



MISSION | VISION

We will deliver current results and invest for the future by continually determining the needs/wants of our target markets and delivering satisfaction more quickly and efficiently than our competition. Flexibility and agility will define our movements as we work to constantly align, execute and renew ourselves ahead of the global markets in which we compete with our constant attention on our people and process.

Our environment will be one that focuses on continuous improvement and empowerment of each associate to own his/her work and make appropriate decisions to enhance customer delight while keeping the needs of all stakeholders in mind. Our associates, current and future, will be those high achieving individuals who have enormous energy and passion; have the ability to execute and energize; are process and customer focused; and can deliver bottom line results in a positive, respectful and high integrity manner.

CUSTOM MIX SBU GOALS

- Develop 3 – 5 customers for this new SBU (can be other ZD companies). Today, The Lee Company is our only customer
- Implement and verify SBU details (part numbers, cost rolls, ability to ship/track, etc.) in Oracle
- Develop a quoting sheet that incorporates material and other extraneous costs such as overseas skids, special request packaging and material format
- Develop a purchasing request form that takes into account: alternate materials, sources, min/max quantity etc.
- Incorporate Advanced Manufacturing Cell into Mill room for inventory and scheduling accuracy
- 0 PPM as reported by our customers
- No lost-time accidents
- Achieve 99.5% BellHawk & Cycle-count accuracy

CUSTOM MIX

STRATEGIC BUSINESS UNIT PLAN

Precix is truly a world-class mixer of elastomers and today is only using one-shift of capacity. The Custom Mix Strategic Business Unit (SBU) is new for 2015 and was created to respond to the need to increase capacity utilization and to the numerous market inquiries for a high-quality custom mix of high-end elastomers such as FFKM, FKM, EPDM and HNBR. Today our SBU serves just one customer but our plan is to diversify our customer portfolio and to grow our revenue while staying focused on higher-end, profitable niches that yield acceptable contribution margin rates by delivering zero-defect compounds to exacting customer standards at a globally competitive price within two weeks of receipt of an order. To reach our growth, cost and quality goals we will:

- Ensure that Oracle is set-up to properly handle inquiries, orders and shipments;
- Dedicate sales & marketing time to pursuing custom mix opportunities (and to benchmark competition);
- Continue to work with and support sister ZD divisions (Cooper, MRP and BRP) and to bring on new business for these operations. (Technical personnel lead this charge.)

