



## *Cub Manufacturing News 3/10/2017*

We have been busy since we last visited! We apologize we haven't been in touch, but here's an update on a few things from the shop. As the workload picks up, it gets a little tricky to manage the day to day operations and keep everyone up to speed - but it is a great exercise in work-based learning in order to balance the many functional elements of our business. All departments have to be working together in order to make the business a success!

### **New Projects: Design work is the common theme!**



G&S has asked us to create wall mounted signs which will attach to their main signage. We are happy G&S was so pleased with our prior work - repeat customers is how you build a solid foundation.

One of the new projects we've been asked to design is a Jeep Grill/Firepit. The great aspect of this project is the opportunity to expand our creativity and the doors it may open for further customization of products for our customers. This is a photo of the prototype we are working on. It has been lot of fun to stretch our minds and problem solve as challenges arise. Our best advertisement is word of mouth referrals from satisfied customers.



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As an example, Mr. Mike Sims is a returning customer who we have designed a number of firepits for since we began our work. He has now tasked us with creation of a design for a 3-point hitch system for his 4-wheeler. Job specs include a design which will lift the 4-wheeler in order to do basic and/or complex repair work. We will keep you posted on this project as things progress.

IKEC (Indiana Kentucky Electric Corporation) has asked us to make grizzlies which are basically a weaving of metal bars or mesh to make sure a human can not fall down a tube or chute. We are currently in the process of mass producing these items and will keep you posted on progress and hope to have pictures to share in our next newsletter.

### **Customer Satisfaction is key!**

The Royer Corp. mold storage rack project was finished and delivered to the company in downtown Madison. We are happy to report another great customer experience with a quality product delivered!



## **Organization - Administration processes being fine tuned!**

We hope you can see from the photos we share that our shop is tidy and organized. We also realize that in any business the back office process have to be organized and efficient in order for the business to be a success. Now that we have the shop side in operational order, we are focusing on the administrative functions of the business.

## **Materials and Parts Lists**

As our workload increases and jobs become more customized, it is very important for us to be able to understand the different parts needed, organize our materials, and begin to think about an inventory system and process. Thanks to the hard work of Daman Bartlett and Kenzie Booth we have begun a process for an organized list of parts by project which we can continue to fine tune as we see a need.

## **Design Retention and Organization**

Just as our parts and material need a system in place, so do the designs we create. We take great pride in our creativity and appreciate the opportunity to share our talents with our customers. As we design products we both paper and digital design plans and models we are developing a system to store those for future classroom reference or production duplication. We feel this is very important for the classes and students who come behind us as a valuable learning tool! Thanks to Zach Dean, the creator and keeper of the designs for our projects.



### **Invoice systems keep the doors open!**

With the help of Mrs. Hall in the office, our accounting process has a solid foundation. As the invoice team, Daman, Kenzie, and Jacob (pictured at left), are learning how important it is to understand and manage the cost of materials, pricing of our products, payment to our suppliers, and invoice tracking on our projects. Our system makes it simple to track our expenses by project, review invoices should issues arise, and a spreadsheet helps with analysis of all of the data.



We will continue to keep you updated on our projects and process improvements as we continue to learn about our business. We are so grateful to our customers, new and returning, for the opportunity to be of service to you and learn in the process of creating your keepsake!

Remember, we are in class next week and then will be on Spring Break for the last two weeks of March! So we may visit next week, depending upon workload, or will be in touch for sure at the beginning of April with our next newsletter.

Have a great weekend!

Your Cub Manufacturing Team