



Costimator®

CASE STUDY

NORTHEAST MANUFACTURING

The Client

In 1951, when Boston's aerospace and high tech manufacturing sectors were in their infancy, Harvey Lobdell moved a few second-hand metalworking machines into the basement of his suburban home and founded Northeast Manufacturing, Inc. From those modest beginnings, the company has grown into one of the region's leading contract machine shops, adding the latest in machining and computer-aided technology and successfully adapting to the shifts and changes in New England's finicky manufacturing sector.



[Watch Case Study Video](#)

The Problem

Contract bidding and the always-important art of fast and accurate cost estimating are more crucial to company profitability now than ever before. "In times like these, we don't want to lose any business, so we work extra hard and bid extra aggressively," Lobdell says. "At the same time, we don't want to misquote a job, underbid it, and only break even or lose money. Costimator is a valuable tool for making effective quotes, eliminating underbids, and helping us to keep an accurate handle on our manufacturing costs." The manufacturing industry is extremely competitive for jobs, so it is imperative that Northeast Manufacturing can offer their customers the fastest, most accurate quotes possible to give them the leg up in the industry.

The Solution

Through the use of Costimator cost estimating software since 1987, Northeast Manufacturing was able to:

- Increase RFQ "Win" percentage by 100%
- Eliminate jobs that cost money to produce
- Reduce estimating time by up to 200%
- Increase shop floor productivity by up to 30%

"When quoting a part for NASA, I was able to suggest using a larger end mill, which improved cutting efficiency and shortened cycle time. That and a few setup changes halved the \$50,000 target manufacturing cost. Northeast won the bid" - Charles Masterson, Northeast Manufacturing

