

Survival of the Fittest

In a recent ISO9001 management review meeting we discussed our company's progress toward goals and compliance to our quality system requirements. The sales and profitability goals were set about this time last year when we were struggling to expand our capacity for large customer projects.

What a difference a year makes...

Over the past several months we've reviewed all aspects of our company to assure that we continue to provide value to our key customers in our core processes. One important step was to define the company as we refocused resources due to drop in order size. We've gone from a "mile wide, inch deep" company to one that is focused primarily on manufacturing precision products for contract OEMs and fluid power related products. We realize that is what we do best, and only those companies that are the best in their industry will make it out the other end of this recession.

As a result, we sold our food automation and medical tray sealer divisions, and phased out the automation design function, leaving our core precision manufacturing business. We determined that we are able to better service our customer as a medium volume manufacturer with value added services in addition to machining. Adopting Lean Manufacturing methods allowed us to optimize our shop operations to reduce lead times and reduce costs.

A commitment to new product development led to the introduction of our Cool Bearing Live Tooling line which have significant advantages over conventional tooling with regard to life, duty cycle, and accuracy. We are currently working with our beta customers who are pleased with the performance of the new tool.

Our aim is to provide outstanding value through lean methods, a focus on process improvement, and efficiency. As always, our focus is on customer satisfaction at the highest levels of quality.

Best wishes to everyone,

Garth Dexter
VP/ General Manager