

# Supplier Presentation



## Dodd Russell

*President, Skilled Manufacturing Inc.*

An automotive industry veteran, Dodd Russell is president of Skilled Manufacturing Inc. Tribal Motorworks LLC and AMR Group LLC. He is also co-chairman of Willow Manufacturing Inc. and a private equity partner in Phoinix Enterprises Inc. Russell is an adjunct professor at Northwestern Michigan college, teaching new strategies in subjects from organizational change to value stream mapping. A compliance management consultant, Russell is a certified auditor for ISO-9000 and PRI's SAE J4000 Lean Manufacturing Standards. Russell holds a BA from Hope College and an MSW in Social Services Administration and Labor Industrial Relations from the University of Michigan.



# A Family of Precision-Manufacturing Companies





## Serving the world's leading industry segments...

- Aerospace
- Automotive
- Government/Defense
- Marine



# Skilled Manufacturing Inc.



## Past Performance-2000

- Loosely Managed
- Loosely Operated
- Self Perception We Are Good & we cannot invest in this
- Infantile Development

## Solutions

- Program of the Month
- Big Projects-Little Gain
- Blamed Customer
- Preparation for Each Visit

## Current Performance-2009

- Process Managed
- Tightly Controlled
- Customer Defined-Work speaks for itself-Investment Pays for It
- Manufacturing DNA-Live It

## Solutions

- Top Focus
- Leadership-Set The Tone
- Process Control-Improvement
- Risk Mitigation-Customer Protection



# Skilled Manufacturing Inc.



## Past Performance-2000

- 1000+ PPM
- 25+ Customer Spills
- 100% OTD
- 12 Inventory Turns
- 4M Revenue

## Solutions

- Program of the Month
- Big Projects-Little Gain
- Preparation for Each Visit
- One Time Events

## Current Performance-2009

- 0 PPM-3 years Running
- 0 Customer Spills
- 100% OTD
- 43 Inventory Turns
- 40M Revenue

## Solutions

- Top Focus
- Advanced Product Quality Planning
- Process Control
- Risk Mitigation



# Skilled Manufacturing Inc.



## Aerospace Performance-2008

- Market Entry-2008
- 38 Production Ship Sets
- 100% Substantiation Compliance
- Shipping Self Released-4 Sites
- 0M

## Challenges

- Customers Practice-Component Approach
- Large & Fragmented Supply Base
- Increasing Customer Expectations
- Manufacturing Escapes-Affecting Quality, Delivery & Price

## Aerospace Performance-2009

- 100% OTD
- 0 PPM-
- 36 Projects Launched OT or Early
- 58 Projects in Launch Phase
- 2 Projects Launched Late
- Booked 38M Revenue

## Opportunities

- Changing Customer Practice-Process Based
- Balanced Resources
- Toyota Production System
- Increased Market Share





**We will launch Products with Quality, Reliability & Durability Levels that the Aerospace Industry has Never Seen**

**-Honda Research & Development-Japan-**





•How will your manufacturing DNA combat such a great engineering resource?

•Are You Prepared to Lead your Team?

**Velocity Requirements-Rate of Change**

- Production Control
- Verification & Validation
- Analysis
- Failure Mitigation

**Bandwidth Requirements-Through Put of Data**

- Planning
- Design Reviews
- Product & Process Validation
- Common Process







## Contact Us

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**Harnessing our strengths to serve your industry.**

