

Costimator®

CASE STUDY



Gardner Manufacturing Gains Process Improvement

The Client:

For over 80 years, Gardner Manufacturing Company (Horicon, WI) has provided custom sheet metal manufacturing to a variety of industries ranging from energy, military, electronics, heavy equipment, and medical. Gardner's 160,000 (sq.) foot facility features a robust array of manufacturing capabilities including a sheet metal fabrication shop, weld shop and a paint facility.

The Challenge:

While required to use longhand estimating, employees were mired in the usual tedium of thumbing through time study charts, filling in times, adding data and converting it into cost. They were beginning to lose trust in their cumbersome and time-consuming approach which resulted in slow turnaround times, inaccurate quotes, with missed opportunities.



"While helping us better manage our quotes more consistently, Costimator® is flat out enabling our company to be more competitive while also offering better prices to our customers."

*Dean Ravanelli
Gardner Manufacturing Company*

The Outcome:

"The ability to provide our customers with a breakout of data is a tremendous advantage for us," he continued. "It puts us in a unique place in that we're able to offer a special kind of transparency that brings the whole service around full circle. Decisions made on estimates are now easier for us, as well as for our customer. There isn't a price in the world that you can put on trust."

At the end of the day, Gardner has been overwhelmed by the results they've received from this cost estimating program.

"We're using Costimator exclusively for our estimating," explains Marschke. "Being able to bring up different operations on the same estimate, to find the best one to use and delete the ones we don't, provides us a highly customized solution that helps us win more orders while also helping to increase the satisfaction of our customers – a total process improvement."

*Robert Marschke
Gardner Manufacturing Company*



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