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## **The Day the Presses Died**

Belleville, Mich., March 23, 2007—What would you do if one of your primary suppliers informed you his production facility is shutting down effective immediately? Could it get worse? To add insult to injury, there's no bank of parts for your production. Who are you going to call? In early February, a customer contacted us with exactly that story. Ouch. He wanted to know immediately—could Bayloff step into the breach? No question we wanted to, so the next day we flew to Wisconsin to inspect the tools. And just three days later the tools were being installed at our Kinsman facility. In the meantime, management from Kinsman toured the customer's manufacturing plant to understand exactly how the stampings are used in its assemblies. But the pressure was just starting to build.

The lack of inventoried parts from the first supplier meant our customer was about to shut down production. As the die arrived at our plant, we were immediately under the gun to help avoid a critical supply interruption. Knowing this, we scheduled rolled steel to arrive before the first tool was even delivered. Timing was critical, so we held a crew over to accept the first die which arrived at 11 p.m. After inspecting the die, we were stamping first-off parts within one hour! Since no dimensional checking gauges came with the tools, we had to check the first parts on our CMM machine—a time-consuming process, but absolutely necessary to ensure quality. We continued to tweak the operation until we were producing a part identical to the one given to us by our customer.

To expedite the process, our customer had its truck arrive later that first day to pick up the initial run of parts; within hours the company was back in business with full production. Our Kinsman facility followed this hyper-accelerated process to produce four additional parts, working around the clock to prevent shutdowns. We currently have stockpiled a one-week inventory of each part and have also made some critical updates to the customer's existing tooling which gives us the ability to run more efficiently than the previous supplier. Who are you going to call? We hope it's Bayloff.

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