



# CASE STUDY

## ENGINEERED SOLUTIONS GROUP

### SUMMARY:

A manufacturer of tubular steel seat frames needed to reduce their costs in order to compete more effectively. An internal and external cost assessment revealed that the manufacturer was paying a premium for their tubular steel components due to their supplier's cost and labor intensive processes. In addition, the components delivered from their supplier still needed to be welded before they were ready for assembly, a time consuming and laborious process that was hindering manufacturing efficiencies.

### CHALLENGE:

Evaluate the current production process and squeeze out at least 10% of the costs.

### SOLUTION:

Fraser Steel's Engineered Solutions Group worked closely with the manufacturer's design engineers to develop a prototype and final engineered tubular component. This heavy-walled component was profiled and slotted without defamation and required no blanking operations, deburring or tooling costs.

### RESULTS:

By combining four steps into one Fraser was able to reduce the cost of this component by 22%, beating the goal by 12%.

TRADITIONAL METHOD	ENGINEERED SOLUTIONS METHOD
1. Cut to length	1. Design
2. Mechanically coped	2. Produce
3. Machined to exact tolerances and deburred	No tooling costs also makes product
4. Tooling costs	enhancements less costly

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