

## CASE STUDY

# Cannon Equipment

Cannon Equipment, a Marmon/Berkshire Hathaway Company, is one of the largest employers in Cannon Falls. For over 60 years, they have helped companies improve their operations and gain efficiencies by designing custom material handling carts, equipment, conveyance and aftermarket parts.

Cannon Equipment had a need for test pallets, which are sent with each new conveyor system. Forty-five boxes on each pallet require specific colored dots on each side along with a bar code which is read by the conveyor system. These boxes confirm the set-up is correct. Assembling the boxes is essential, but Cannon Equipment found it difficult for their employees to keep up with increasing demand. That's when they turned to Opportunity Partners to help.

The multi-step job involves:

- Assembling cardboard boxes
- Putting 5 pounds of sand into a bag
- Inserting one bag of sand into each box
- Taping the box shut
- Attaching specific colored dots and a bar code to each box
- Palletizing them
- Shipping to Cannon Equipment

Opportunity Partners workers have put together more than 17,000 of the boxes in the eight months since starting the job, and Cannon Equipment recently increased its order going forward.

John Evans, Cannon Equipment's Director of HR, Health & Safety, said Opportunity Partners is a valuable partner. "This was a new project for us and so we had our own employees putting the boxes together for the first few weeks, including our senior management on the weekends, before we began working with OP."

***"OP has been very helpful, reliable, responsive, timely and cost effective." - John Evans, Cannon Equipment***



### Challenges:

- Cannon Equipment needed special boxes put together on a regular basis in order to test its conveyor systems.
- The work of putting a weighted bag of sand into each box and then labeling the box proved to be time-consuming and tedious – not the best use of staff time.

### Solutions:

- Opportunity Partners recommended and set up a Vendor Managed Inventory (VMI) program, which allows a seamless solution. OP handles the procurement of the materials and assembles the pallets to Cannon Equipment's forecast.
- An enthusiastic workforce is always ready at Opportunity Partners, with onsite job coaching and supervision.
- Cannon Equipment now has a reliable source of the testing boxes whenever needed and with quick turnaround times.
- Cannon Equipment's own employees are freed up to concentrate on more complex assembly operations.

**Learn how Opportunity Partners can partner with YOU!**

952-930-4201 | [partner@opportunities.org](mailto:partner@opportunities.org) | [opportunities.org/businesses](https://opportunities.org/businesses)