



Costimator®

CASE STUDY

MATTSON/WITT PRECISION PRODUCTS

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The Client

Mattson/Witt Precision Products, Inc. (Barrington, IL) is one of America's premier sources of custom manufactured plastic component solutions for the water treatment industry. With products like the first plastic brine valve, riser tubes and hub & lateral distributor systems for steel tanks, Mattson/Witt have become a go-to company for plastic component solutions. The company offers a full range of capabilities and is able to economically produce high quality, custom runs in quantities of 1 to 10,000 pieces. Innovation in meeting customer requirements remains the cornerstone of their business. For over 50 years, they've built a strong reputation for their superior workmanship, service and fair prices.

The Problem

"We definitely relied upon historical data and experience for set up times," said Kevin Graff, director of operations for Mattson/Witt Precision Products. "Although we had job routings, we were never able to quantify the accuracy within the historical data. Production staff had to run around after the parts were produced interviewing machinists to identify set up and cycle times. Finding out after the fact whether or not you made money is no way to run a business." Having to rely so heavily on historical data, estimators at Mattson/Witt realized that their estimating process was becoming inconsistent. As a result - found themselves having to justify their pricing to an increasing number of customers.

The Solution

Mattson/Witt quickly discovered that the program was able to improve their cost-estimating capabilities across the board. "I estimate with Costimator almost daily," said Graff. "The system can be used on both simple and complex parts. Both are quoted systematically and relatively quickly with a high degree of accuracy." Since Costimator was implemented, the Mattson/Witt team has been impressed with the results, finding that Costimator has helped fill a glaring need in their business. "We already have very robust budgeting and scheduling," Graff concluded. "The final piece was getting our part costing under control. Given the variables involved with running a business, we can now project profitability in any given month. Many companies are forced to wait and see just how much - if any - money they made. "



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