

Supplier Keynote



Pat McCready

President, TSI Plastics, Inc.

Pat McCready has operated as President of TSI Plastics since 2001, a premier non-metallic fabrication company serving the military, aerospace and commercial aircraft industries as well as medical and earth moving equipment. During his 25-year career at TSI Plastics, Pat has worked in all aspects of the business from manufacturing to sales and has been strategic in doubling the size of the company since 2005. He has led the organization through many improvements including ISO 9001:2000, AS9100 certifications as well as pursuing SEA certification in 2010. Pat holds a BS in Business Marketing from the Minnesota State University, Mankato.





TSI PLASTICS, INC.

Pat McCready
President
February 17, 2010

Company Overview

- 3rd generation company established in 1959
- 35 Employees
- AS9100 Certified
- Continuous Improvement
- Aerospace Customers Worldwide
- Materials Engineering
- Contract Supplier / Value Added Assembly
- Non-Metallic Parts & Assemblies
- Injection/Compression Molding
- CNC Milling and Turning
- Rotational Molding, Thermoforming

Customers

Raytheon

 **Vought**
Aircraft Industries, Inc.

HUGHES

 **DRS**
TECHNOLOGIES

BAE SYSTEMS

LOCKHEED MARTIN 

NORTHROP GRUMMAN

Honeywell

**Rockwell
Collins**

 **BOEING**


GE Aircraft Engines

 **Miller.**



AEROJET

Measurable Results

Results	4th Qtr 2008	4 th qtr 2009	Percent change
On-time Delivery	95%	98.5%	3.4%
Lead Time	6 Weeks	3 Weeks	50%
Internal Quality	20,000 DPPM	2,000 DPPM	90%
Customer Quality	1250 DPPM	280 DPPM	78%
Inventory Turns	3.4	4.31	23%

Major Win

- Lean efforts allowed us to add revenue without adding employees.
- Multiple processes increases flexibility allowing us to take on multiple vendors
- Our capabilities aligned with a customer strategy to reduce their vendor base from 280 to 30 within the next 12 months
- Resulting in

Major Win

\$2.6 Million in New Business

Improvement Journey

Results Improvements	How We Did It
On-Time Delivery	<ul style="list-style-type: none">• Workforce Development Track:• Detailed work instructions• Cross Training• Smaller shipments more often
Lead Time	<ul style="list-style-type: none">• Operational Excellence Track:• SMED Kaizen – reduced set up time• One piece flow production system• Smaller lots / customer reduced inventory
Quality	<ul style="list-style-type: none">• Value Stream Mapping• Detailed work instructions• Kaizen events• Customers get quality parts every time

TSI Material rack before Kaizen



TSI Material rack after Kaizen





Thank you

Pat McCready

President

pat@tsiplastics.com

763-784-0240