



Adapting to the “new norm” with COVID-19

April 16, 2020

No doubt that every person, community, and business is affected by the COVID-19 pandemic. A time of uncertainty exists with events we cannot control that could create fear if we choose to focus on these things.

This is actually a moment of opportunity for the 110 Metalworks team, our suppliers, and our customers. Keeping focused on the things we do control makes this a year of opportunity.

Working Safely

Following CDC guidance at home and work, our team can mitigate exposure to COVID-19 to continue running our operation as an essential business.

A Strong Financial Foundation

As a financially conservatively run company, combined with our essential defense and commercial customer mix, our team is in a solid financial position to weather the economic impacts of the pandemic.

People and Training

We retained, hired, and trained skilled talent in the tight 2019 labor market by providing opportunities for advancement with our apprenticeship program, a competitive compensation package, and a values driven culture.

With our strong bench strength, apprenticeship, team development, and succession training will continue through 2020.

Process

2019 continual improvement efforts generated a 30% increase over the prior year in savings via our Gemba Board practice use of Process Maps, and Kaizen events.

Following our Gemba practice and use of continual improvement tools is equal in importance to what we do to make physical parts. It ensures consistent performance and continual improvement - 2020 is no different.

Equipment Investments

In 2019 we invested in the following:

- Amada HD 1330NT press brake that is safer, faster, and easier for new operators to learn and make quality parts.
- Nakamura-Tome WY-150 lathe with twin-turret, twin-head, live-tooling, and D2D technology, along with two new bar feeders, improving competitiveness and capacity. D2D technology offers significant opportunities to support untended/lights-out operations.

- Replaced every light in our building with LED lights that provide a brighter work area and saves energy.

For 2020 we are looking at adding a CMM with increased automation and identifying longer-term opportunities to add and or replace equipment with improve automation for sheet and CNC machining. The near-term economic outlook may affect the scope of spend, yet we will continue and are able to invest this year for the future.

Leaning Forward with the “New Norm”

While we are getting used to wearing masks, staying 6’ away from each other, some working from home, what we achieve in 2020 is driven by where we choose to focus. Our team is focused on the opportunities ensuring the mutual success of our suppliers, our team, and our customers.