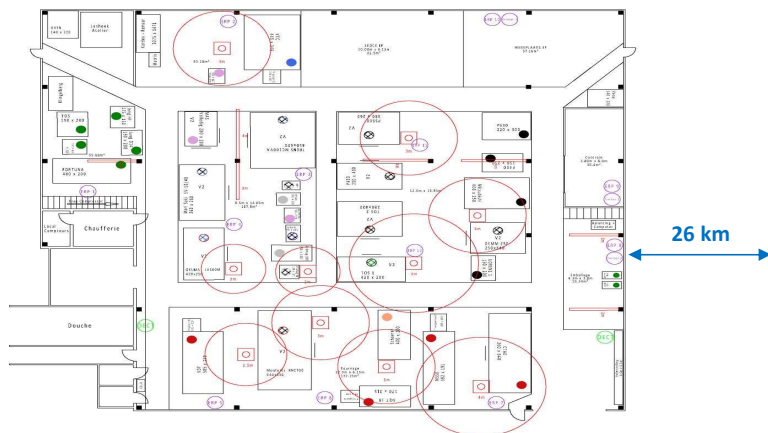
Plant Diegem

Qroc



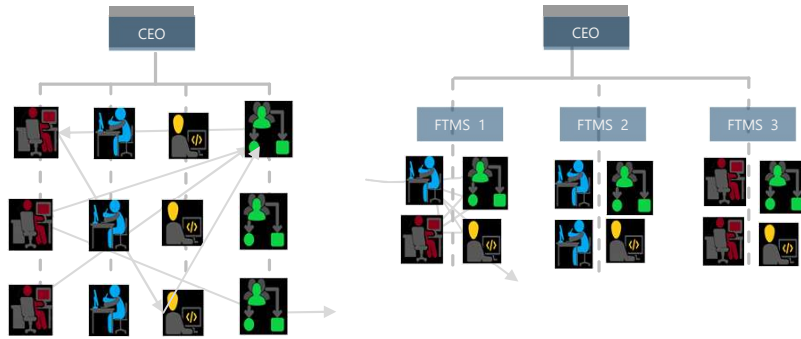
Team Transport

Plant Saintes



Team Industry

QRM key to succes



QROC

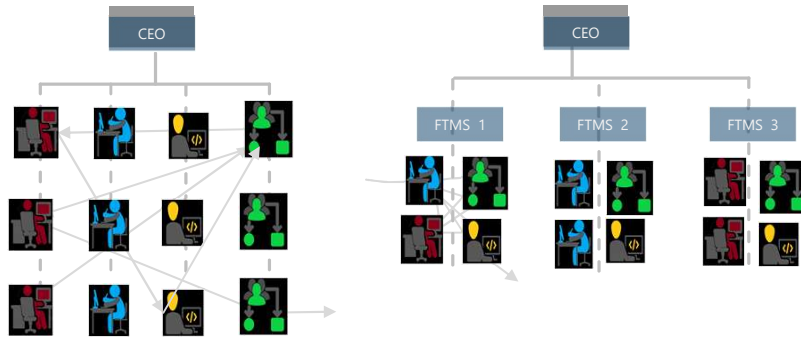


Phase I

- Full integration of all departments in the QROC
- Designers are assigned and do their job within the QROC
- Short communication between members, saving time
- No meetings, direct contact when needed
- Priority setting is superfluous, smooth and clear
- Visual mgt gives a clear picture of what needs to be done



QRM key to succes



QROC



Phase II

- Final approval takes place between themselves
- In the meantime, a liaison engineer is also a member of the QROC

Lessons Learned

- **Focus on people**
 - QRM training for all employees
 - Teambuilding is important
 - Team coaching is needed in the start-up
 - QROC where the action is
 - Take enough time to involve team members
- **Focus on the process**
 - Full Integration of process
 - Not just at the yard
- **Results are not predefined, but are.....**
 - Better and faster communication
 - Quick problem solving
 - Reduction of costs



Once upon a time there was a man who loved traveling and traveling through Italy.

One day, he was in a beautiful Italian city.

He enjoyed the beautiful buildings, the beautiful parks and the wonderful weather

The splatter of workmen could be heard in the distance.

Workers were chopping, chiseling, shouting, making fun, and sighing.

The sounds continued to attract his attention.

He decided once to take a closer look. After a short walk he arrived at a huge square. The square turned out a giant building site.

Just before him, two workmen were busy with a large chunk of marble.

He got the impression that they were splitting the marble in two.

Drops of sweat were running along their faces.

He asked the man closest to him what he was doing.

The answer was curtly: "You can see that I break this piece of stone in two!".

Because he had the impression that new questions were not appreciated, he approached a colleague and also applied him:

"What are you doing?" The man got up, first pointed in the direction of his colleagues and then with his finger in the air and said:

"We? We are building a cathedral! "



Time

Cost

Quality

