



Hertzler Systems Inc.®

Turning Data into Knowledge

News Release

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FOR IMMEDIATE RELEASE

Hertzler revitalizes service and marketing efforts in record growth spurt

GOSHEN, Ind. — (July 1, 2013) A new emphasis by Hertzler Systems, Inc. on growth and service has helped put the statistical process control (SPC) company on target for a second consecutive year of record breaking growth. Looking ahead to the second half of 2013, Hertzler is projecting a 15 percent growth in total revenue for 2013 over 2012, right on the heels of 2012's 14 percent climb in revenues.

“We’re putting together the best two years we’ve had as a company in terms of revenue,” said Evan Miller, president and CEO of the firm. The company provides proprietary software designed for customized, automated SPC for a wide range of manufacturing and service concerns. The system’s automatic data collection and analysis allows companies to easily monitor production and processes in order to improve operational efficiencies and enhance the quality of their products and services.

Founded in 1982, Hertzler has grown modestly for most of its history, but in recent years it has revamped its operations to focus more acutely on the service side of its customer relationships while also laying out an aggressive marketing plan.

“Our recent successes are a result of a very intentional effort to create a ‘growth smart’ culture across our organization,” said Evan Miller, president and CEO of the company. “In the last few years we’ve transformed our leadership team and completely revitalized our sales and marketing efforts.”

“Our clients often achieve enormous returns from investing in our systems,” explained Miller. “As we’ve learned how to best share these stories with other clients and to maximize our service capabilities, we’ve seen a snowball effect on our growth.”

This comes at a time when “across the manufacturing sector, business leaders face unprecedented pressure to control costs, improve productivity, and improve quality,” said Miller. “So we are ripe for this moment. We have developed proprietary, easy-to-use training modules along with personal service support that puts the power of data and instant analysis into ‘laymen’s hands’ so to speak. We turn production data into knowledge that managers can readily grasp and use to make decisions in real time, right through their smart phones and tablets if desired.”

“New customers are finding the payoff for our system comes very quickly,” said Miller. “For example, an aerospace manufacturer using our product increased first-time quality from 40 percent to over 98 percent in just five months. The cost savings was hundreds of thousands of dollars.”

“Given the current business climate, and our ability to customize the advantages of our system for just about any business concern, we view our growth potential as enormous,” said Miller. “We believe we have the right approach to what will become an increasingly vital component of future manufacturing and business operations.”

For more information about Hertzler Systems, visit www.hertzler.com.

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