



## IoT (Internet of Things) project makes a real difference for Arlington Automotive

Car parts manufacturer Arlington Automotive is a division of global supply chain specialist, Arlington Industries Group Limited. Arlington Automotive's continued growth meant that real-time performance data was a crucial requirement. In 2016, Kerridge Commercial Systems (KCS) implemented an IoT solution to provide up-to-the-minute performance data of their machine presses, resulting in a 16% productivity gain.



### Benefits

- 16% gain in productivity
- Optimised work practices and time savings
- Direct effect on production rates
- Increased staff motivation and awareness
- Increased output and profitability



### The need for real-time performance data

Arlington Automotive first implemented K8 Manufacturing in 1999. Since then, the company has grown considerably. With sales of around 38 million parts, pressure from automotive customers requiring Year-on-Year cost reductions and inflationary wage challenges; Arlington Automotive face on-going pressure to improve efficiency.

Arlington lacked up-to-the-minute, real-time performance of their machine presses. The company had a target press stroke per minute for each machine; however, press machine data was delayed until the following day. This was often too late to have a direct effect on production rates. As an agile company, the management team wanted to be able to react to real-time data regarding the performance of their machine presses during each shift. Garry Luke, Systems Engineer at Arlington Automotive explained that they wanted real-time data on display, which would drive the performance of operatives, both against their own targets and against the achievements of colleagues on other presses.

### An IoT connected solution

In 2016, KCS implemented a solution to link Arlington's K8 Manufacturing ERP system to two of their presses. Wi-Fi automation devices connected to a micro-switch in each press enabled the presses to become 'Internet-connected things'. This allowed K8 Manufacturing dashboards to display real-time performance data, updated every minute. A range of dashboard views were developed for both shop floor and back office monitoring, with shop floor dashboards visible on a large format screen located next to the presses.

Garry explained, "Before the IoT project, we had 'gut-feelings' about teams of operatives being more efficient at certain types of operations than others on certain presses, however there was no reliable performance data to substantiate this. The data provided has enabled us to optimise shifts. Following the initial project on just two presses, parts per machine have increased substantially and we have been able to see a 16% gain in productivity".

# Arlington Automotive Case Study



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- Garry Luke, Systems Engineer, [Arlington Automotive](#)

## Highlights

- Real-time performance data, updated every minute
- Dashboard views for shop floor improvements and back office decision making
- Clear management action areas
- Platform for future development



## IoT technology at work

The solution, designed to fit the specific purpose at Arlington, bridges the hardware/ infrastructure and software elements of collecting big data using the Internet of Things. All data is securely stored within Arlington's K8 Manufacturing ERP database, and updated every minute. The dashboard views analysing and collating the data are now successfully driving the operatives on the shop floor, in addition to providing the management team with real-time performance data.

The real-time data provided Arlington with efficiency savings within 3 weeks of the project going live. Garry said, "Since the real-time data has been on display via a dashboard on the shop floor, the time it has taken for presses to be in action at the beginning of every shift has halved. This demonstrated an immediate ROI for us. Similar time savings have been achieved at the end of each shift. These efficiency savings have been achieved by positive peer pressure. Each team working on the press can see in real time how they are achieving against target and also against other teams". Based on this initial project, Arlington are now planning to replicate the IoT technology across their entire facility including further presses, robots, spot welders and paint shop.

Garry added, "KCS have been really excellent software service providers, explaining requirements that we were unaware of, steering us expertly and offering to undertake extra tasks when we were pressed for time. We could scarcely have asked for a better service in any way. I am particularly indebted to the KCS team who successfully executed the challenge of implementing the task in under 4 weeks from appointment; a tremendous achievement".

## Award winning project

The IoT project with Arlington has received recognition from the 2017 European IT & Software Excellence Awards.

As a direct result of the project, KCS won the 2017 **Software Innovation Solution of the Year Award**.

Now in their 9th year, the European IT & Software Excellence Awards were established to recognise best practice in customer solutions and service excellence. Award winners were selected for IT solutions that get to the heart of customer issues, deliver business opportunities, a clearer understanding of data, and more efficient and profitable outcomes.

## About Kerridge Commercial Systems (KCS)

KCS provides advanced, fully integrated business systems, installation and support services for the manufacturing and field service markets, the company has over 40 years of extensive knowledge and experience of working with manufacturers, field service engineers and distributors across many sectors. Our class leading solutions are functionally rich and highly flexible.

Our solutions have a track record of delivering wide ranging benefits including greater operational efficiency and cost savings, resource and asset utilisation, together with real-time information for management decision making.

## Contact KCS

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