



Manufacturing Solutions Inc.

Manufacturing Solutions Inc. (MSI) is a full-scale contract manufacturing and distribution company located in Morrisville, Vermont. As the leading provider of lean manufacturing and logistic services in the Northeastern US, MSI delivers customized process management and continuous process improvements with scalable services at a guaranteed price.

Whether it's facilities, equipment, or people, we invest in your process.

MSI manages all aspects of your day-to-day production. We use real-time data to improve processes and provide unparalleled quality control. We're working together with you, solving problems, and coming up with new ideas to build the best products possible.



—Garret Hirschak, CEO / Owner

MORE TIME TO DO WHAT YOU DO BEST

By leveraging MSI's capabilities, your company can focus on sales growth, product design, customer service, or whatever is your area of highest return. Our innovative system will flex and scale to match your demands. We take pride in providing a high-level of customer service that exceeds your expectations.



<p>QUALITY</p> <p>MSI's systematic approach ensures consistent quality output. ISO 9001:2008 and TÜV quality certified.</p>	<p>TEAM</p> <p>Our experienced full-time staff functions as a collaborative extension of your operations.</p>	<p>PROCESS</p> <p>We are constantly looking for ways to improve our processes to increase output and value.</p>	<p>VALUE</p> <p>Your product will be delivered on time at a guaranteed price by a team you can trust.</p>
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We invite you to contact us to learn more about how we can give you **more time to do what you do best.**

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MSI CLIENT CASE STUDY

CONCEPT2 COMPOSITE CUTTING

Concept2 is the manufacturer of the best selling indoor rower and composite racing oar in the world. For over 20 years, C2 has partnered with MSI on manufacturing, quality, and logistics for their entire product offering. This case study focuses on the MSI Composite Cutting Room where all material is cut and kitted for the C2 racing oar.

CLIENT TESTIMONIAL



“ Our partnership with MSI is built on trust. Their dedication to lean process and ongoing process improvements lets our engineering team focus on product design and making better products. MSI provides quality workmanship, on-time delivery, fair pricing, incredible flexibility and customer focus. **We've been doing business together for 20 years – I think that says it all.** ”

–Glenn Dwyer, Concept2

BY THE NUMBERS

Annual Volume – Composite Cutting Room

1,100,000

**PIECES CUT +
KITTED**

< .0002 %

**PREVENTABLE
DEFECTS**

24 HOUR

**TURNAROUND
TIME**

MSI's long-term client relationships are a testament to our ability to provide innovative and creative business solutions as companies evolve over time.

70 percent of competitive rowers worldwide use Concept2 oars. MSI cuts and kits all carbon used to manufacture the oars.

THE CLIENT

Concept2 is the leading manufacturer of world-class racing oars, indoor rowers, and the SkiErg indoor skiing ergometer. C2 sells factory-direct, and MSI has been an integral part of delivering high-quality commercial-grade products to C2's customers for over 20 years.

THE CHALLENGE

Concept2's innovative oar designs continue to push the boundaries of on water speed and revolutionize the sport of rowing. Operating with a lean engineering department, C2 needs to focus its engineering team on product innovation so it can deliver the best product possible to its customers.

THE SOLUTION

C2 can now focus on designing patterns and have the parts cut in MSI's Composite Cutting Room. MSI cuts the material, kits, and ships to C2 where they mold the oar at their facility and ship direct. Whether it's machines, people, or knowledge, MSI has invested along the way, and the process and product have improved dramatically. MSI's scalability allows C2 to innovate continuously and turn around their product daily.

MSI's ability to be nimble is invaluable as C2 continues to innovate their best-in-class products.

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