

“ York Metal Products’ holistic approach makes doing business with them more like a joint venture than a customer-supplier relationship ”



CLIENT

C.E.S. Transformers has been a leader in the manufacturing of distribution and power transformers for 30 years. Through strategic supplier relationships and a cross trained employee base, their manufacturing approach has enabled them to design and build both standard and customized transformers for utilities, commercial and industrial contractors, and engineering firms.

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CHALLENGE

C.E.S. Transformers has been growing quite aggressively over the past 5 years. Yet as they grew, their existing supplier base wasn't able to keep up with their scheduling and lead time requirements. As a small manufacturer, C.E.S. is known in the industry as a nimble company that can deliver on short lead times. Current suppliers were delivering in 4-6 weeks when C.E.S. needed turnarounds of 1-2 weeks to retain their reputation of reliability and speed. C.E.S. was looking to source a better, more reliable manufacturer that could keep pace with their orders for tanks – the steel structures that house transformers.

They considered working with larger manufacturers that could produce high volumes of standard product, but those companies also had large order volume requirements, and C.E.S. was unable to justify holding surplus inventory for months at a time. They also needed a manufacturer that would work with them on customizing their standard drawing package and follow through if they made custom tweaks to a design.



SOLUTION

C.E.S. met with the President, Dave Myers, and the General Manager, Guy, Cavallini, of York Metal Products. C.E.S. knew that Dave and Guy had automotive backgrounds, which is known in the manufacturing industry as demanding of excellence. They also learned that York Metal Products uses a holistic, end-to-end collaborative approach, and works with customers to meet just-in-time inventory needs, as well as streamlining the manufacturing process to find cost savings.

C.E.S. saw them as a good fit, as Chief Operating Officer at C.E.S., Christopher Espelithies, notes, "York Metal Products excelled at product development, with their top management taking a very hands-on approach. They assumed all of the knowledge and distributed that among their staff. Their communication was exceptional. That was huge, as they were pulling the info as much as we were trying to push it. They offered us a very customized solution, including stock and hold options to help us manage inventory levels, and as volume increased or as they improved upon a process, we shared in the savings. York Metal Products has a very collaborative and transparent way of working."

In addition to superior product development, York Metal Products clearly understood that reliability and speed were what set C.E.S. apart in the marketplace, and Espelithies comments, "York Metal Products really embraced what our strategy was and what made us unique – that reliability and speed stood together as number one for us. So, if we got a commitment from York Metal Products that a product was going to arrive on Monday, it would. In fact, it probably would arrive the Friday before." He goes on to say, "We don't have a single supplier that comes close to their service and scheduling accuracy. If we order from York Metal Products, we know it's coming, it's going to be a great product and it's going to be on time."



IMPACT

Pleased with York Metal Products' quality, service and collaborative approach, C.E.S. is looking at outsourcing more products to them. Espelithies continues, "York Metal Products is competitive on price, their quality is exceptional and their service is unparalleled. It's a very win-win relationship. They're a key part of our business model. It's very much like a joint venture rather than a customer-supplier relationship. They see it that way too, and it shows in their execution."

About York Metal Products

York Metal Products (formerly York Metal Spinning) specializes in new product and process development. They simplify even the most complex metal fabrication assemblies through their unique combination of high-tech equipment, an expert team and a start-to-finish value-based approach. Their experienced engineers, technologists and skilled trades are trained in multiple facets of engineering. They work with a number of industries including HVAC, Power Distribution, Emission and Exhaust, Food and Pharmaceutical, and Architectural and Industrial.

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