



# impact!

## Missouri Enterprise To Provide ISO9000 Quality Services To Four Companies



Cape Girardeau

Columbia

Kansas City

Kirksville

Park Hills

Rolla

Springfield

St. Louis

West Plains

**Argo Products Company** - The company is a St. Louis manufacturer of wire products for use in commercial and residential lawn equipment. Argo Products is currently working with Missouri Enterprise Project Director Gary Frost to upgrade its ISO9000 certification to 2000 standards. Completion is planned for December 2003.

**Sabreliner Corporation** - Missouri Enterprise will develop an initial plan for ISO9000:2000 registration for the company's facilities at Lambert St. Louis International Airport, at Spirit of St. Louis Airport in Chesterfield and in Cahokia, IL. Sabreliner customizes aircraft for corporate clients. The initial plan is scheduled for completion later this spring. Gary Frost is the project director.

**Surdex Corporation** - After the delivery of an ISO9000:2000 overview by Missouri Enterprise Project Director Tom Gantzert, this St. Louis based aerial photography and mapping company, accepted a Missouri Enterprise proposal for a complete ISO9000:2000 implementation program. The implementation program is underway and scheduled for completion in the middle of next year.

**UNICO INC.** - This project is also the presentation of an ISO overview to UNICO, a St. Louis manufacturer of specialized "hi-velocity" heating and cooling products. The purpose of this overview is to acquaint the company with ISO registration and help them decide whether to undertake the implementation effort, as well as examine other areas of potential improvements to (cont. next col.)

(UNICO cont.)

their manufacturing process. Tom Gantzert, project director, will deliver the overview later this month.

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### CIVACON/KNAPPCO To Begin Value Stream Mapping Project

This Riverside manufacturer of valves, covers and accessories for large tanker trucks has accepted a Missouri Enterprise proposal for Value Stream Mapping Training and a Pilot implementation program. The project includes training and development of a current state map, a future state map and a continuous improvement recommendation list for a selected pilot work area implementation. Recommendations will focus on reducing inventory levels and increasing inventory turns. Brian McCarthy is project director.

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### Donaldson Company Initiates Lean Enterprise Assessment Project

Missouri Enterprise has begun a lean assessment project at the Donaldson Company plant in Chillicothe. The purpose of the assessment is to evaluate the current organizational readiness related to Lean Enterprise and Continuous Improvement assessment criteria. The Chillicothe plant manufacturers air cleaners and filtration systems for the transportation and off road markets. Donaldson's corporate headquarters is developing a company-wide lean enterprise program and this project is part of that effort. Missouri Enterprise previously completed a Value Stream Mapping project at the Chillicothe plant. Brian McCarthy is the project director.

## **Proctor & Gamble, St. Louis, Accepts Missouri Enterprise Proposal for Lean Training**

The St. Louis Proctor & Gamble plant, a major producer of the company's household cleaning products line, has accepted a Missouri Enterprise proposal for Lean 101 Training and Value Stream Mapping.

The project is designed to focus on major production lines and to provide ways to reduce costs and improve productivity. One specific intent of the project will be to decrease the amount of time inventories are maintained before they are used.

Missouri Enterprise staff and company personnel will begin the project this month and complete it in about 60 days.

Rick Winkler is Missouri Enterprise project director.

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## **Product Redesign Project Completed**

Great Western Products, Bismarck, a manufacturer of a variety of restaurant and concession equipment, asked Missouri Enterprise to redesign the blade holder on its Microflake Ice Shaver.

Project Director Keith Green completed the redesign that will prevent ice buildup and speed up ice shaving.

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## **Startup Company Gets Business/Marketing Help**

Encore Building Solutions is a St. Louis startup company in the building material business that is launching a new building product made of 95% recycled material. The Environmental Improvement and Energy Resources Authority supported an initial feasibility study, conducted by Missouri Enterprise, and they are currently supporting a follow on testing program. Missouri Enterprise is currently developing a business and marketing plan with the company.

In addition, Missouri Enterprise is assisting the company in marketing the product to the U.S. Army. Dr. Robert Sickler and Al Marcus of Missouri Enterprise are working on the project.

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## **Missouri Enterprise Provides Kaizen Team Facilitation For Two Companies**

*Alcan Cable* - Missouri Enterprise is providing a series of Kaizen Team Facilitation Sessions to this Sedalia (cont. next col.)

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## **Kaizan (cont.)**

manufacturer of low voltage power conductor cable.

Training and implementation projects have included: Setup Reduction, Team Problem Solving, Value Stream Mapping and Pull/KanBan Systems. Brian McCarthy is the project director.

*Marquette Tool and Die Company* - This St. Louis company, a tier two automotive supplier, makes frames for auto headrests and other components. The company uses modular progressive dies in its presses to stamp the metal frames. The Missouri Enterprise Kaizen will be designed to reduce the time it takes to change presses from one product to another by at least 50 percent. John Jennings is the Missouri Enterprise project director.

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## **Website Development Included In Meat Processor's Marketing Plan**

Woods Smoked Meats, a Bowling Green processor of meats for both wholesale and retail sales, has accepted a Missouri Enterprise proposal for development of a new Web site.

The Web site is one element in an ongoing marketing program that Missouri Enterprise has created to help Woods Smoked Meats increase retail sales and expand into new markets.

In early 2002, Woods Smoked Meats first asked Missouri Enterprise to assess its marketing efforts and create a complete marketing plan.

The company carefully reviewed the resulting plan and, in mid 2002, accepted another Missouri Enterprise proposal for actual implementation of the marketing plan.

Key elements of the plan's first stage have been completed. They include creation of a consistent graphic approach for such items as catalogs, brochures, letterhead and other collateral materials and development of a customer profile and a target list of potential customers.

The second stage of the plan, which focused on redevelopment of the company's existing Web site to improve overall corporate identity and increase retail sales, is currently underway.

Al Marcus is the Missouri Enterprise project director working with Woods Smoked Meats.

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