D.BROWN MANAGEMENT

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Production Tracking

Daily Information
Daily Improvements

The System

Identification: A quick analysis of your business will indicate 3-5 areas where tracking of production will produce the most significant results.

Methodology: Each type of installation will require the creation of a consistent method for tracking the production and establishing the baseline.

System Creation: Once the methodology and baseline are established the system can be created including forms, summary spreadsheets, training and other templates.

Foreman Training: The key to success is making sure that the Foremen implement the system correctly, know what the baseline is, what they can do to improve production and when they should notify the Project Manager of production impacted by other trades or scheduling.

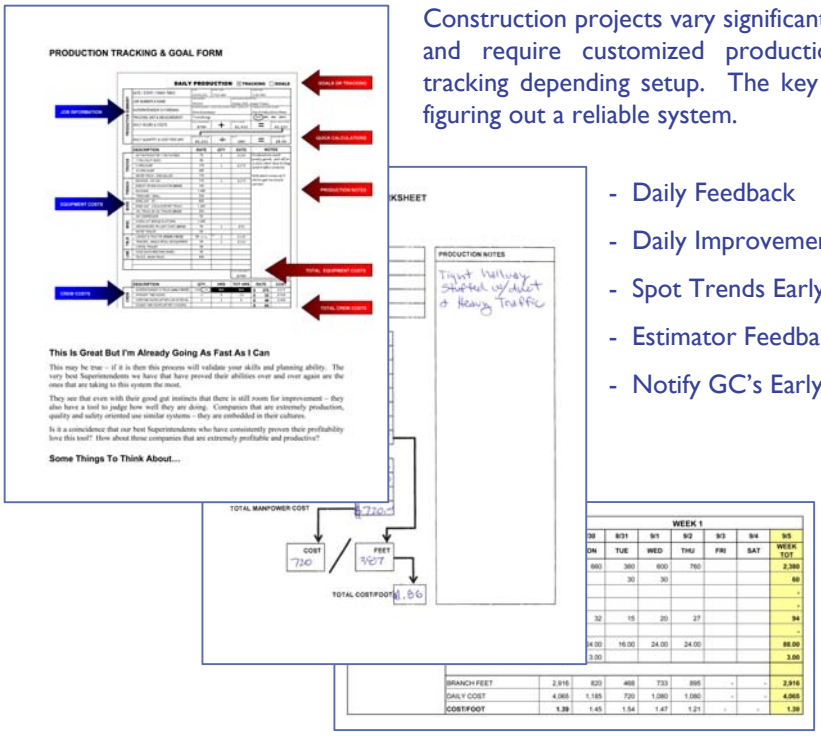
PM Training: Often productivity problems are due to scheduling, out-of-sequence work or stacking of trades. Having regular production tracking can produce a "measured-mile" for claim purposes and show the exact point of impact. Part of the production tracking system is letter templates designed to notify general contractors and construction managers of these impacts so that the underlying problem can be corrected. Training modules will be designed for Project Managers in how and when to use these.

What Is Productivity Worth?

For most companies the cost of labor for projects is at least 20% of revenues and represents one of the biggest variable costs in the company. The table at right shows the cost savings associated with relatively minor productivity increases.

REVENUE MILLIONS	PRODUCTIVITY INCREASE		
	2%	5%	10%
$2M	$8,000	$20,000	$40,000
$5M	$20,000	$50,000	$100,000
$10M	$40,000	$100,000	$200,000
$20M	$80,000	$200,000	$400,000

Productivity needs to be attacked from all sides including pre-planning, better communication and pre-fabrication. Daily measurement of productivity can spot trends early enough to make corrections.



Construction projects vary significantly and require customized production tracking depending setup. The key is figuring out a reliable system.

- Daily Feedback
- Daily Improvement
- Spot Trends Early
- Estimator Feedback
- Notify GC's Early

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A Hands-On Approach